CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, JULY 7, 1906 NO. 27.

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For sale by leading Wholesale Hardware Houses.

BEST STEEL SHEETS

"QUEEN'S HEAD"—softest and flattest made

"SOUTHERN CROSS" — Dead flat, qu alit guaranteed

Also, good merchant quality, open and close annealed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

STEAMFITTERS AND PLUMBERS—
CATALOGUE IS READY

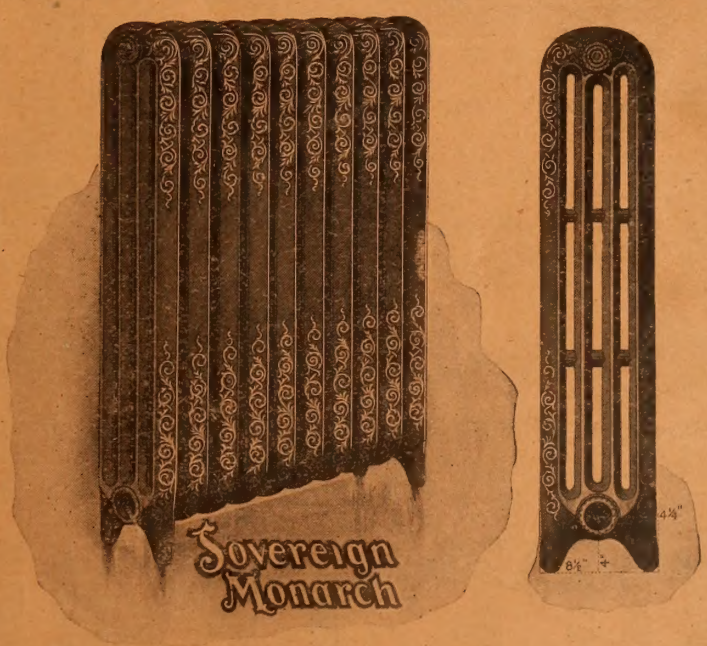
You need a copy of our New Catalogue of

SOVEREIGN RADIATORS and BOILERS

because it contains much information of inestimable value to you.

If you write to us now you can secure a copy.

Send your letterhead, or this ad. in your envelope, or a postal—**to-day.**



TAYLOR-FORBES COMPANY, LIMITED

TORONTO: 1088 King St. West

Head Office and Works: GUELPH, ONT.

MONTREAL: 122 Craig Street

See Classified List of Advertisements on Page 67.

EMENT PAVEMENT

TOOLS

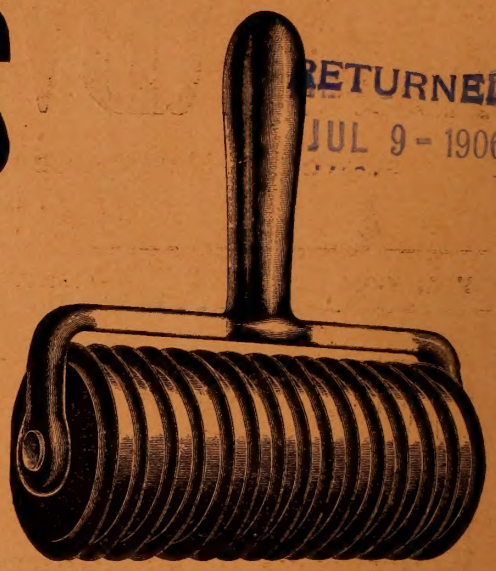
ROLLERS
TROWELS
JOINTERS
GROOVERS
ETC.

URNED
L 9 - 1906



Hollow Bronze Dot Roller

RETURNED
JUL 9 - 1906

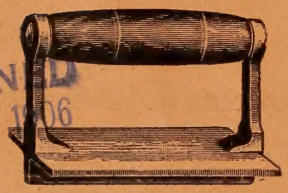


Line Roller
3 inches diameter, 8 inches wide



Ordinary Jointer

RETURNED
JUL 9 - 1906



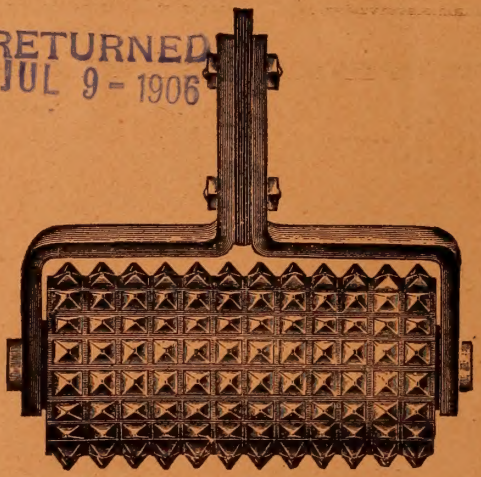
Wide Jointer

RETURNED
JUL 9 - 1906



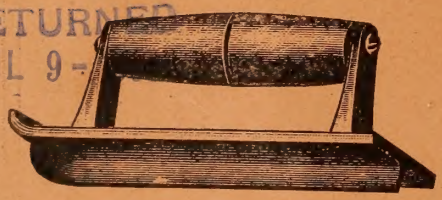
Pounders

RETURNED
JUL 9 - 1906

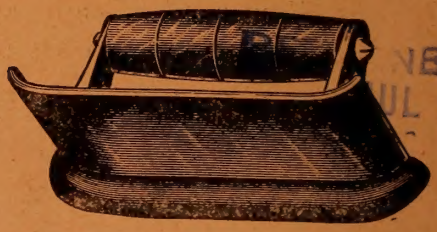


Cast-Iron Dot Roller
6¼ inches long, 3¼ inches diameter

RETURNED
JUL 9 -



Straight End Jointer



Edger

Write for Prices.

RICE LEWIS & SON

LIMITED

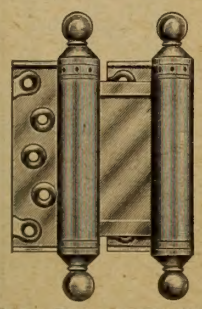
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

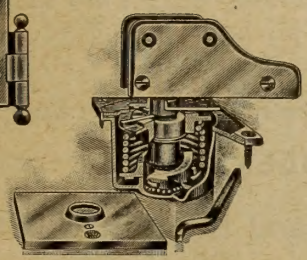
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

THE GOODS THAT ARE ASKED FO[R]ED

The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾

WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED

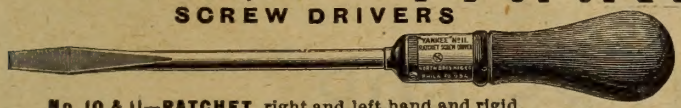
OTTAWA, ONT.

Other Tools are very Good Tools, but

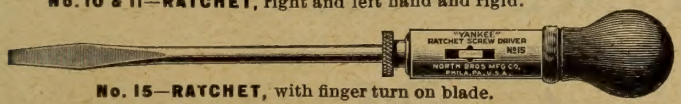
"YANKEE TOOLS"

ARE BETTER

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



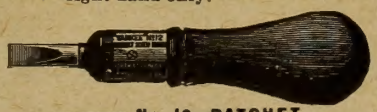
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stud blade.



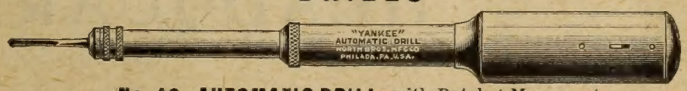
No. 60—POCKET SCREW DRIVER.



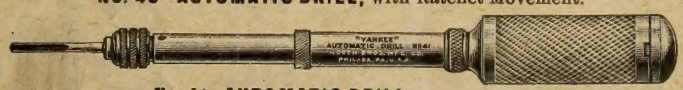
Countersink, for spiral ratchet screw driver.

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

DRILLS



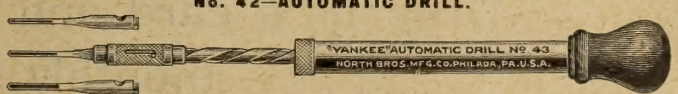
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



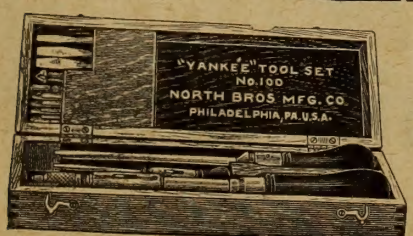
No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.



SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

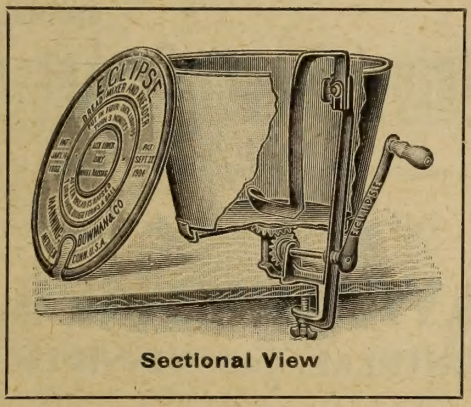
"ECLIPSE"

BREAD MIXER and KNEADER

THE ONLY MACHINE THAT KNEADS DOUGH BY COMPRESSION

MAKES BEST BREAD

SIMPLEST IN CONSTRUCTION



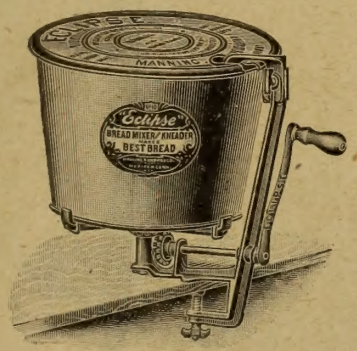
Sectional View

EASIEST TO CLEAN

WILL NOT GET OUT OF ORDER

THE ONLY MACHINE THAT MAKES FROM ONE TO EIGHT LOAVES OF BREAD AS DESIRED

There is big money in it for the dealer who will take hold of this line and give it a good fair showing in his store. Draw the women's attention to it and point out to them the fact that they can have **better bread** with half the work they now have, in about ¼ the time, and watch the machines sell.



The "Eclipse" is the only machine that will mix and knead as small a quantity as **one loaf**, or as many as **eight**.

It will mix and knead from one to eight loaves in **three minutes**, without putting a finger to the dough, and the bread will be more wholesome than by any other process, because the gluten in the flour is thoroughly developed by this peculiar kneading action.

It is so arranged that it can be worked in either a standing or sitting position, without the slightest exertion or inconvenience.

WRITE US FOR FURTHER PARTICULARS AND PRICES—WE CAN INTEREST YOU.

LEWIS BROS., LTD.

MONTREAL

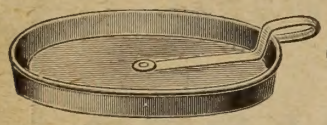
OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY

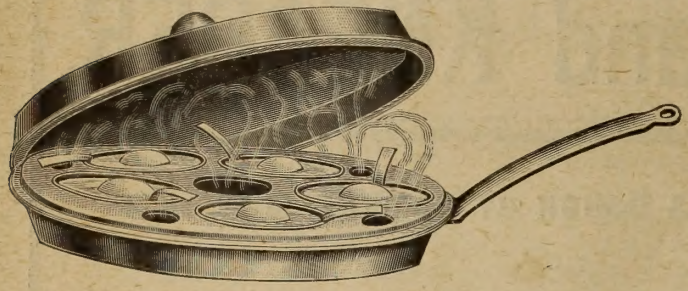
Davidson's Kitchen Specialties

PROFIT MAKERS



"EXCELSIOR" JELLY CAKE PLATE

Removes the Cake from the bottom. Cuts it out neat and clean every time.



Steam Egg Poacher

Turns out a dainty tempting breakfast in one minute.

EVERY HOUSEHOLDER NEEDS ONE.



ENAMELLED

Cereal Steam Cooker and Vegetable Boiler

Comprises four practical cooking utensils. Cooks Oatmeal by steam and makes it delicious.

TRY A SAMPLE LOT. *THEY MOVE QUICK.*

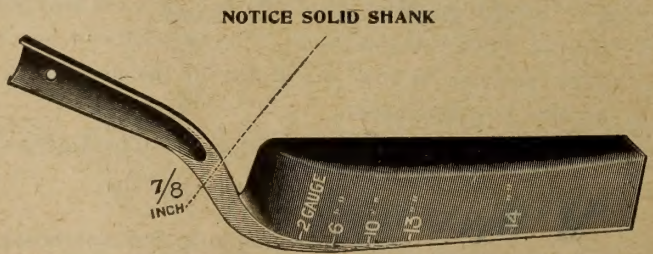
THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL and WINNIPEG



BULL DOG

SHOVELS and SPADES



Sectional view of finished one piece shovel, showing gauge of steel or thickness at different points.



Canadian Shovel & Tool Company LIMITED

HAMILTON, CANADA

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

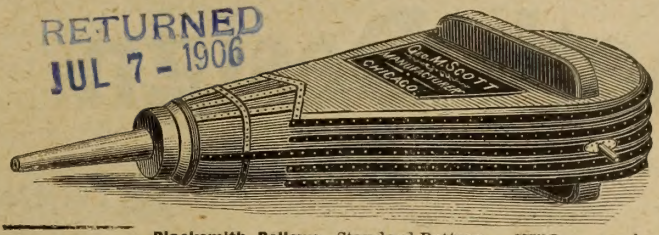
Only Wholesale

138-140 WEST FRONT STREET, TORONTO

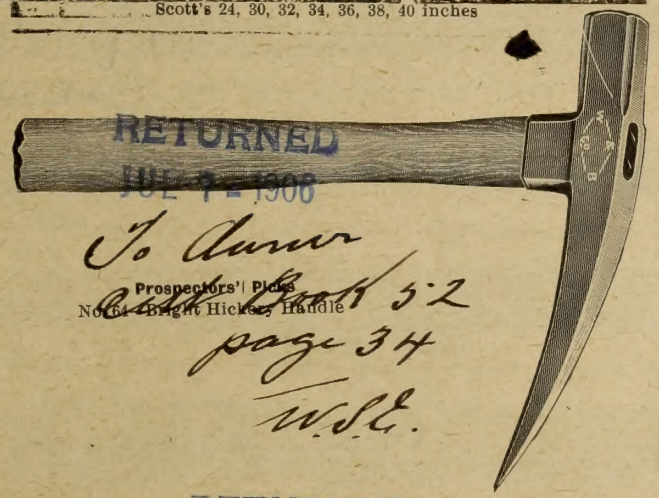
Wholesale Only



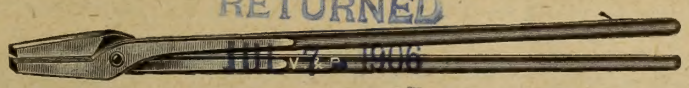
Tuyere Irons
Duck Nest, Round, Single Face
" " " Double "



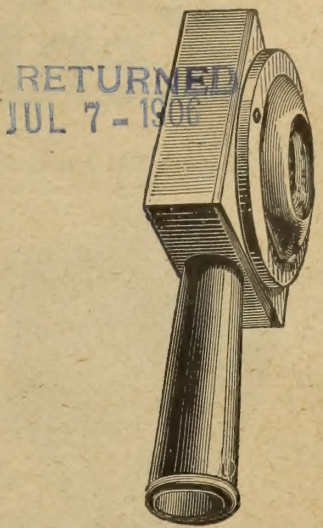
Blacksmith Bellows—Standard Pattern
Scott's 24, 30, 32, 34, 36, 38, 40 inches



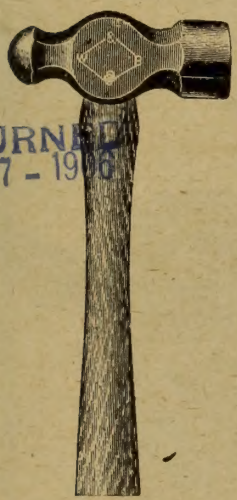
Prospectors' Picks
North Bright Hickory Handle



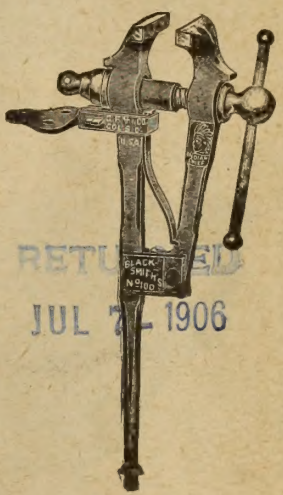
Blacksmiths' Tongs, 20 to 24 inches long.
Straight Lip



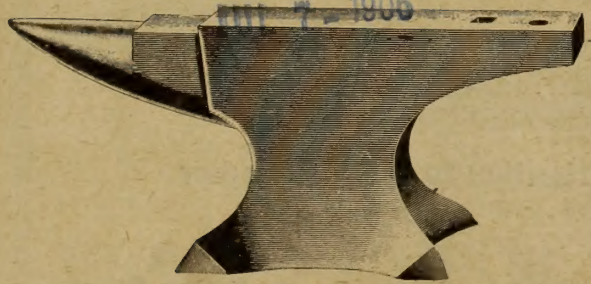
Tuyere Irons
Duck Nest, Square,
Single Face



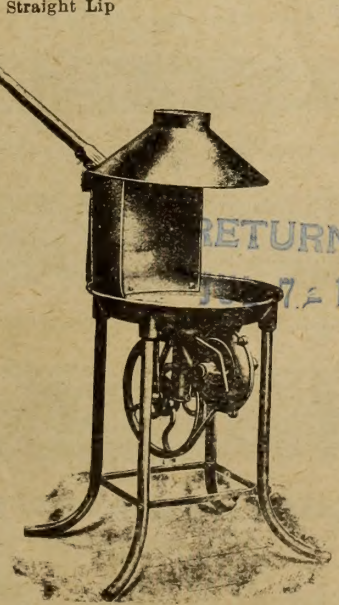
Ball Pein Hammers
½ to 2½ lbs.



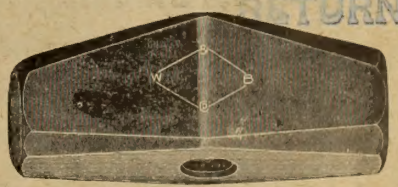
Indian Chief Vises
Weights 35 to 75 lbs.



Prospectors' Anvils, 20, 25 and 30-lb.
Columbus (Trenton), 50 to 175 lbs.



Silver's Portable Forge



Hand Drilling Hammers
3 to 5 lbs.

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

We Ship Promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

It is Better to Work To-day than To-morrow—
Profit Postponed is Profit Lost

Kenneth Design

RETURNED
SEP 27 1906



Handled Olive

RETURNED
SEP 27 1906
To Dunn
Cut Book 55
Page 54
a.o.w.



Straight Vase

RETURNED
SEP 27 1906

TRADE MARK
"KRYS-TOL"
REGISTERED
ON EVERY PIECE



Footed Fruit Bowl



Vase

Small orders or large, we give equal attention to every customer

THE HOBBS HARDWARE CO., LIMITED

LONDON ***TORONTO***

DO YOU WANT TO MAKE A MARK IN THE HARDWARE WORLD?

If you do there are certain small lines of goods you should pay attention to.

A small sum invested in a stock of lead pencils will pay you 100% profit or more. You need a few lines of that kind to help out the no-profit goods such as nails and fence wire. Lead pencils are one of those lines. They sell readily, sell all the time and can be displayed attractively in your store. Do you stock them?

Here are a few good sellers.

F.&W.



RETURNED JUL 13 1906

No. 240—"Phonographic." The lead in this pencil will outlast that in two ordinary pencils.



RETURNED JUL 13 1906

No. 1040—"Dickens. You can sell them at 1 cent each and make a good profit.



RETURNED JUL 13 1906

No. 517—"Autograph." A good seller and very attractively boxed



RETURNED JUL 13 1906

No. 1122—"Senator." A soft and very black writing pencil. A long time favorite.



RETURNED JUL 13 1906

No. 113—"Carbon." An exceedingly black writing pencil. Writes almost like Carbon.



RETURNED JUL 13 1906

No. 171—"Venus." Indelible copying pencil., suitable for loose-leaf accounting work.



RETURNED JUL 13 1906

No. 736—Oval carpenter's polished cedar or maroon colored cedar, marked with 6-in. rule



RETURNED JUL 13 1906

No. 587—"Tortoise Shell." The best carpenter's pencil made.

I Montreal
all Book 52
page 81

Ask our travellers for prices or write us direct.

FROTHINGHAM & WORKMAN, LIMITED

1809 WHOLESALE HARDWARE AND IRON MERCHANTS 1906

MONTREAL, CANADA.

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



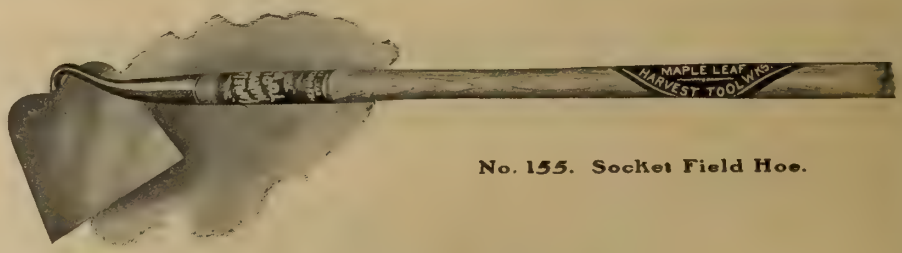
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



No. 155. Socket Field Hoe.

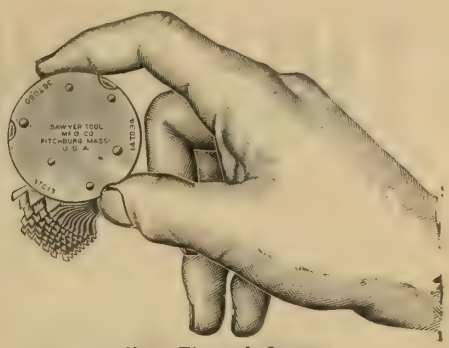
To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

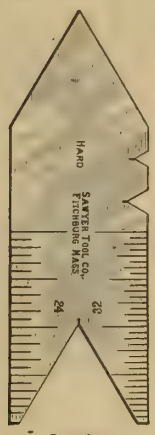
The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

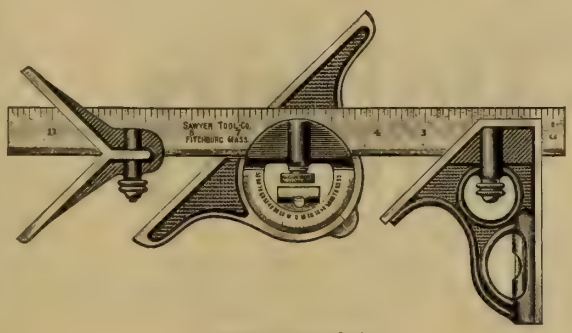
Machinists' Tools



New Thread Gauge
Sizes 4 to 60.



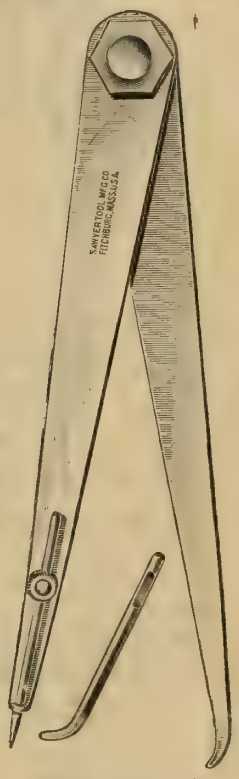
Centre Gauges



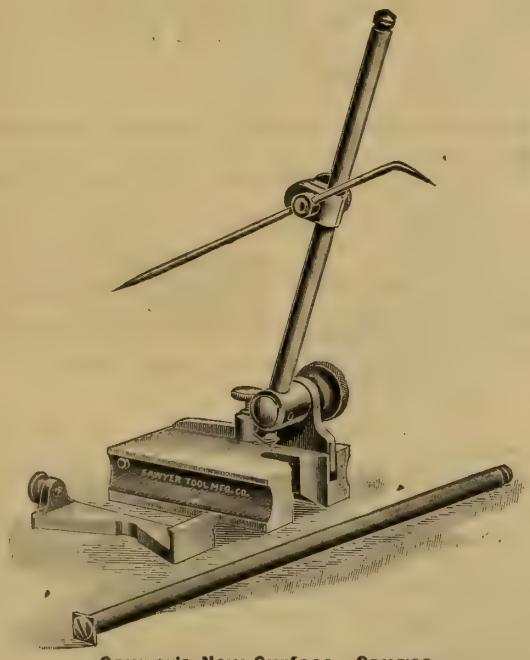
Combination Sets
6, 9 and 12 inch



Sawyer's Depth Gauge



Calipers for all purposes



Sawyer's New Surface Gauges

All our Machinists' Tools are properly made, and tempered. No tools are better finished. Our prices are right.

Write for Sawyer, Mass Tool Co., or Starrett's Catalogues.

Caverhill Learmont & Co

MONTREAL and WINNPEG

THE CANADA METAL CO.

TORONTO

Solder and Babbitt

WHOLESALE

PIG LEAD, TIN AND ANTIMONY

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

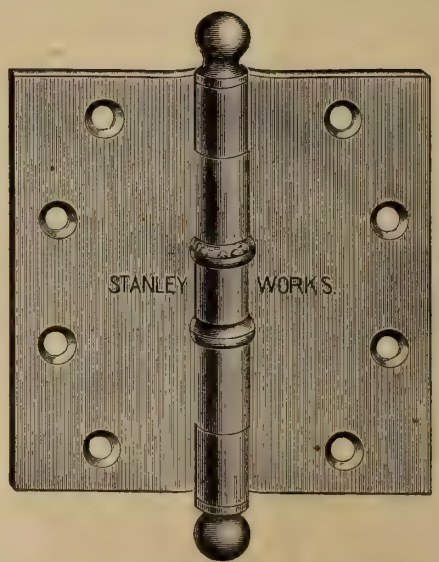
Stanley's Ball-Bearing Hinges

FOR ALL THEIR IMPORTANT WORK. *DEALERS SHOULD HAVE THEM IN STOCK.*



CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE



MADE IN WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION.

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phone No. 87



If you sell a customer a better article, at a cheaper price, than he has been getting, will he come back to your store?

Experiment by pushing DOMINION AMMUNITION for a month and carefully note the results.

Your competitor may be doing this now. Think it over.

DOMINION CARTRIDGE COMPANY LTD

MONTREAL

Send for Price Lists and make enquiries about the quality

When ordering ammunition through your jobber, specify "Dominion."

M. L. G. Items

What Dealers are Doing. What Papers are Saying.

SECOND INSTALMENT

Artie Dunn, the popular Bay St. tailor, is having his work-room fitted up in grand style. You will now be able to "see" Artie, for he claims the MAXIMUM LIGHT GLASS which he is installing will diffuse daylight through every nook and corner of the room.

We are glad to be able to state that the damages to Mickleborough's store by Wednesday's storm were not as heavy as at first announced. There was a great quantity of MAXIMUM LIGHT GLASS in the store, but none of it was damaged.

Among the removal notices of the week is that of Harris & Harknay. They are going to the Blair building. Their old quarters will be fixed up and we are led to understand that the MAXIMUM LIGHT GLASS people, through their local agent, have secured a big order.

The town should be proud of Jay Clark: his new residence is a credit to him. A clever piece of work was executed in the kitchen with the aim of securing perfect light. Great praise must be showered on MAXIMUM LIGHT GLASS.

Write for samples

SOLE CANADIAN AGENTS:

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS



TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

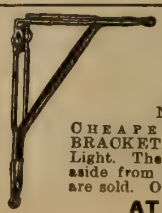
Wanted Hardware Dealers

As Agents for

Iron Fencing,
Fire Escapes,
Window Guards,
Lawn Seats,
Railings, Etc.

DENNIS WIRE & IRON WORKS CO., LIMITED

London, Ont.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A



IN THE FRONT RANK

It isn't hard to explain why the Martin-Senour Paint takes first place. When it comes to a question of quality the article of real merit will always outstrip inferior competitors. That's the reason why the Martin-Senour 100% Pure Paint takes the lead—**It's Good Paint**. It backs up the makers' claims and when put to the test is right up to the scratch every time.

IT'S SO GOOD

that it makes friends wherever it goes. It builds up trade and helps the dealer keep things moving. Couldn't we interest you in a proposition of this kind? Write for our special proposition to Agents. It's a winner. Don't delay, write at once.

RETURNED
JUL 27 1906

THE MARTIN-SENOUR CO., Ltd.
MONTREAL and CHICAGO

The Winnipeg Paint and Glass Co., Ltd.
WINNIPEG

The Maritime Paint and Varnish Co., Ltd.
HALIFAX, N.S.

A GOOD INVESTMENT

Nearly every Hardware Merchant wants to buy or sell something, or wants to know something which his fellow Hardwaremen can tell him.

He cannot meet them all together and make the announcement he would like to make, but he can reach them all for the small sum of twenty-five or fifty cents through

HARDWARE AND METAL WANT ADS.

Rates 2c. per word for first insertion
" 1c. " " " subsequent insertion.



ATKINS HIGH-GRADE SILVER STEEL SAWS



Do more work and do it easier than any other. Because they're made right—by men that know how. Our name on every blade. Ask your Dealer for an Atkins.



E. C. ATKINS & CO., Inc.

Home Office and Factory—Indianapolis.

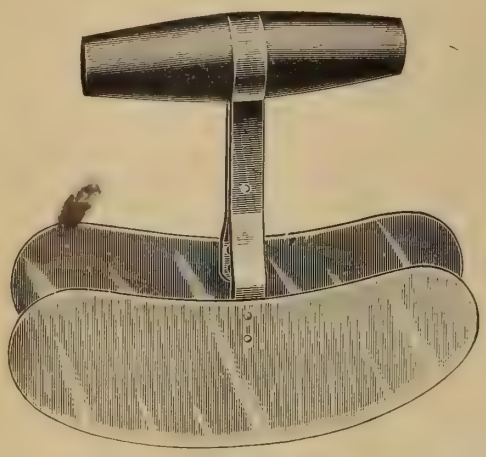
Canadian Branch : 56 King St. E., Toronto, Canada.

JUST A WORD

We are going to put you **wise** to a **good thing.** Something that is

Useful **Attractive** **Durable**

Easily Displayed **Profitable**



No. 33

And that "**something**" is

No. 77



MINCING KNIVES

Popular with all housewives.

Ask Your Jobber for Them.

MADE BY

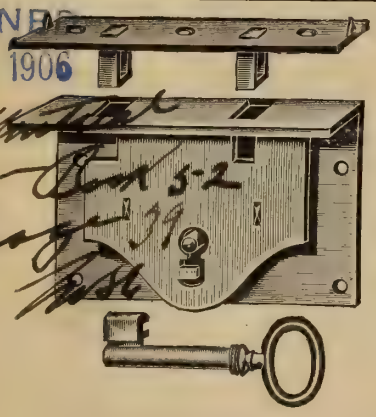
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RENFREW, ONTARIO

WESTERN REPRESENTATIVES:

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J. J. MAGUIRE } **Winnipeg, Man.**

TURNER
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A★1

LOCKS OF ALL KINDS AND DESCRIPTIONS

The greatest variety of Tools and General Hardware

Send your quotation sheet for your Autumn import order to us and let us give you our prices.

THE R. BERG HARDWARE CO.

F. W. LAMPLOUGH CO., - MONTREAL

Best English Bars, Hoops (W.I.W.), Sheets
"Sword and Torch" Dead Flat Galvanized Sheets
English Pig and Sheet Lead
Straits and Lamb and Flag Ingot Tin

If you are thinking of importing at present, let me have your specifications.

Closest Prices for Wholesale Buyers

J. A. HENDERSON, **Board of Trade Building,** **MONTREAL**

GENERAL HARDWARE AND METALS

Telephone:
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Factories:
Sheffield, England

JOHN ROUND & SON, Limited

Manufacturers of

HIGHEST GRADE TABLE CUTLERY,
SILVER PLATED AND NICKEL SPOONS AND FORKS,
PEARL HANDLE DESSERTS AND FISH EATERS IN CASES,
COMBINATION CABINETS, OAK GOODS, Etc.

REGISTERED TRADE MARKS



ESTABLISHED 1847

Hotel Silverware Our Specialty

(We guarantee the actual deposit of silver on each individual dozen.)

For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

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CORISTINE BUILDING, MONTREAL

WRITE FOR CATALOGUE



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
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HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipments

The Imperial Cement Co., Limited

Makers of the Celebrated Brand

"IMPERIAL" PORTLAND CEMENT

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STREET PAVING and SIDEWALKS a SPECIALTY

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OF ONTARIO Limited

Head Office
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Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Walter Mills, General Manager
Ask for quotations for Septic Tanks.

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OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

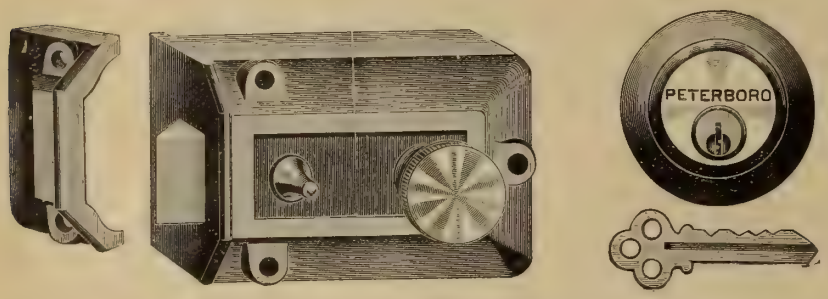
BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

REGISTERED TRADE MARK
"B" BRANTFORD ROOFING CO. LIMITED
BRANTFORD, CANADA

Made in Brantford, the home of good things. We have the best in this line—It's only a question of time when they will be generally used—Why lose time finding it out? Be in the march of progress—mail us a sample order.

SAMPLES—PRICES ON APPLICATION.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



Quality and finish are two of the principal features of our Shovels, Spades and Scoops. The SOCKET STRAP on the Shovels and Spades put them in a class by themselves for strength and durability.

MADE IN FOUR GRADES:

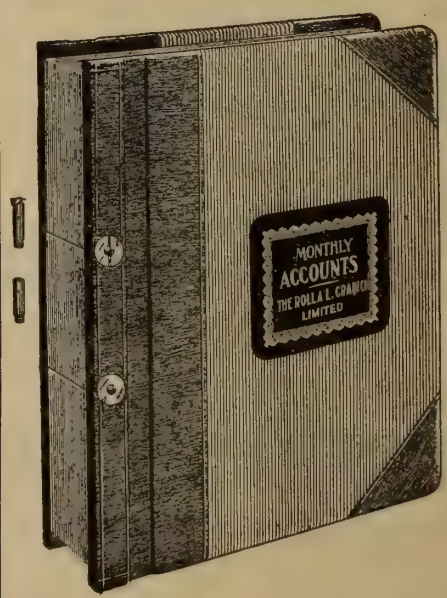
"PETERBORO"
"LUNDY"
"IRWIN" and
"HILL"

Catalogue on application.

The Peterborough Shovel and Tool Co., Limited

PETERBORO, ONTARIO

AIDS TO CONTENTMENT



How often you hear the retail merchant say he would be perfectly contented in business if it were not for the credit system! Did it ever occur to you that you can to a large degree eliminate the credit business by having a simple method of rendering accounts? The

Crain Monthly Account System

is recognized as one of the greatest agencies to this end. By the use of carbon paper the same writing makes your day-book entry and charges the items direct to the customer's bill. It is simple, accurate and time saving.

Then render your accounts monthly and you will be surprised at the results. It is the nearest approach to a cash business.

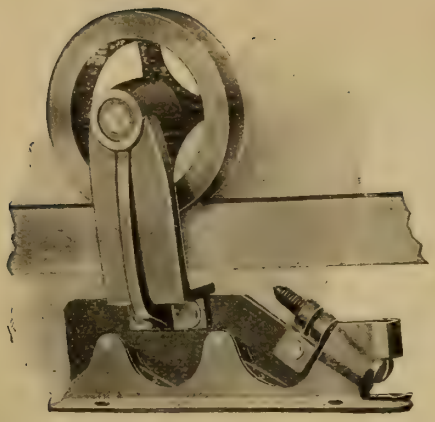
Write us for information.

THE ROLLA L. CRAIN CO., Limited

OTTAWA, CANADA

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ST. JOHN, N.B.—Schofield Bros.
MONTREAL OFFICE—74 Alliance Bldg., 107 St. James Street.
VANCOUVER, B.C.—White & Bindon.



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

BRIGHTEN UP!

Our signs will help you to do it. Nothing drives away trade quicker than an uninviting store front.

Our signs not only brighten your store, but are the best advertising medium used to-day.

Have you ever tried the effect of Show Card advertising in your store windows? If not, it will astonish you.

Write for our folder ***WHY SIGNS PAY***

The Martel-Stewart Co., Limited

MONTREAL, CANADA

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at
London,
Calcutta,
Melbourne,
Valparaiso, Havana,
Transvaal Colony, Etc.,
British Columbia.

GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

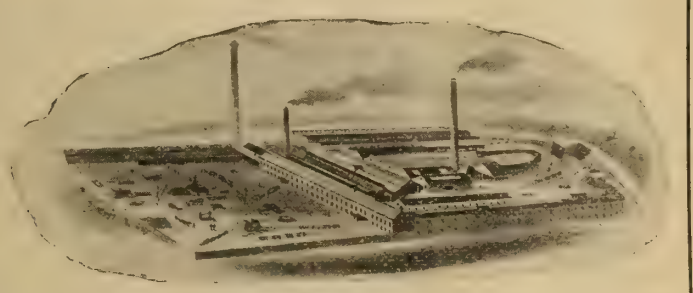
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Globe Iron Works, Stalybridge, England



These two Works cover more than 50 acres. Our output of Galvanized Sheets exceeds 2,000 tons weekly, and we employ over 2,500 men.



DEAD FLAT SHEETS, Black or Galvanized.

BEST and CHEAPEST for all kinds of work.

We are the largest makers and give you the

MAXIMUM QUALITY AT MINIMUM PRICES

Agent: F. Hankin, Montreal

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This design a guarantee of quality.

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ALL GRADES, AND BEST OF EACH

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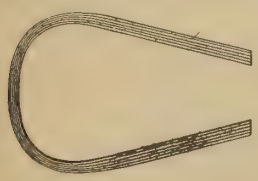
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ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.



We use strictly first-class material, and good workmanship. Send for prices for your requirements.

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ORLANDO VICKERY

Manufacturers' Agent

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SELLING:

STOVES, FURNACES, HOT WATER BOILERS, RADIATORS AND ALL HEATING GOODS.

ENAMELED BATHS, LAVATORIES, SINKS, CLOSETS, BRASS GOODS AND ALL PLUMBERS' SUPPLIES.

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GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

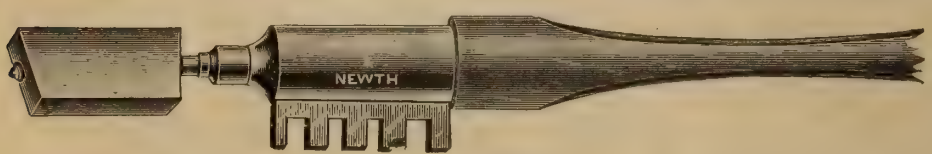
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Write for catalogues from Sole Canadian Agents

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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

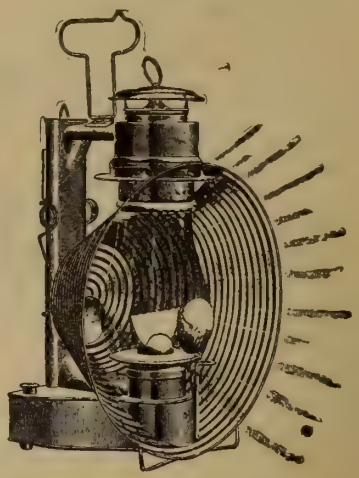


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Contractors to H. M. Government and the principal English Sheet and Plate Glas Works.

E. T. WRIGHT & CO., Hamilton, Canada.

Manufacturers of the largest line of lanterns under the British flag. We make lanterns for the farmer, the artisan, the horseman and the railway company. Ask for and accept only WRIGHT'S make of lanterns. They are the best.



No. 20, Searchlight, Pattern 1905.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.

Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

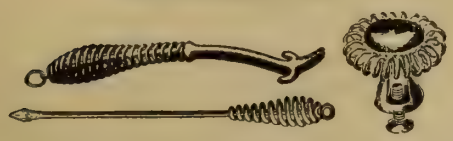
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Largest Variety. Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
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Makers of Good Goods Only.

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

WORK AND PRICES RIGHT
GALVANIZING
ONT WIND ENGINE & PUMP CO. LIMITED.
TORONTO, ONT.

Summer Time is Shooting Time

for the dealer. It is then his time to stock up. Fall soon comes along and the sportsman, with a Model No. 23, and his boy with a Model No. 19, get on the trail.

HAMILTON RIFLES

appeal to live, energetic dealers. These rifles mean business for your store—**profitable business.**

Hamilton Rifles are made in three styles.

Models 15 and **19** (for boys) sell respectively at **$2.00** and **$2.50.**

Model 23 (for men) sells at **$3.50.**

Order from your jobber

THE HAMILTON RIFLE CO.
Dept. 71. **PLYMOUTH, MICH.**

Uncle Sam Specifies the

ARMSTRONG TOOL HOLDERS



Because, to quote the exact words of a recent Government requisition,

"NO OTHERS WILL ANSWER THE NECESSITIES OF THE SERVICE."

Left Hand Off-Set Tool Holder. (11 sizes)

Straight Tool Holder. (11 sizes)

Boring Tool. (7 sizes)

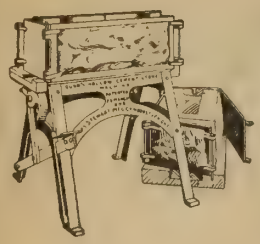
Planer Tool. (7 sizes)

They make ONE LB. of High Speed Tool Steel worth 10 lbs in forged Lathe and Planer Tools

Straight Cut-Off Tool. (7 sizes)

Right Hand Off Set Tool Holder (11 sizes)

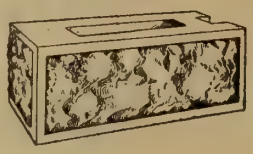
Armstrong Bros. Tool Co., 106 N. Francisco Ave., Chicago, U.S.A.
"The Tool Holder People"
Imitations are Unsatisfactory **Infringments are Unlawful**
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INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine

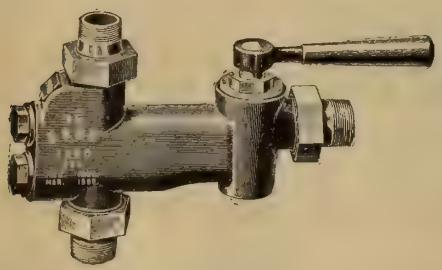


TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.



EASY INJECTORS

A Double Tube Machine at Single Tube Price.

SURE ACTION FEW PARTS

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

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STANLEY

IS THE BEST OF ITS KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN., Conn., U.S.A.

Manufacturers' Agents and Brokers

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

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Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

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Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

Winnipeg Storage in BOND or FREE

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Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

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BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

DAVID C. MITCHELL & CO.

GLASGOW, SCOTLAND

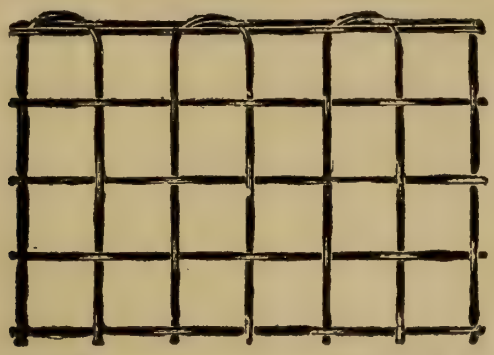
Will quote on

IRON & STEEL,
STRUCTURAL MATERIAL,
ZINC. TIN.
FIRE BRICKS. CLAY

C.I.F. any Canadian port

Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

WIRE CLOTH



Special Regalvanized Cloth for Apple and Fruit Drying.

Stock widths—24-30 and 36 inch. Other widths and meshes made to order.

Also ½-inch Galvanized Netting. Stock widths—24-30 and 36 inch. Stock lengths—25 and 50 yards.

Also Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.



Sales Repeat Themselves

When you have sold the

DILLON HINGE-STAY FENCE

once, you will realize the significance of the combination, "Seller's Sagacity, Buyer's Belief." You have been able to place "Dillon" merit in such light that your patrons have consented to entrust orders with you.

The "Dillon" is entitled to every sale made for it, because it possesses the qualities that rightfully produce sales. Those certain qualities of "make" and "material" belong to the "Dillon" solely. That is why there is a permanency to "Dillon" business. That is why farmers select it in preference to other wire fencing and tell their neighbors to do the same.

DILLON HINGE-STAY FENCE stands for Long Experience and Much Skill. It represents the best there is in the industry.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by Messrs. Caverhill, Learmont & Co., Montreal.
Messrs. Christie Bros. Co., Limited, Winnipeg.





ONCE upon a time it was necessary to go out of the Country for your Pump requirements, but, "Never again" will be your determination when once on our list. We have a number of specialties and we will be pleased to prescribe for your Pump troubles.

McDougall Pumps Are Standard

THE

R. McDOUGALL CO.

LIMITED

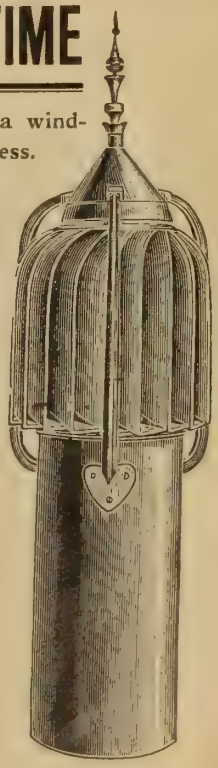
GALT, - ONT.

WORKS ALL THE TIME

Some ventilators will work only in a windstorm. That spoils their effectiveness.

AEOLIAN VENTILATORS

are so skilfully constructed and so nicely balanced that they are driven, not only by the slightest current of air, but by the difference in temperature, within and outside the building.



Montreal, June 1st, 1903.
St. Peter School.
Messrs. THE J. W. HARRIS CO., Limited.
Dear Sirs,

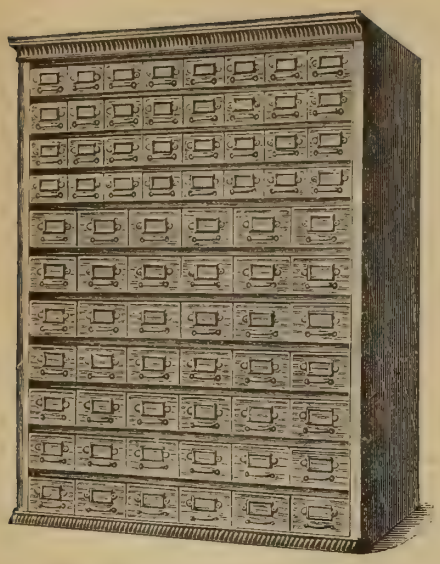
In answer to yours of 3rd inst. in connection with your system of ventilation which you have placed in the Brothers' House, in the School, etc., I beg to state that we are getting the greatest satisfaction we may desire.

Brother JORDANUS, Dir.

—MANUFACTURED BY—

THE **J. W. HARRIS CO.,** LIMITED

CONTRACTORS, MONTREAL



SCREW CABINETS

Saves Time— Nothing is more annoying to a customer than to have to wait ten or fifteen minutes while a clerk searches his st ck for a certain size or style of a screw or bolt. Get a reputation for neatness and quickness. It will be worth hundreds of dollars to you.

Saves Space— Few hardwaremen have more space than they need. A screw case enables you to keep all your small articles together and no space is wasted. The case we illustrate contains 74 Bennett patent steel drawers which can be divided into 150 compartments.

Saves Your Stock— This case is made with a steel back, which keeps out all dust. If you have a screw case there will be no danger of some day stumbling on a box of screws in some corner which you did not know you had.

Drop us a post card and we will give you full information as to size, different finishes of wood and prices.

CAMERON & CAMPBELL, - - TORONTO

SOLE MANUFACTURERS IN CANADA.

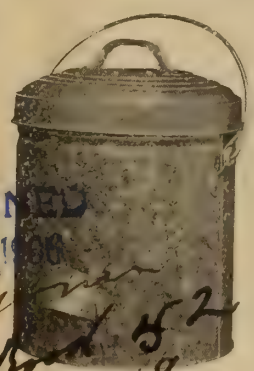
IF YOU DESIRE ALL THE GOOD THINGS OF CURRENT LITERATURE YOU'LL BE INTERESTED IN WHAT IS SAID BELOW

As the number of magazines increase the **more** difficult it becomes for you to secure a representative selection of articles—i. e., if you subscribe for individual magazines. As the number of magazines increases the **less** difficult it becomes for you to secure a representative selection of articles—i. e., if you subscribe for **THE BUSY MAN'S MAGAZINE.** This magazine is an epitome of the world's best thought to-day. It contains the very selections you want to see but have no time to look for in individual magazines. In addition there is an alphabetical index of magazine articles for the month.

For the sum of $1.50 any subscriber to Hardware and Metal can get The Busy Man's Magazine for one year. You would have to pay $1.50 00 to get The Busy Man's (the contents) Magazine in the ordinary way.

Get in your Subscription in good time.

THE MacLEAN PUBLISHING COMPANY, LIMITED - TORONTO, CANADA



TURNED
1 0 1906

GARBAGE CANS

"An open receptacle for garbage is a menace to health."

Our new garbage can has a deep rimmed cover, stamped from one sheet of metal.

IN THREE SIZES:

No. 1	- -	**12½ x 13¼**
No. 2	- -	**13¾ x 15**
No. 3	- -	**15 x 17¼**

RETURNED
JUL 10 1906



We also have two larger cans, Nos. 4 and 5, with wooden ribs.

Prices on application

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

THE BUYING AND SELLING OF HARDWARE

By Thomas E. Oliver in The Hardware Dealers' Magazine.

If a man spends, or contracts debts for, say, $2,000 per annum, and his income is only $1,500 per annum, he must steal the difference from some source, even though it be from his acknowledged creditors, and this rule applies not to individuals alone, but to business institutions. Look sharply after such people to see that they do not steal from you, or us. Some claims are made in bad faith, for with some men a dollar counts more than their souls; but all business men are not dishonest, by any means. Therefore, if you believe the claim to be wrong, but the claimant to honestly believe he is right, then, as a matter of policy, it may pay to make a concession if there is not too much at stake; but if, on the other hand, you feel that he is knowingly taking advantage of his position, then it is wise to hold out strongly for your rights, as a matter of principle.

It is not wise to worry over increased expenses while the gross profits increase relatively. Did you ever hear of a trial balance made up of debit items only?

What is the good of an original or novel idea if you do not utilize it? Learn to clinch it before it runs away from you and becomes valueless. Give free expression to your ideas relating to our business, and we will promise to give you credit for those we regard as worthy of it, and forget the others.

There are a great many unsuccessful men, possessing at times greater originality and more natural ability than others more successful, due frequently to the fact that the one possesses more confidence, assurance—or call it egotism, if you wish—than the other. Learn to cultivate this spirit, for without it you are not likely to meet with success.

The average man of means, or one occupying an exalted position in life, is burdened with all kinds of propositions, and therefore must necessarily act conservatively; and this same rule applies to buyers of merchandise. Therefore, do not take offence if you are not received with open arms, and, while your proposition is an honorable one, and of mutual benefit, you must persistently, but politely and tactfully, impress it upon the party of the second part.

When you know at heart you are wrong, it is wise to make such an acknowledgment, which will prove more creditable to your good judgment and manhood than stubbornly sticking to your first point on a false notion of principle.

Every man will perform bad as well as good deeds, and the fair thing to do is take his balance in the average. Don't narrow your view down to his mistakes only. Every successful business house has a profit and loss account.

Natural modesty and common sense might suggest the principle of not overestimating your own or of under-estimating the other fellow's ability, and the best results will follow; for some apparently sleepy men are in reality very keen, and at times sacrifice their pride in this respect to accomplish their object.

A reasonable course to pursue is to abide by an agreement strictly until you receive positive proof that the other fellow has broken faith, and then to act quickly in protecting your interest without any formal notification. To our minds, a breach of good faith in itself nullifies an agreement.

Scarcely any necessity to worry over the orders for a heavy damage aromeEo the orders for a heavy tonnage of material, representing a large moneyed value, which the average manufacturer needs badly to meet current obligations. He will, as a rule, see that shipments of such orders are made at the earliest possible moment, but we cannot too strongly emphasize the necessity of following up closely the small orders which some short-sighted manufacturers may neglect, because of apparently representing to him a small money value, but which may be holding up the completion of a contract job or a large order representing considerable in value to someone. Give proper treatment to the man ordering a dollar's worth of goods, and he may directly or indirectly bring you orders for many thousands.

The good will of an established business can be appreciated only by thoughtful and experienced men. While the population of the world is increasing, the area seems to be lessening, and the friends you make in the remotest parts of the earth may help your interests through friends and relatives at far distant points.

A junior officer of a large corporation made the following remark, worth quoting: "The president of our company is an able man of strict integrity, but should he make mistakes we must shield him from the penalty; for if our patrons lack confidence in the man directing the policy of the business it would react seriously against our interests." He knew the value of good will in business.

What is the test of a buyer's ability? To my mind, the amount of the net yearly profits of the company he represents, for market conditions largely regulate the selling prices; and, while general economy in the running expenses of each concern counts for considerable, the advantages obtained by the buyer are of more than a little importance. "Goods properly bought are half sold."

The buyer so gloated with egotism that he cannot resist talking freely of his accomplishments is a detriment to the house he represents, as well as the seller, although he may not realize it. You must be careful not to give such people too much of your confidence. The shrewdest buyers are the most conservative and least talkative, and while they may worry you and keep you guessing and make you do the talking, they are not likely to make trouble for you by betraying your confidence. A certain manufacturer's statement is worth quoting, as follows: "Do not quote these special prices to Brown, for he has talked too freely to me of other manufacturers' prices, and I am afraid it is a habit with him; but with such a man as Smith it is safe, and will go no further."

The average sales agent is made to discriminate, not alone because of the standing of the house or the quantities to be purchased, but also between the individual buyers.

Individual buyers of distinctly different types obtain substantial results in a different manner. I know of one buyer of fine principles that does practically all of the talking, and fairly begs the manufacturer for what he wants. I had occasion to criticize him, when his employer sensibly remarked: "I know him to be honest and faithful to his duties, and the results are unquestionably profitable to us."

I also know of another type of buyer, as quiet and modest as a trained nurse, and as mum as an oyster, making the sales agent do all the talking and worrying; and results prove him to be one of the keenest and shrewdest of buyers and and a natural born actor; and if either of these buyers attempted to imitate the example of the other they would both be failures.

Every intelligent buyer aims to work in close and harmonious relations with the sales department. Let each show proper regard for the other department, and the combination will add materially to the sales and profits.

Any buyer—in fact, any successful man—taking undue advantage of his position is a snob.

If any man tries to bribe a buyer for his own personal benefit, he would be justified in knocking him down; but it would be more polite to tell him squarely that all rebates on orders or shipments belong to his employers.

A TOWN INDUSTRIAL

The Rise of a Manufacturing Centre in the Face of Adverse Conditions.

In spite of the fact that the Town of Oshawa seems endowed with all the natural disadvantages with which Providence ever graced a community it has risen from an obscure hamlet to a manufacturing centre whose industries are known as household words throughout the Dominion. Without water-power, without natural gas, without cheap fuel, without natural transportation facilities—in fact, sans anything that goes to make for the building of an industrial community— this wonderful town has developed and prospered. As such it continues a reproach to better favored but less enterprising centres. The question at once arises "How was this accomplished?" It seems like a riddle of the Sphinx. The answer is found in the lives of a few remarkable men, some of whom are to-day living monuments to the possibilities of individual effort. Oshawa is further favored by having as a citizen a genius like Dr. Kaiser, whose courtesy in supplying much of the information herein must be acknowledged.

To go into history, it is apparent that from the start the town's very existence is due to men of powerful personality. These men have made a town distinguished for successful manufacturing industries. The first man to concern himself with the place in an industrial way was J. B. Warren. This was early last century. A fair water-power was at that time available and here he built a mill.

This water-power was the town's first and only attraction. The first manufacturer was A. S. Whiting, who was followed by a leader in the person of Joseph Hall, who was followed by F. W. Glen, his son-in-law, and T. J. Hall. As these men went down two men arose from the ruins, these being Hon. T. H. Gibbs, formerly secretary of state, and his brother, W. H. Gibbs. Throughout their lifetime these two were the mainstay of the struggling hamlet of Oshawa. During a period of depression in manufacturing they became financially involved and were unable to tide over the depression. When they were prosperous they did much for the town and any progress made twenty-five or thirty years ago was due to them.

As the Gibbs brothers were shifting from the arena of activity there sprang up two most remarkable men the Town of Oshawa has yet seen, men who have accomplished for Oshawa what others were unable to do. These are John and W. F. Cowan, who are known throughout Canada in industrial and financial circles. To their business ability, enterprise and brain power the present prosperity of Oshawa is due without any doubt. These men established some of the greatest of Oshawa's industries, but in starting the Western Bank, which constitutes the hub around which the whole wheel of Oshawa spins, they rendered the greatest service.

The Western Bank was started in 1882 as a local financial centre, but has since established branches in many of the neighboring counties. The president is John Cowan and the board of directors includes W. F. Cowan. The managing director is P. H. McMillan, and to his close application to business much of the success of the bank is due.

It may be surprising to think that the influence of a bank should have been the means of creating industries from the fact of its rare occurrence. Being the head office and in close touch with all her people, the management of this financial institution were in a position to aid and build up when a branch manager under the present laws of banking would



Chelsea Falls, on the Gatineau River.

be powerless to assist. It is a broad statement, but true, that with one exception the important manufacturing interests of Oshawa to-day owe their present status to the helping and guiding hand of the Western Bank. In earlier days a branch office of another bank was started there but did nothing to build up the town industrially and later closed its doors.

The principle on which the town has been built up lies in the fact that since the bank was started no man of character and ability desirous of manufacturing in Oshawa has been refused assistance by the bank. In spite of this principle, few bad debts have been made. In one case a firm was in bankruptcy when the town bank took hold and it is now one of the largest organizations of its kind. Mr. McMillan stated that the bank never hampered an account and so did not upset the calculations of worthy manufacturers.

Some Industries.

Whilst it was mentioned at the outset that Oshawa was without natural transportation facilities, it was meant that the town had neither water connection nor situation on the main line of a railway, yet manufacturers are specially favored with an electric line running to Oshawa Junction and which has a switch running to every plant.

Some of the foremost industries in the town include the McLaughlin Carriage Co., the Pedlar People, manufacturers of roofing and sheet metal goods; the R. S. Williams Piano Co., the Schofield Woollen Mills, the Ontario Malleable Iron Co., and the Oshawa Steam & Gas Fitting Co. In addition to these there are the canning factory and several other metal industries. The Ontario Malleable Iron Co., which is now employing between four and five hundred men, is making arrangements to double its capacity and will in the course of a year employ twice as many men. The same is true of the Oshawa Steam & Gas Fitting Co., who now employ about three hundred hands.

Many a town in the country with infinitely better facilities for manufacturing, has been at a standstill when Oshawa has gone ahead. Every town has men of latent resource who, if they have the courage and energy, could live to have the satisfaction of having seen their native or adopted town become an important industrial centre through their efforts. May the example set by the princes of industry in Oshawa be followed in other centres.

There are a lot of people who would rather gather to-morrow's thistles than to-day's figs.

NOVELTIES FOR THE HARDWAREMEN

Readers desiring the addresses of the manufacturers or jobbers of the articles described, or any additional information, can secure the same from the Editor of HARDWARE & METAL.

MRS. HUTCHINS' STRAINER SPOON.

The strainer spoon shown herewith is designed for skimming off the scum which continually arises on jellies, preserves and soups when cooking. It is also used for poaching eggs and whipping cream. It has all the uses of strainer or skimmer and the convenience of a spoon. A screen wire is set into the bowl of the spoon to serve these purposes. The spoon is 12 inches long, with metal parts retinned, and is shown in a display rack holding one dozen spoons. Another popular article made by the same company is the combined coat and trouser hanger, with the perfection shoulder shape. The manufacturers are the C. K. Hutchins Co., Buffalo, N.Y., represented in Canada by Mr. Drysdale, 704 Mance street, Montreal.

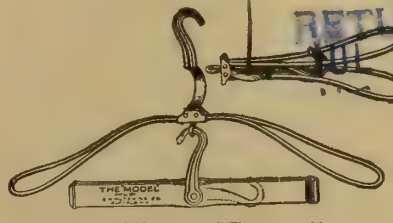


Display Rack of Strainer Spoons.

RETURNED JUL 9 - 1906

QUALITY COUNTS.

Low price often tempts people to purchase something that is not perfectly satisfactory, and they console themselves for the imperfections by the thought that they have at least got their money's worth. But the man who buys a low-priced revolver is indeed tempting providence, because it stands to reason that the money which the manufacturer saves must come out of the quality of the weapon. You cannot have absolute safety, accuracy and the very best materials and workmanship at a bargain counter price, and unless the weapon is as nearly perfect as human skill can make it, it may prove more destructive to the owner than to anyone else. A revolver that can be depended on in any emergency, because it is made of the best material and is constructed by skilled mechanics, is the "H. & R." double action, model 1905, revolver.



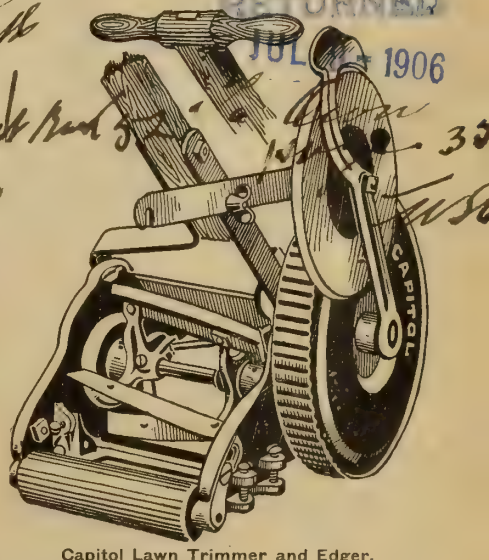
Combined Coat and Trouser Hanger.

RETURNED JUL 9 - 1906

CAPITOL LAWN TRIMMER AND EDGER.

The Secrest Mfg. Co., Cleveland, Ohio, is putting on the market the Capitol lawn trimmer and edger, here illustrated, for which Joseph Breck & Son, Toronto, are Canadian selling agents.

This implement is made particularly for trimming and edging a lawn or any such green sward rapidly. It has four crucible steel blades 6 inches long, which are hardened and tempered in oil, brass bushings and double adjustment. The principal feature is the trimmer, which is said to obviate the use of shears and similar devices for trimming otherwise inaccessible sections, while the shield over the cylinder protects the flowers, thus increasing its value on fine lawns and around flower beds and shrubbery, especially in the case of cemeteries and parks, where its close cutting qualities enable one to cut close to the side of any obstruction. The cutting disc for edging the lawn is of high-grade crucible steel, 6½ inches in diameter, and the whole machine is well made and painted in white and gold.



Capitol Lawn Trimmer and Edger.

RETURNED JUL 9 - 1906

TOO INQUISITIVE.

"Willie," said his mother, "I wish you would run across the street and see how old Mrs. Brown is this morning."

A few minutes later Willie returned and reported:

"Mrs. Brown says it's none of your business how old she is."

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.

Executive—Alberta, A. E Clements, Olds; C. F. Comey, Calgary; A. R. Auger, Okotoks.

Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.

Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G Scott, Mount Forest
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.

Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.

Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

COMING EVENTS.

Convention of Retail Hardware and Stove Dealers' Association of Western Canada, in Winnipeg, July 25.

Convention of Retail Merchants of Western Canada in Winnipeg, July 26 and 27.

Convention of Ontario Retail Hardware and Stove Dealers' Association, in Toronto, on September 4 and 5.

WESTERN HARDWARE ASSOCIATION CONVENTION.

On July 25 the regular annual meeting of the Retail Hardware and Stove Dealers' Association will be held in Winnipeg in the board room adjoining the association offices. Notices will be sent to association members during the next few days, but it should be distinctly understood that every bona fide hardware dealer in the west will be made welcome at the convention. No hardwareman should stay away because his name may have been inadvertently overlooked in sending out the notices. As the convention is being held during the week of the Winnipeg exhibition, merchants coming to the meeting will have the advantage of excursion fares. This meeting is the proper place to register all kicks and protests, it is the proper place to discuss all trade grievances, and it is accordingly very desirable that there should be a large attendance of western hardwaremen.

EASTERN ONTARIO ORGANIZING.

The secretary of the association visited several towns and cities east of Toronto last week and as a result two important towns are in line, every important dealer being now a member of the association. Other members have also been enrolled along the line and the prospects for future work are excellent. In one of the places organized the merchants were already working together satisfactorily and price-cutting was felt only from general merchants in the nearby country stores. In the other town price-cutting was prevalent and stores were being kept open in the evenings. The dealers were gotten together, however, and if they follow the matter up as they should both price-cutting and late hours should be done away with in the future.

Two of the towns visited were Port Hope and Bowmanville, each place having five hardware stores to a population of 5,000 and 3,500 respectively. Needless to say prices on staple lines are unsettled, an illustration of this being a sale of white lead a week ago at $5.90, the quotation having been forced down from $6.25 by stories that competing dealers were selling for less than those offered to customers. Where competition is so keen it is hard to effect an organization, but it is a choice between organization or heavy financial loss and possible bankruptcy.

In many places the merchants reported that they had paid fees into the Retail Merchants' Association without receiving any benefit and they did not feel like making similar contributions in the future. Grocers and druggists, they admitted, might have secured some advantages from the organization referred to, but the hardware trade had gained nothing. The remarkable success of the hardware associations in the United States and in Western Canada and the fact that the western dealers are willing to pay $10 per year as a membership fee shows, however, that results can be secured by a purely hardware association.

INTERESTING ARTICLE PROMISED.

One of the members of the executive committee has done some practical work in preparing a plan by which the association can be of great advantage to its members in the matter of collection of bad debts, etc. If possible the article will be published next week.

SELLING TO CONSUMERS.

"The most troublesome evil in the trade here," writes a Niagara peninsula dealer to the secretary of the association, "is that Toronto houses on the jobbers' list sell certain lines to consumers here at prices I cannot compete with, the consumers buying at the same prices or even lower than I can buy at."

This evil is widespread and is worthy of considerable attention on the part of the association. From all parts of Western Ontario similar reports have been received and dealers in Eastern Ontario towns state that the same competition is felt by them.

Dealers cannot organize to arrange price agreements but by getting together a strong association a remedy can probably be arrived at which will be satisfactory to both jobbers and retailers.

TORONTO DEALERS TO MEET.

On the request of several prominent Toronto hardware merchants a meeting has been called by the local officers of the association to be held on Tuesday evening, July 17, at 8 o'clock, in the Temperance Hall, Bathurst street, just below Queen. The sale of goods to consumers by jobbing houses will be discussed, and all hardware dealers (both members and non-members of the association) are invited to attend and take part in the discussion.

CUT PRICES ON TINSMITHING.

"One who has been in the battle since 1869" writes:

"The present association is one of the best organizations for the trade that has ever been, and gives me much pleasure and relief to be connected with same. Retailers and tinsmiths can now come together and arrange to have a fair profit on their goods, eavestroughing, jobbing, etc., through the country. The old system of giving away nails to sell eavestroughing, and eavestroughing to sell nails, should be a thing of the past. I was in the country yesterday, prospecting for jobbing, and called on a man who had two barns to eavestrough. He asked my price per foot, and knowing my opposition, I quoted lower than I had usually been doing at 7c. per foot for 10-foot galvanized trough, and ten miles to go to do same. He at once informed me I was too high in price as he could get it done for 6c., which I knew he could. Now, if some association members would set a fair price for such articles or devise some means where mechanics could have the same privileges as the farmers enjoy one with another, live and let live, this association would be a grand and glorious thing. Our sons grow up in the trade, learn the business at home, get dissatisfied with cut prices and hard work, leave, go to the cities and work for wages. We cannot hire men for $2 per day to take their place, still the wholesaler and manufacturer expect cash or prompt settlemen. To put it plainer, there are only a few of those price cutters throughout Ontario, and the manufacturers can stop the evil if they will. Furnace work and heating are the same, chopped price in some sections, and should be stopped.

JOIN THE ASSOCIATION.

Hardware or stove dealers who have not yet affiliated with the Western Canada or Ontario Associations, should forward their applications to the two secretaries at once. Every member in the associations gives added power to the officers in their efforts to remedy trade evils.

CONSULS KEEN ON TRADE

British Representatives in the United States Anxious to Assist Canadian Merchants—Enterprising Move by Supt. O'Hara, of Canadian Commercial Agencies.

A very interesting departure, and one that should show large beneficial results for Canadian mercantile interests, was recently made by the Commercial Agencies Branch of the Trade and Commerce Department, Ottawa.

Among the manufacturers and exporters of the Dominion, Supt. F. C. T. O'Hara explains in last week's issue of the Weekly Report, the impression prevails that the commercial agency service should be extended. There is a general impression, too, that British consuls do not interest themselves in Canadian trade. Canada has not a commercial representative in the United States. These facts and a request from British Consul-General Alex. Finn, at Chicago, that his office be considered a commercial agency for the Dominion, suggested to Supt. O'Hara that he issue a circular letter and he did to each of 42 British consuls and vice-consuls throughout the Union, embodying these three questions:

Questions Asked.

(a) What suggestions can you offer seeking to bring about more intimate commercial relations with Canadian business men?

(b) Have you had much correspondence with Canadian firms? If so, has it resulted satisfactorily or otherwise?

(c) Do you think you can assist Canadians to extend their market in this district?

"The result," says the superintendent, "has been a splendid testimony to the efficiency of the British consular service in the United States, many of whom replied at considerable length, offering excellent suggestions, and in general terms stating that the facilities of their respective offices were at the service of Canadian business men."

Some excerpts from replies are published. Here are a few of the more suggestive:

At the Service of All.

Consul-General Finn, Chicago: "* * * I have always considered myself as representing the whole Empire and at the service of any and every British subject from wheresoever he might come. I think that all parts of the British Empire and all departments of the Government and its different parts should treat the British consul as their representative. * * * All merchants should be encouraged to write to me on all occasions.

"I should like all portions of the Empire to supply the consulates with the fullest information as to the resources, manufactures, openings for capital, etc., so as to make them a place where information can be obtained immediately. Most of the correspondence we have had with Canadians on business has been with persons seeking agencies in Canada for American goods."

For Boston's 150,000.

Wm. Wyndham, consul, Boston: "I have never had, during my consular experience of nine years, any inquiries from a Canadian merchant, and on the other hand, from the other colonies, from Australia and India, such inquiries are often received and are as promptly attended to as similar inquiries from Great Britain.

"Such assistance as is in my power I will gladly give to any Canadian firm seeking markets for their goods in my consular district. I shall be pleased to receive from your office any official publication you may desire to send me, which will be filed here for the use of Canadians in this district. I believe there are resident in Boston and its vicinity about 150,000 Canadians."

No Greater Pleasure.

Horace D. Nugent, consul, Galveston, Texas: "His Majesty's consular officers are the public servants not alone of Great Britain, but of the Empire at large, and further, it should be not only our duty but also our privilege and pleasure to do our part in aiding to build up and enlarge the trade and commerce of the Empire by holding ourselves ready at all times to assist in any way possible the commercial interests of our fellow Britons, whether in the United Kingdom or the colonies. Personally speaking, I have always taken this view, and nothing would give me greater pleasure and pride than to feel that I had in my small way helped to extend the trade of the Dominion."

He suggests publicity of the fact that the British consular officers are ready to answer Canadian trade inquiries. He promises to ascertain more specifically in what articles of Canadian origin business might be done.

Correspond Direct.

Sir Percy Sanderson, K.C.M.G., consul-general, New York, saw no reason why Canadians should not avail themselves of the services of British consular offices. His answers to the superintendent's three questions were:

(a) Canadian merchants should correspond direct, stating their requirements.

(b) Very little.

(c) Assistance could be given to Canadians to extend their market in this country if they would state their requirements.

Glad of Information.

Consul James Laidlaw, Portland, Ore., replied in part as follows: "It is not the province of a British consul to encourage the trade of Americans to the detriment of British trade, but by British trade I mean the trade of the British Empire, and not solely that of the United Kingdom. I have never looked upon myself as merely the representative of a section of the Empire.

"I can only suggest that if Canadian business men would make their desires known we would assist in every way practicable. A consul cannot make business or work up business, but he can make suggestions and answer inquiries which might lead to this, and I am sure not only would be glad to do so, but it is also his duty.

"I have had exceedingly little correspondence with Canadian firms. I regret that none of the departments of the Canadian Government have ever thought of sending their reports to this office unless specially inquired for. Not even changes in tariff are notified, and I certainly value very highly your offer to send all official publications issued by your department."

Will Send Information.

Consul Fraser, Baltimore: "Should any opportunity offer in this district of which Canadian merchants might avail themselves, I will gladly furnish full particulars of it to you for publication in your weekly report."

Consul C. W. Bennett, San Francisco: "As regards the special interests of Canada in this consular district, it is no doubt within your knowledge that a large trade between British Columbia and San Francisco already exists. It is presumably in the hands of business men to see the opportunity offered and seize it. Any assistance asked for I will be most happy to give whenever possible."

Give Details.

Consul Wilfrid Powell, Philadelphia: "Firms in Canada should address their requirements to the consul, taking care that the inquiry is made in fullest detail in order that the consul may be able to obtain if possible equally full information. We have had a considerable amount of correspondence on commercial matters with Canadian firms and business men, in some cases evidently with satisfactory results, judging from the letters received."

Consul Carew-Hunt, New Orleans: "I am always ready to do anything in my power to assist Canadian commercial interests in my district. I would suggest that a list of the British consular officers in the United States should be sent to the various boards of trade and chambers of commerce throughout the Dominion, with the information that the services of such officers are at the disposal of Canadian merchants to promote Canadian trade interests. Similar lists might with advantage be sent to other institutions. I have had little if any correspondence with Canadian firms."

Get Canadian Goods.

Acting Consul Harkness, at Savannah, Ga., suggests the usual method of communicating with commercial agencies, and continues: "At the present time there is some export trade, annually, from the ports of this district to Nova Scotia and New Brunswick, mostly in the way of shipments of yellow pine lumber, rosin, turpentine, etc., but comparatively little business is done in direct Canadian imports, as such goods of Canadian origin as are consumed here come, as a general rule, by way of New York and Boston. It appears to me quite possible that a reasonable improvement in the present trade conditions might be hoped for in the near future if a proper effort is made in the right direction."

STERN REBUKE.

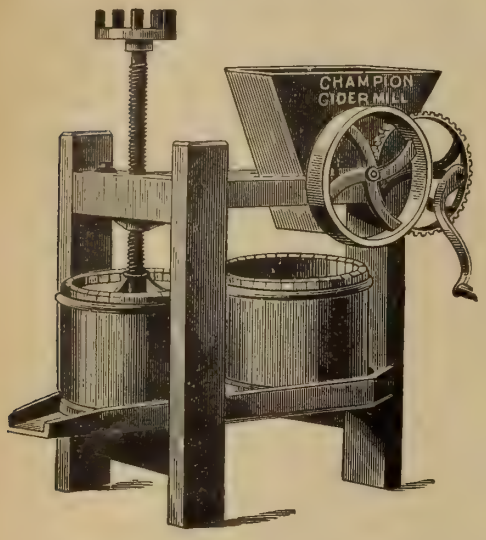
Barber (to customer)—Razor all right, sir?

Customer—My dear man, if you hadn't mentioned it I'd never have known there was a razor on my face.

Barber—Thank you!

Customer (continuing)—I thought you were using a file!

Cider Mills and Presses



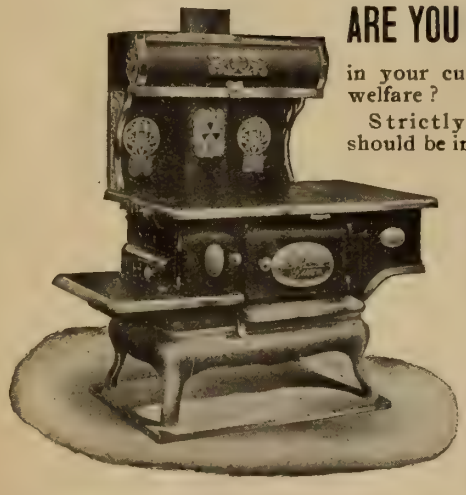
Order now and be ready for the demand.

Circulars and prices will be sent by return mail.

SEND US YOUR ENQUIRIES FOR

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmiths' Machine Tools, Wagon Skeins

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA.



ARE YOU INTERESTED

in your customers' "stove welfare?

Strictly speaking, you should be interested in their welfare.

That means when you sell them a range you will know **why** you recommend it.

That means when you make recommendations you will not **altogether** be influenced by your own profits.

That means your customers will come back to you for their other needs.

The dealer who wants to conduct business in this way will find

THE EMPIRE QUEEN RANGE

worthy of his recommendations, suited for his customers and a money-maker for himself.

If you send your name and address, you'll get a copy of our booklet.

The Canadian Heating & Ventilating Co.
OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

Take any one of the twelve betterments that make the Imperial Oxford Range such a chain-lightning seller all over Canada———

Take any one of them—the Diffusive Oven Flue, say—no other range has anything like it—the flue that makes the oven bake absolutely PERFECTLY. Talk that one point to a woman ten minutes———

If you don't find that talk does more convincing—does more SELLING—than an hour's hustling put on any range you ever saw———

You'll be the first live dealer who ever said so.

The Imperial Oxford Range is Six Times Easier to Sell —and at that We Help with the Selling.

Wouldn't it be just as well for you to ask questions about our offer to live dealers for summer delivery?

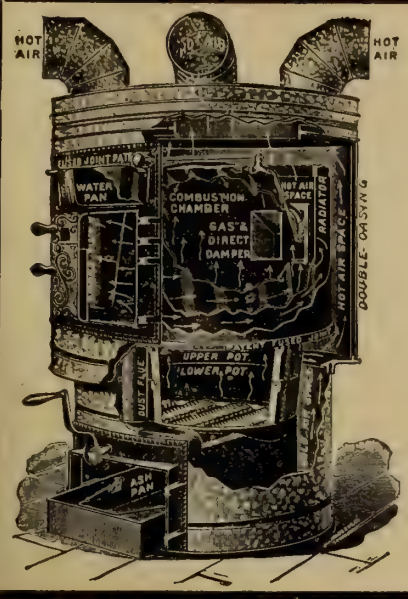
The Gurney Foundry Company
Limited

Toronto Hamilton Winnipeg Vancouver

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The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

105



A Profitable Furnace Business

can result only from establishing your reputation as a furnace man by successful installations of a successful furnace. Then each furnace is an ever-present advertisement. You require

THE HECLA FURNACE

as a foundation for your success. It is well known, experience has proved it an excellent heater and an economical worker, and it has special talking points not found in other furnaces, viz., the ***Patent Fused Joint*** and the ***Cast Combustion Chamber.***

Let us tell you how we help you sell them.
Write for a new catalogue.

Clare Bros. & Co., Limited, Preston, Ont.

BRANCH HOUSES:

Clare & Brockest, Winnipeg, Man. **Cunningham & Worth, Vancouver, B.C.**

CAMP OUTFITS

Camping season is at hand. Are you looking after your share of the trade of

Camp Stoves with or without oven, knock down or built up
Camp Kettles, Ovens, Etc.
Galvanized Iron Refrigerators, just the thing for Camp or Summer Cottage
Searchlights, Lanterns,
Enamelware for the Table and Cooking Utensils
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Your orders will receive prompt attention

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"Everything for the Tinshop."

THE SPECIAL STOVE AND WESTERN NUMBER OF

HARDWARE AND METAL

WILL BE PUBLISHED ON AUGUST 4TH

This is the season of the year when the stove trade requires a stirring up.

Dealers should place their final orders for stoves and ranges for delivery in the Fall during August, and manufacturers should make announcements to the trade in this Special Number.

HARDWARE AND METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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EARLY CLOSING.

The hot weather is upon us, and the time for early closing. In many towns there is no arrangement between storekeepers as to what hour shall be observed as the closing hour, each man keeping open as long as he likes, and often longer than he likes, because the other fellows do it. It is a pity that such is the case, but it need not be if an arrangement is made and observed.

Nine times out of ten the other fellow is quite willing to close at a reasonable time, say half-past six, or seven, if he is approached on the subject. Of course there might be one or two who will keep open until all hours of the night to catch the stray shillings, but the after hours trade is desultory, and it is questionable if the business done in this way ever hurt the man who closed up at a reasonable hour.

There is no time better than the present to start an early closing propaganda, which could well be continued after the Summer has gone. Life is short, and time is fleeting, and an hour or two of healthy recreation in God's out-of-doors gives one a zest to return to his work next day, and a vigor to carry him through the Winter months when he is prone to remain indoors. It is safe to say that, looking back at the end of the year, no loss to business will be seen from closing at a reasonable hour, and those who were in the habit of night purchasing will be educated up to buying during the day.

AN AGGRESSIVE ASSOCIATION.

A most interesting mercantile organization is the Merchants' Association of New York, the president of which is Clarence Whitman, and the first and second vice-presidents Gustav H. Schwab and Henry T. Towne, the latter being president of the Yale & Towne Manufacturing Co., New York.

The objects of the association are of a varied character, as is shown by Bulletin No. 21, issued on June 25, giving a summary of recent work done by the executive committee whose names are given above. Matters before Congress, the State Legislature and the New York local government are considered by the association and where necessary expert engineers, etc., are employed to investigate problems before recommendations are made to the lawmakers. The questions dealt with in Bulletin No. 21 comprise (1) waste and leakage of water and its prevention, (2) amendments to Customs Administrative Act, (3) registration of trade marks in Cuba, (4) regulation of consular fees, (5) regulation of express and sleeping car companies by Interstate Commerce Act, (6) relief of San Francisco, $185,358 being sent, (7) preservation of Niagara Falls, (8) ship subsidy, (9) laws delay and condemnation proceedings, (10) compulsory metric system bill, (11) fire insurance, (12) pocket guide to New York for distribution to visiting merchants, (13) illegal structures on docks, (14) elevated loop to connect bridges, (15) local taxation of consigned goods, (16) postal notes of small denominations, (17) street signs, (18) list of legislation supported and opposed, (19) consular reform, (20) New York bay pollution, (21) reduced railway fares to encourage buyers to visit New York, (22) change in rates on public vehicles.

The wide scope of the association's work is well illustrated by the varied character of the subjects enumerated and the value to the community of such a public-spirited body is incalculable. The boards of trade in Canadian towns and cities do good work within their own spheres of influence, but they might well emulate the New York association in its enterprise and breadth of action.

MANUFACTURERS GETTING TOGETHER.

What should lead to one of the greatest industrial organizations in the world was commenced by the combined Boards of Trade of Niagara Falls, Ont., and Niagara Falls, N.Y., when they recently invited representatives of the manufacturing interests from Canada and the United States to meet and visit the various works on both sides. It is proposed to make this an annual affair, but in which the manufacturers as a whole will be in closer connection. With an annual meeting of this kind where the manufacturers of the two great countries are brought in close contact, questions of mutual and reciprocal interests should be discussed. Matters of tariff and questions concerning methods and materials of manufacture could be brought up and agreements arrived at as to most advantageous methods for the industries of both countries. With the manufacturers of the two countries in unison on certain points the respective Governments could hardly fail to listen favorably to petitions from them, provided they were in harmony with the interests of the masses. Now that the matter has been fairly launched it should not be allowed to drop, and those who took the initial steps should see to it that a great organization is effected having for its object the discussion of broad industrial problems, conducted after the same manner as the great engineering societies.

BRITISH CONSULATES IN U. S.

The Department of Trade and Commerce in its Weekly Report dated June 18 gives the result of a circular letter addressed to the British consulates in the United States regarding the possibility of services being rendered by these consuls to Canadian manufacturers who desire to do business in their districts. The report of the superintendent of commerical agencies on this matter is in part as follows:

"In view of the somewhat general impression, especially among the manufacturers and exporters of Canada, that the commercial agency service should be greatly extended, Canada not having a single commercial agent in the United States, the superintendent of commercial agencies recently addressed a circular letter to all British consuls-general and consuls in that republic seeking if possible to bring about some measure of harmony between these officials and the Canadian business community, and thereby if possible unofficially enroll their services more directly in the interests of Canadian trade. As is well known, the impression has existed for many years among Canadians that British consuls do not interest themselves in Canadian trade, and, therefore, could be of little or no use to them. On the other hand the statement was made to the superintendent of commercial agencies that Canadians as a rule seldom availed themselves of the advantages offered by British consuls in the United States by calling upon them, or by writing to them, and that Canadians had no ground to hold such an opinion when they seldom or ever sought their assistance. The result has been a splendid testimony

to the efficiency of the British consular service in the United States, many of whom replied at considerable length, offering excellent suggestions, and in general terms stating that the facilities of their respective offices were at the service of Canadian business men.

PROMOTING TIN PLATE CO.

We understand that Mr. Meldrum, who has been associated with J. Wesley Allison, of Morrisburg, in promoting the Canada Tin Plate & Sheet Steel Co., is now in the Old Country, presumably for the purpose of selling the company's stock to English capitalists.

Word has come to us that Mr. Meldrum recently visited one of the large Welsh plate mills, stating that he desired to purchase large quantities of tin and black sheets. If this was the real purpose of his visit to England, it would seem to bear out the opinion expressed some time ago, that the Canada Tin Plate & Sheet Steel Co. did not intend to roll the sheets in this country, but would import the sheets and tin and merely tin the sheets in their Morrisburg plant.

On the other hand, it is possible that an effort is being made to interest some of the Old Country manufacturers in the enterprise, so as to persuade them to take up a portion of the unalloted stock (and there seem to be large blocks of this latter still available). Be this as it may, it is certain that rumors have been industriously circulated to the effect that the best known English mills had made an offer to absorb the Canadian plant. This rumor had, of course, no foundation.

The public seem to be by no means anxious to take up this stock. When the project was first launched a boom in industrial stocks of all kinds existed, and a certain amount of capital seems to have been invested on the start. But, now that the prospects of the company have been exploited, great difficulty is being experienced in disposing of the shares. A lean year has come for the wild cat promoters.

GIVING CREDIT.

The trend of the times is towards a cash system of doing business, not only between the wholesaler and the retailer, but between the retailer and his customer. Between the latter, however, there is not the definite state of trade existing that there is between the former, although there appears to be no logical reason why such a condition of affairs should not sooner or later be evolved.

A cash basis of selling is the ideal of the retail merchant, but it is not always workable, and particularly is this the case where local competitors make a practice of giving credit. But if a man finds it impracticable to sell for cash there is no reason why he cannot establish a credit system for those who are good customers and must have time, by having stated periods, either weekly or monthly, when accounts must be settled, after which date interest would be charged the same as by a bank. It is unreasonable that a merchant should pay interest to a banker on money to buy merchandise that he sells without either interest or security. The only reason that can be given is that custom has established such methods, and its dictum is considered final, but the man who breaks away from these usages and strikes out on the stipulated time payment plan will find that his anxieties and losses caused by long-time accounts will be almost eliminated.

There might be at first some trouble arise from adopting such a credit system, and even the loss of a customer or two, but as it is the slow-pay man whom the time payment plan is designed to reach, is it not just as well to lose his trade at the outset as to eventually lose it through necessary dunning? If he pays his bills regularly the weekly or monthly plan will be no hardship upon him, but if he is one of the slow pays the sooner he gets into line or drops out the better.

There seemingly must be some credit system, and the man who gives credit must do so under some hard and fast rule, otherwise the constant leaks will largely offset the profit he makes.

THE SITUATION IN METALS.

A temporary drop in antimony is the feature of the week's transactions in metals. Some few days ago a slight decline was felt on foreign markets, and Canadian dealers responded by shading the current price to 30c. on large orders. As this weakness has continued longer than was expected, a quotation of 28c. has now been declared. From the very nature of the case, however, it cannot be possible that the present condition is a lasting one, but is probably the result of some forced depression manipulated on the metal exchange. An early recovery is looked for by keen market followers.

Ingot tin continues to go up and down at the pleasure of the large operators. Conditions early in the week seemed to indicate that there would be another upward movement, for small advances were made for two or three consecutive days. What was gained in this way was soon lost, however, and the price given in our market report will be seen to be lower than last week's. Dealers continually refuse to quote definite prices on tin while the market remains in such a ticklish state, and our figures may again be considered as simply nominal.

A great deal of surprise is felt at the steady decline of pig lead in the face of a particularly strong demand. For some weeks past we have shown a slight drop in each report, and the depression in lead seems to be general. At the moment of going to press, word comes that another decline has transpired on the London Exchange, but the difference is so trifling that the price quoted is not affected, except in tone.

Considerable difficulty is experienced in getting deliveries of copper. A large Montreal house who forwarded specifications this week were notified by return mail that one producer could not ship any copper until the middle of August, while another firm could, at the earliest, guarantee deliveries by the end of July. Still prices are not advanced, and the conviction is growing that producers have some ulterior object in view in discouraging the advance which market conditions fully warrant.

Interest in sheet metals continues strong. Nearly all sheets are very firm, and all American mills are very busy. Some of the English manufacturers are handicapped by the agreement entered into, not long ago, by the leading manufacturers of galvanized sheets in England and the United States. On the whole, however, even these firms cannot complain.

A MERCHANT'S POINT OF VIEW.

A prominent Chicago merchant said in a newspaper interview:

"Among the many methods that the merchant has to use for advertising the most direct, best, and attractive means is the show window. For this reason the art of window dressing has advanced to a marked degree in so far that the window dresser has to use all available auxiliaries for producing the best effects in his window and the more individual and unique his display the greater the impression on the outside public.

"The success of a tastily arranged window is best manifested by the interest which it produces in the passer-by. One person looking and staying before a window will invariably draw others, and soon we can see ring after ring of curious onlookers watching the ensemble and details, admiring the peculiar ideas of the window dresser, speaking about some original, charming and novel effect, and going away to talk to others about it, thus unconsciously advertising the merchant and bringing him new customers. Thus is seen the importance of having modern ideas in dressing a window."

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 62.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Antimony—Now quoted at 28 cents.
Solder—Declined ½ cent.
Ingot Tin—Quoted tentatively at 44c to 44½c.
Pig Lead—Has declined another 5c per 100 lbs.
Old Copper Wire—Easier, at 15¼c.
Light Copper—Now quoted at 14¼c.
Old Rubbers—Somewhat firmer, 7½c.

TORONTO.

Lead Pipe—Advanced to 15 per cent. discount.
Solder—Slightly weaker in price.
Linseed Oil—Quoted two cents lower.
Turpentine—Price has dropped 2 cents.
Shot—Now quoted at net list—was five off.
Tinned Rivets—Now net extra 4c per pound.
Stanley Goods—Advanced 10 to 20 per cent.
Antimony—Price declined one cent.
Old Material—Scrap zinc and old rubbers are held higher. Copper and brass are dull.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 6, 1906.

It would be unnatural if the hot weather which has been the rule for a couple of weeks past should produce no effect on business, and so the Montreal jobbers express no surprise at the fact that orders are now falling off slightly. On the contrary, the liveliest satisfaction is felt, because the mid-summer slackness this year promises to be even less noticeable than it was in 1905.

The market generally is very steady, and there has been nothing doing in the way of price changes this week. Unless unexpected fluctuations occur in the primary markets, all hardware staples should remain stationary in price for some time yet.

AXES—Business is moving in the customary volume for this season We are still quoting as follows: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—Prices are unchanged. Our quotations are as follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Orders coming in denote a fair demand. We still quote $4.25 for cold blast.

RIVETS AND BURRS—The same conditions prevail as were noted last week. Discounts: Best iron, rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Sales of this seasonable line are very good and prices are unchanged. Our quotations are: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS — The normal trade is being done. Discounts: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Prices as recently revised are firmly held. We quote: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—A good volume of business is reported by both manufacturers and jobbers. Discounts: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—We are still quoting $2.05 per keg f.o.b. Montreal.

CUT NAILS—There is no special feature in the trade. We are quoting $2.20 per keg f.o.b. Montreal.

HORSESHOES—A big business is still being carried on. Prices are firmly held. We quote the following: P.B. new pattern, base price, $3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes 25c. per 100 lbs. extra.

SPORTING GOODS — A decided impetus is being felt at present. All lines are selling well, but guns and ammunition are coming more and more to the front.

BUILDING PAPER—Business conditions remain practically without change. All prices are the same as at our last report.

CEMENT AND FIREBRICK—A record-breaking year for building throughout the country is making lots of business for the dealers in these goods. Trade continues as heavy as ever, and some brands are scarce. We quote: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lafarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—A moderate trade is reported. We quote: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—Nearly all orders now coming in are of the sorting variety, but these are of good size and indicate a healthy condition in the trade. Our quotations: American Twin, 2 quart, $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—Sales continue to be large with the price remaining at $1.45 per hundred square feet.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 6, 1906.

The announcement that the Stanley Rule & Level Company's rules, squares, levels and other tools had been advanced from 10 to 20 per cent. comes as a great surprise to both jobbers and retailers. This firm is most conservative and while local jobbers readjusted prices on their goods along with other lines last Spring, the Stanley Company had made no price changes since January of last year, although materials had advanced greatly. It is their custom to let all prices stand from January to January and the advance coming in the middle of the year is, therefore, unprecedented. The increased cost of copper, iron and other metals, boxwood, etc., is the reason given, and the same reason is likely to cause other manufacturers to do as the Stanley Company has done.

Shot has been advanced to net list and tinned rivets have also been changed to net extra 4 cents per pound.

Business is reported to be still good, with little of the expected Summer slackening as yet. While screens, lawn goods, etc., are in less demand, a slight call for loaded shells, etc., tends to balance matters. The bulk of the business now being done is, of course, of a sorting character.

Figures for the half year are not yet available, but it can be taken for granted that the total for the past six

months has been greater than for any similar season in the history of the trade on the local market.

AXES AND HANDLES—Trade continues normal, with no price changes.

CUTLERY AND SILVERWARE — The demand for Fall goods is slow as yet but sorting orders are fair.

SPORTING GOODS—Lawn bowling and cricket goods are still selling well. Fishing tackle is a live line and Fall ammunition is commencing to liven up.

SCREEN DOORS AND WINDOWS — Trade is slackening off, but green wire cloth is still selling well.

HAMMOCKS—The hot weather has created a large sale of these goods. A better class of hammock than usual is being asked for, and manufacturers are kept busy getting out stock.

LAWN MOWERS AND HOSE — Demand is decreasing but considerable sorting is reported.

REFRIGERATORS AND FREEZERS—A big business is being done in refrigerators and ice boxes.

WASHING MACHINES — A normal demand is noted.

CHAIN—We quote as follows : 1 inch, $6.60; 5-6 inch, $4.55; ⅞ inch, $3.95; 7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅝ inch, $3.45; ¾ inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Sales are reported large. We quote : 2-in. mesh, 19 w.g., discount 55 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE — We quote : $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote : On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues, with the usual business. We quote : $2.05 base.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSE SHOES — Our quotations continue as follows : P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

RIVETS AND BURRS—Tinned rivets have been advanced and are now quoted net extra 4 cents per pound.

SCREWS—We quote : On gimlet point 70 and 5 per cent. off ; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Stocks are bare and goods hard to get. The market is firming up in consequence. We quote : 55 and 10 per cent. off list.

CEMENT — We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIRE BRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL—Prices have advanced ½c., not because of market conditions, but because buyers are competing for the goods.

HIDES AND WOOL—Lamb skins have advanced 10 cents. A large quantity of wool is being offered by country buyers, who have bought about two cents above the market, and for this reason there is little inclination for the big buyers to purchase.

Hides, inspected, steers, No. 1	0 12½
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11
Country hides, flat, per lb., cured	0 11½
Calf skins, No. 1, city	0 14
" " No. 1, country	0 13
Sheep skins	1 50 1 85
Lamb skins	0 50
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb.	0 04½ 0 05
Pulled wools, super, per lb.	0 25½
" " extra "	0 27
Wool, unwashed fleece	0 17 0 18
" washed fleece	0 27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 6, 1906.

As yet the only metal whose sale shows the effect of the hot spell is pig iron. Orders for iron are still coming in fairly well, but it cannot be said that business is brisk, or that bookings are as heavy as they were earlier in the season. This calmness will in all probability pervade the iron trade for the next month or more.

The situation of ingot tin is almost the same as at our last report. The price keeps bobbing up and down and the market is so irregular that Montreal dealers continue to quote only nominal figures, and fix the price each day after estimating the cost at the moment. As we go to press the metal has firmed up considerably, after advancing for two or three days, but it is impossible to say whether this condition will continue.

For some unaccountable reason pig lead is still advancing. The demand is still large and there seems to be nothing which would justify the downward trend except a speculative movement. We are now quoting from $4.35 to $4.45, this being 5c. lower than the price quoted last week.

Copper is unchanged in price, but the market seems, if anything, to be firmer than ever. From present indications quotations are almost sure to advance as soon as the market is released from the artificial restraint under which the producers have placed it.

Zinc spelter is another ingot metal which continues to show great strength. For some time past the demand has exceeded the visible supply, and producers have sold their stocks for months ahead. It would look as if further advances were at hand.

Sheet zinc is, naturally, very firm, in sympathy with spelter, and the advances recently declared have not only held firm, but are expected to be followed by still further jumps.

Black sheets, Canada plates, galvanized sheets and kindred products are in extremely active inquiry, and the main difficulty experienced by dealers here is in securing quick deliveries. All the producing manufacturers have orders to keep them busy for some time to come.

COPPER—Though the market continues firm no advances have transpired. We still quote : Ingot copper, 21c. to 21½c.; sheet copper, base sizes, 25c.

INGOT TIN—As yet the uncertain condition mentioned in previous reports prevails. We now quote, as a nominal price, 44½c. to 45c. per pound.

INGOT ZINC—The market is even firmer than last week, but prices are unchanged. We still quote : 7¼c. to 7½c. per pound.

ANTIMONY—This metal is still selling on the Montreal market at the same price as last week. There is no sign of a drop, and we continue to quote 30c. per pound.

PIG LEAD—In spite of an active demand the market has again declined, and we now give as the current price $4.35 to $4.45 per hundred pounds.

PIG IRON—We quote as follows :

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19.00	"	"
" No. 3	18.50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.50	"	"
" No. 3	18.00	"	"
Cleveland No. 1	18.25	"	"

BOILER TUBES—We quote : British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices are unchanged : Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c. ; Jowitt's Diamond J., 6 1-4c. to 7c.; Jowitt's Best, 11c. to 11 1-2c.

MERCHANT STEEL—Trade is good in nearly all lines. Prices remain as follows : Sleigh shoe, $2.17½ ; tire, $2.27½ ; spring, $2.75; toecalk, $2.82 1-2; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.17 1-2 and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We are still quoting: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON — The demand is very large, with prices well maintained. We quote as follows: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—The market is very firm. We quote: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—An active inquiry is being maintained. Prices are steadily held. We quote: 52's, $2.60; 60's $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—Large sales are reported. Our prices remain: Cokes, base size, 1C 14x20, $4; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—We are still quoting $6.85.

SHEET ZINC—This metal is decidedly firm. We quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—No decline has yet taken place. In fact, despite the condition of the primary market, sheet lead is firm. We quote as follows: 2 1-2 lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities, 25c. per hundred lbs. extra.

BAR IRON—Trade is brisk, the price being steady at $2.05 f.o.b. Montreal.

OLD MATERIAL—Old copper is dull and hard to sell, with the result that dealers' prices have declined. Reports from United States are to the effect that rubbers have improved. No sales of any importance have been made, but the tone is higher. There are more numerous inquiries from manufacturers, and indications are that, owing to a shortage of stock, prices may go up. As is usual at this season, old metals are very quiet. We quote: light copper, 14¼c.; heavy red brass, 14½c.; yellow brass, 11 1-2c.; light brass, 7 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $13; wrought scrap, $12; stove plate scrap, $10.50 to $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7½c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 6, 1906.

The drop of one cent in antimony is the only change made locally in ingots or sheets, the market being a steady one. Pig iron is not in as good demand but sheet steel and boiler tubes are selling well to thresher manufacturers. Bar iron is hard to get as are also bolts and nuts, another advance being possible in these lines. Both ingot and sheet tin are in active demand, prices being strong and unchanged. Copper and brass keep very firm and while lead is weaker outside no change has been made in local quotations.

In old material brass and copper are dull, while zinc and old rubber are both commanding slightly higher prices.

PIG IRON—Market is still firm but the Summer dullness is on. We quote: Radnor at furnace, $30; Hamilton at furnaces, No. 1, $20.50; No. 2, $20; Londonderry, f.o.b., Toronto, No. 1, $21.50, No. 2, $21; Middleborough, $21.50.

BAR IRON—The good demand keeps up with stocks light. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—An active business continues to be done. Quotations remain unchanged at about 42c. to 44c. per pound.

TIN PLATES—There is a good demand for plates. We quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS — More activity is developing, the effects of the prevailing high prices not seeming to be felt very much. We quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is active and quotations 23c. to 24c. per pound.

COPPER—Deliveries are still hard to get. We still quote: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—Outside prices have declined but local dealers are still quoting $4.40 to $4.50 for imported pig, and bar lead at $5 per 100 lbs.

ZINC SPELTER—The outside market is firm and the demand locally very brisk. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — A lively demand is experienced from threshers. Our quotations are as follows: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1¼ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4. $20. Terms, 2 per cent. off.

ANTIMONY—Another one cent reduction has been made and 27c. is quoted as a result of the easing off.

OLD MATERIAL — Dealers' buying prices are as follows: Heavy copper and wire, 15c. per lb.; light copper, 13½c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $10.50 to $11; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7½c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—The usual monthly advance of 10c. has been made, the figures now being: Anthracite in cars at bridges, egg, stove and nut, $5.30; grate, $5.05; pea $3.60, per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.50; ¾ inch, $2.40; mine run, $2.30; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, July 3, 1906

PIG IRON—Cleveland warrants are quoted at 49s. 10½d., and Glasgow standard warrants at 49s. 7d., making prices as compared with last week 3d. lower for Cleveland warrants and 3d. lower for standard warrants.

TIN—Spot tin opened firm at £179 5s., futures at £176 5s., and after sales of 300 tons of spot and 150 tons of futures closed easy at £179 5s. for spot, £175 10s. for futures, making price compared with last week £2 5s. higher on spot, and 15s. lower on futures.

COPPER—Spot copper opened quiet at £82, futures £81, and after sales of 400 tons of spot and 400 tons of futures, closed easy at £81 10s. for spot, and £80 10s. for futures, making price as compared with last week 7s. 6d. lower on spot and 10s. lower on futures.

LEAD—The market closed at £16 13s. 9d., making price as compared with last week 1s. 3d. higher.

SPELTER—The market closed at £27, making price as compared with last week unchanged.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, July 4, 1906.

Early reports of the ore movement for June indicate that it will be in the neighborhood of 5,800,000 tons, considerably above what had commonly been expected. This rate of increase maintained throughout the season would call for total shipments of about 35,800,000 tons, but this estimate makes no allowance for the late opening of navigation this year, and for ten days' idleness occasioned by the longshoremen's strike. Barring unexpected complications, therefore, this estimate may be considered too low. The ore movement is testing the capacity of range railroads and docks, and it is expected to exceed 6,000,000 tons in both July and August.

The iron and steel trade enters the second half of the year with the outlook entirely favorable. The slight hesitancy recently noted on the part of pig iron buyers in some sections, due to the dissolution of the southern agreement, has disappeared. Prices are steady and buying has been very brisk,

especially in the Chicago district, where 100,000 tons of various grades of pig iron have been closed. A unique contract calls for a large tonnage of malleable Bessemer and Lake Superior charcoal, deliveries running over a period of three years, with prices to be adjusted periodically. The Bessemer Pig Iron Association has sold 30,000 tons to independent interstates for the fourth quarter, and 10,000 tons to the corporation for September delivery. The American Bridge Co. have purchased 12,000 tons of basic, and inquiries for fourth quarter are coming in. The price of ferro-manganese is again advancing, $90 being quoted for August delivery.

An active demand is noted for crude steel generally, and numerous contracts for sheet bars at the new price of $29 per ton has been made. In steel bars sales aggregating some 75,000 tons are reported by eastern mills. The plate market is improved, with considerable business in sight for both sheet and car building. Sheet mills will devote as little time as possible to repairs this Summer, as they are already far behind on deliveries.

U. S. IRON AND METAL TRADES.

From the Iron Age, July 5, 1906.

With the coming of the dog days a new element is perplexing the iron and allied industries in their efforts to meet the extraordinary demands of consumers — and that is the scarcity of labor. It seems to be a case of too much prosperity, the men being inclined to insist upon a period of rest and recreation. This has become manifest in the iron mining regions. In the Connellsville coke region the lack of hands has made it impossible for the H. C. Frick Coke Company to operate more than 90 per cent. of its ovens, and the leading interest is now forced to purchase coke in the open market.

American rail makers are figuring on 140,000 tons of steel rails for export, the greater part of which will probably be closed as soon as deliveries can be arranged. In the congested condition of the American mills this is a serious consideration.

In the tube trade the leading interest has captured two large orders and a Wheeling plant has received the contract for 24 miles of 4¼-inch casing for Wichita.

The failure of the independent sheet and tin plate makers to arrange the scale with the Amalgamated Association for the coming year has caused the closing down of the mills affected.

In the eastern bar iron trade a strike for an advance in wages for puddling and finishing has caused the stoppage of work at six mills and affects about 1,800 men.

In steel making irons the principal events of the week have been the purchase by the Steel Corporation of from 8,000 to 10,000 tons of Bessemer pig at Pittsburg, for August delivery, and of about 20,000 tons of basic pig by a new steel plant on New York harbor for delivery during the latter part of the year.

Chicago records some pretty large transactions in foundry iron, among them being 9,000 tons for the Allis-Chalmers Company and 20,000 tons for the Massillon Iron & Steel Company, divided between northern and southern furnaces. In New England and in the tidewater markets there has been a fair amount of activity, with some business of consequence pending. Virginia furnaces have sold some round lots of iron to western pipe makers at close figures. On the whole, the markets are steadier than they were, and there seems less disposition to force sales on the part of southern makers, while eastern producers have maintained their attitude of waiting and watching.

The leading interest, in view of the scarcity of steel making pig iron, turned for relief to the scrap market and has during the past week picked up about 12,000 tons of heavy melting scrap. This caused a stiffening in prices and has led to the withdrawal of the buyer.

Nova Scotia Trade News.

Halifax, July 3.

The Halifax hardware markets are very steady and the jobbers have made no change in prices since last report. The demand for cement is brisk, as the works department is putting down many concrete sewers in various parts of the city. The city council has decided to purchase one of the Goold-Shapley patent cement mixers. It now looks as if the proposition to bonus the Brandram-Henderson Co.'s lead works is off. Strong opposition has arisen on the part of the citizens to paying the company a bonus of $10,000 per year for ten years, and the council has sent the matter back to a committee for further consideration.

* * *

Rhodes, Curry & Co.'s works at Amherst presents a very busy scene just now. The company have about all the work they can handle for one Summer. The company's sidings are full of cars under the course of construction, and the erecting sheds are taxed to their utmost capacity. They have under construction at the present time ten first-class and six colonist cars, and have started on the order for one thousand box cars for the Canadian Northern Railway. Three of the colonist cars are nearing completion. For the I.C.R. they are building three conductor's vans, which are about ready for shipment, also ten snowploughs and two conductor's vans for the Temiskaming & Northern Ontario Railway. Six refrigerators and a number of dump cars for the Quebec Central Railway, and a number of box cars for the Grand Trunk Railway, are in the course of construction.

* * *

Coal hoisting and general mining operations at No. 6 colliery, Glace Bay, have ceased for a few days, pending the completion of a new track 3,000 feet long, in the pit, and also the new bank-head. It is expected that active mining operations will be resumed in about a week. The new bank-head, which is being built of hard pine, is about fifty feet in height, and will be excellently adapted for its purposes. Scales have also been put in. Hitherto the men at No. 6 have been mining by the cubic yard, but when the work resumes again they will be in a position to work by weight, as in the other collieries of the island.

New Brunswick Trade News

St. John, N.B., July 1.

There has been little, if any, change in conditions in the hardware markets in New Brunswick in the past couple of weeks. The markets have kept to a steady level of late, the slight variations in primary markets making no change in the prices generally prevailing throughout the province. The lines of goods in greatest demand during the month just closed have been, as was, of course, to be expected, haying tools, fencing, screen doors and windows, with goods of use in Summer sports.

Collections have, on the whole, been reported to be fairly good. Perhaps the qualifying word could be dispensed with. In St. John the unfortunate matter during the month was the ill-advised strike in the lumber mills. The strike came to an end last week, when nearly all the mills which had closed down resumed work again, the pilers (who were the men on strike, and who through their action threw at least 800 men out of work) going back to their old places at the same rate of wages as was in force when they went out. Difficulties in the lumber world most always affect the St. John merchants, and in the recent instance we have no exception to the rule, though happily the strike was brought to an end before its effect upon the merchants became serious.

* * *

The metal prices are not showing many changes worthy of any note. The firmness that has been so characteristic for months past is continuing. Sheet lead has shown some advances and lead pipe is tending upward, as, indeed, are all lead products. Brass shoe rivets, cone-pointed screws, gimlet-pointed screws, have also gone up. Cordage prices are firmer.

In St. John there is now considerable building activity, though there have not so far been many large contracts. The Royal Bank is shortly to begin the erection of a large building on King street, a building which is expected to be one of the finest of its kind in Eastern Canada. In provincial points other than St. John, there is also more or less activity in building. In consequence of this activity the demand for building material has been quite strong. The prices in effect have not shown much variation from those of last Fall.

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Prices for American shelf hardware have gone up in consequence of the advance of prices on the part of the manufacturers. The advance by the latter was one of 10 per cent. Notwithstanding the increase in price the dealers have no anxiety about being able to dispose of goodly stocks.

* * *

The stovemakers of the provinces recently met in Sackville in regular meeting. No report of the proceedings was given out.

* * *

W. S. Fisher has returned from a trip to Atlantic City and Lakewood.

Hardware and Metal Conditions in Manitoba.

(Market quotations corrected by telegraph up to 12 a.m. Friday, July 6, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

PRICE CHANGE—

Petroleum—Reduced ½c. per gallon.

The building trade continues very active and wholesale hardware houses are rushed with orders for builders' hardware and contractors' supplies. Values are steady except for a decline of ½c. per gallon in petroleum.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Retail competition is still reported as being very keen. Jobbing prices are steady. We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discounts are 50 and 10 p.c.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows: Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—As noted last week the price has been advanced to $5.25 per cwt. with a reduction of 25c. per cwt. for ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Petroleum has declined ½c. per gallon. We quote: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Turpentine has been reduced to 97c.

per gallon in barrels. Quotations are: White lead, pure, $7; bladder putty, in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels, 97c.; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

THE TIN MARKET.

According to the Metal Market Report the statistics for the first of July make a more favorable showing than was generally expected. Shipments from the Straits for the month of June were small, being 4,472 tons as against 5,094 last year. Deliveries into consumption were large, being estimated at 5,555, of which 3,250 were for the United States.

The London warehouse stock for the first of the month is small, being 1,915 tons. The visible supply for the month shows a decrease, and now stands at 11,956 tons, being almost identically the same as on July 1, 1905.

It will be noticed that although the visible supply is the same as it was at that time, the London price is about £38 per ton higher than it was this time last year. On the other hand, however, it will be recognized that as long as the visible supply of tin is as small as it is, the market will be very susceptible to manipulation, and in this connection we would say that there is considerable talk at the present time of a corner developing in London in August tin, and supplies for that month are reported to be already very much concentrated.

DIDN'T HIT HER BACK.

"So Jenny struck you, did she, Tommy? I hope you did not hit her back."

"No, ma'am. I hit her face."

A LIQUID AIR CARTRIDGE.

The latest scientific novelty to interest Parisians is the liquid air cartridge. Recent experiments have shown that in order to prepare a liquid air cartridge it suffices to take an ordinary empty cartridge and place on the bottom a capsule of fulminate surrounded with cotton and to pour on top of this a certain quantity of liquid air. These cartridges can not be used for criminal attacks, as they have to be fired less than five minutes after their preparation, because the liquid air evaporates in that time.

E-Z FLOOR STAIN
BEAUTIFIES YOUR FLOORS
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MAKES OLD FURNITURE NEW
EASY TO APPLY. QUICK TO DRY.
THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY, EDMONTON WINNIPEG

We Manufacture in Winnipeg:
Metal Shingles, Sidings and Ceilings, Corrugated and Plain Round Conductor and Eavetroughs in 10 ft. lengths, Metal Windows, Cornices, Skylights.
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MANUFACTURERS' AGENTS
22 Stanley Block, - Winnipeg, Man.
Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.
30 Years' experience in Hardware and Iron trade.

PILKINGTON BROS., LIMITED
(WORKS: ST. HELENS, ENGLAND)
BRITISH PLATE AND WINDOW GLASS
ALSO
Wired Rolled Wired Polished Plate Prismatic Glass
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Prices on application. FULL STOCK IN OUR WINNIPEG WAREHOUSE.
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THE CEILING——THE ORDER
People who want secure, sanitary homes cannot be talked out of getting
METAL CEILINGS
Hardwaremen who keep in touch with their customers, and our Ceiling, cannot be euchred out of their orders.
But you must have the ceiling in stock if you want to talk business.
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METAL SHINGLE & SIDING CO., Limited
PRESTON, ONTARIO

HARDWARE TRADE GOSSIP

Ontario.

H. E. Moore, Oakville, was a visitor in Toronto during the week.

John Nasmyth, Lotus, called on the jobbing trade in Toronto this week.

The Coslett Hardware Company are to open a hardware store at Fort William.

J. H. M. Robertson, of Montreal, president of the James Robertson Company, is in Toronto.

H. W. Anthes, of the Toronto Foundry Company, Toronto, is on a business trip through Western Canada.

W. G. Ballantyne, of the Sherwin-Williams Company's Toronto office, is spending a fortnight's holidays at Montreal.

The Hobbs Hardware Company's ball team defeated the Elliott & Marr team at London last week by a score of 10 to 3.

James Heatley, Brampton, and T. D. McGregor, of McGregor & Reid, Peterboro, called on plumping supply men in Toronto this week.

P. R. Cumming, of the Cumming Manufacturing Company, Renfrew, was a caller at the Toronto office of Hardware & Metal on Tuesday.

Leroy Chown, son of W. W. Chown, Belleville, recently accepted a position with Ross Bros., Edmonton, and is rapidly learning those winning "western ways."

E. P. Paulin, Goderich, is having the basement of his entire store cemented, and is otherwise making room preparatory to adding a plumbing and tinsmithing business.

W. B. Wise, one of the "S. W. Paint" travelers from across the line, was in Toronto this week on his way to Honey Harbor, where he will spend the Summer with his family.

J. G. Bingham, of the sales staff of Rice Lewis & Son's wholesale department, is leaving Toronto next week to accept a position with Marshall-Wells & Co., at Portland, Oregon.

The Brown-Lee Co. are to establish a factory at Guelph for the manufacture of medicine and toilet articles. Harry Mahoney, the well-known plumber, is the treasurer of the company.

W. B. Morrow, of H. S. Howland, Sons & Co., Toronto, is spending his holidays in Grey County, his place in the sample room being filled by L. N. Vanstone, who is spending a few months in the warehouse after about a dozen years' active work on the road.

R. J. Cluff & Co., Toronto, are moving into their magnificent new building on the corner of Lombard street and Post Office lane this week. Several additions are being made to the company's traveling and sales staff in order to handle their rapidly increasing business.

E. G. Paddon, until recently Toronto city traveler for the Canada Paint Company, left last week for Winnipeg, his future headquarters. R. Munro, Montreal, accompanied Mr. Paddon. The company are opening up new territory and Mr. Paddon will call on the trade between Winnipeg and the Rockies.

A quiet but elegant home wedding was solemnized at Tillsonburg last Wednesday afternoon, when Miss Marion Logie Livingstone was married to Edward I. Torrens, hardware merchant, and one of the town's most successful and best known young business men. After the ceremony Mr. and Mrs. Torrens left on a wedding trip down the St. Lawrence River to Quebec and up the Saguenay River.

Quebec.

G. C. Denman has been registered as a hardware merchant at Montreal.

The assets of Huet & Co., hardware merchants, Montreal, are to be sold.

T. Burrows, of Lacolle, paid a business trip to Montreal a few days ago.

Dastos & Goyette, Montreal, have been registered as hardware and paint dealers.

J. J. Sophus, Montreal, has just returned from a business trip to New York.

C. Lamarche, general merchant, of Lake Talon, Ont., was in Montreal on business this week.

J. B. Gauthier, of Charlemagne, was among the out-of-town buyers to visit Montreal this week.

H. C. Hunt, of the Belleville Hardware Co., was in Montreal this week calling on the trade.

A. Depocas, of the Seybold & Sons Company, Montreal, is taking his vacation this week and next.

Filion & Gravel have registered as grocers and hardware merchants at Notre Dame des Neiges.

Gordon C. Seybold returned on the Lake Erie from England. Mr. Seybold reports a very enjoyable trip.

W. A. Martin, of Caverhill, Learmont & Co.'s traveling staff, is spending the week at the firm's headquarters in Montreal.

J. W. Richardson, of Caverhill, Learmont & Co., Montreal, has returned from a vacation spent on the Maine coast.

Arch. Macfarlane, manufacturers' agent and metal broker, Montreal, has returned from an extended visit to England.

J. T. Schell, lumber merchant, Alexandria, Ont., called on some of the Montreal hardware jobbers during the week.

Herb. Seybold, of the Seybold & Sons Company, Montreal, spent the week end and Dominion Day at Lakefield and Lachute.

George McGowan, of Caverhill, Learmont & Co.'s purchasing department, is taking his vacation and is stopping at Shawbridge.

D. Sinclair, hardware and stove dealer, of Paris, Ont., and wife, spent part of the week in Montreal, the guests of Mr. Lilley, Point Claire.

R. E. T. Pringle, manufacturer of electrical supplies, Montreal, is moving from Dalhousie street to his new factory at St. Henri.

E. Leclerc, plumber and tinsmith, of Grand Mere, County Champlain, was in Montreal on business last Tuesday, and called at the office of Hardware & Metal.

W. H. Evans, of the Canada Paint Company, Montreal took advantage of Dominion Day to spend three days in Quebec, where he was registered at the Chateau.

G. A. Burton, of Lewis Bros., Montreal, has left for his home in Richmond, Va., where he will spend his vacation. Mr. Burton went via New York, sailing down the Hudson.

Among the out-of-town hardware buyers to visit Montreal on business during the past week were: I. England, Knowlton; P. Beaulieu, St. Jerome; J. A. Ferguson, Lost River; and R. S. Marston, Warden.

John A. Gordon, Montreal, secretary of the National Plumbers' and Steamfitters' Association, returned on Thursday from Atlantic City, where he was attending the convention of United States plumbers.

V. D. Stead, of London, England, who has been touring Canada, called at the Montreal office of Hardware and Metal on Wednesday. Mr. Stead wishes to take up agencies for Canadian firms, either buying or selling.

Geo. Cumming, of the advertising department of Frothingham & Workman, Montreal, spent the holiday at Mont Tremblent, Lac Cochrane, in the Laurentians. George made a record for himself as a fisherman.

Western Canada.

Buttner Bros., hardware merchants, Carman, Man., have sold their business to R. J. McConnell.

Garrod & Caswell have sold their machinist business at Moose Jaw, Sask., to the Moose Jaw Machine Works Co.

W. W. Davidson, of the Davidson-Fraser Lumber Co., has purchased the hardware business of Wm. Ainsley, at Drinkwater, Man., and will conduct same in connection with the lumber yard business.

A. J. Falconer, of Deloraine, Man., president of the Western Retail Hardware Association, was in Winnipeg last week on his return from a trip to California, where he went a short time ago to bring his family back to Manitoba. Mr. Falconer has been in San Francisco since the disaster and in conversation with Hardware and Metal he said that the destruction was much more complete than he had imagined from newspaper reports. It will be the work of years to clear away the debris.

Maritime Provinces.

J. D. Bell, Montague, P.E.I., is desiring to dispose of his stove and tinware business. Montague is one of the most prosperous towns on the island, and is in the heart of the best farming section. This is a good opportunity for either a single or married man who is desirous of a good location.

United States.

Officers of the Russell & Erwin Mfg. Co., of New Britain, Conn., have organized a new corporation, known as the Russell & Erwin Mfg. Co. of New

York, to conduct the sales department and warehouse of the parent firm in New York.

Great Britain.

George D. Wood, of Winnipeg, was a recent caller at the London office of Hardware and Metal. Although Mr. Wood is away primarily on a pleasure trip, and is accompanied by his wife and daughter, he will attend the convention of the Chambers of Commerce, at which A. L. Johnson, F. W. Stobart and C. M. Bell, of Winnipeg, will also be present. Although Mr. Stobart has recently become a permanent resident in England, his interest in Canada, and his own city in particular, is undiminished.

W. M. Campbell, managing director of the International Gas Appliance Co., of Toronto, is now in England, and called at the London office of Hardware anh Metal a few days ago. Although this is Mr. Campbell's first visit to the Old Country and the Continent, he is getting over the ground with a rapidity that one only expects to find in those who know the Old Country markets. He is at present on the Continent, where, after attending to business, he will take a short trip through Italy, returning to Toronto before the end of July. Mr. Campbell reports very satisfactory progress amongst manufacturers, with whom he has entered into agreements of considerable importance.

METAL ROOFING SCANDAL.

A new phase was opened up in the Toronto civic investigation last week when it was shown that in the securing of several civic contracts, particularly the new market building, the architects and metal roofing manufacturers and contractors worked together to boost the contract prices to figures which allowed the successful tenderers to hand over a tidy sum to the unsuccessful ones. One architect admits he got his hand in the pie, while another swears he didn't, although a contractor swears he handed over a share of his proceeds to the second architect. In many respects the case is similar to the recent plumbers' investigation, although, so far, it is not shown that the roofing men had an association, and no incriminating secretary's books have been secured.

HAMILTON BOARD OF TRADE.

F. R. Close and R. A. Robertson have been installed as president and vice-president respectively of the Hamilton Board of Trade, and the following appointed to the council: J. W. Lamoreaux, Geo. C. Coppley, W. Vallance, W. C. Breckenridge, W. A. Holton, T. W. Watkin, Cyrus A. Birge. The arbitration committee will be J. W. Lamoreaux, F. C. Bruce, Hon. John S. Hendrie, and C. R. McCullough.

ASK RIGHT TO MEET TOGETHER

A large deputation from the convention of the Retail Merchants' Association at Ottawa this week interviewed Sir Wilfrid Laurier and members of his Cabinet complaining that under the anti-combine clause of the criminal law of Canada they have not even the right to meet together to discuss matters of trade interest without subjecting themselves to severe penalties, and declaring that this part of the Criminal Code had been placed on the statute books by men who knew nothing of trade conditions. Individually the retailers' investments were not always very large, but collectively they represented the biggest capital outlay in the Dominion.

Sir Wilfrid replied that if the statements made by the deputation were correct the Criminal Code was certainly in need of amendment. Of course it was too late to deal with the matter this session, but he would be glad to discuss the matter further during the coming recess.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

ONTARIO TRAVELERS FREE.

The secretary of the Commercial Travelers' Association of Canada has received information through the Treasury Department, Provincial Legislature, Quebec, that a clause has been inserted amending Act 5, E.D.W. VII., cap. 14, to read as follows:

"However, no such commercial traveler from any other province in Canada which authorizes commercial travelers from this province to do business in such province without a license shall be obliged to take out a license under this article."

Under this amendment commercial travelers from Ontario are not required to take out a commercial traveler's license in the Province of Quebec.

A Winnipeg concern is to establish a branch foundry at Saskatoon. A new company will be organized and work will be commenced as soon as plans are completed.

The monthly report of the Department of Trade and Commerce of Canada for March shows total imports of iron and steel and their manufactures amounting to $3,651,295 as against $4,376,153 in March, 1905. The imports from the American market were valued at $3,133,130, as compared with $3,900,250. The decrease is entirely owing to the closing of the Canadian market to steel rails which were brought in duty free in March, 1905, to the value of $1,459,804. Most other important items show a heavy increase in American importations, machines and machinery having risen from $512,336 to $706,287, and wire from $159,159 to $265,903.

ALUMINUM'S HISTORY.

The manufacture of aluminum by the electrolytic method, writes P. B. Ball, Canadian commercial agent at Birmingham, England, was begun in America by Hall, at New Kensington, in 1888, and in 1889 an identical process was in use at Neuhausen, in Switzerland, the details having been independently worked out by Heroult and Kiliani. Since 1889 the production of aluminum has increased enormously, and the annual output of the metal at the present time is estimated to be 8,000 tons as compared with 85 tons in 1889. From $2.62 per pound, the price has fallen in the same period to 30c. per pound, and a still further reduction in price would be possible if a cheaper raw material than refined alumina could be used in the electrolytic baths.

Nine works are now operating either the Hall or the Heroult methods of aluminum production, and between 40,000 and 50,000 h.p. are employed in the industry. The nine works are situated as follows: America, 3; France, 2; United Kingdom, 1; Germany, 1; Switzerland, 1; Austria, 1; and a works is in course of erection in the Valley of Pescara, Italy.

The British Aluminium Company, with works at Foyers, in Scotland, and the Neuhausen Aluminium Company, which controls the production in Germany, Switzerland and Austria, have been increasing their capital and extending their plant, and a considerable increase in the output of the metal is anticipated in the near future.

Increasing Demand for the Metal.

The demand for the metal is growing in connection with motor car and railway carriage work, the latest example of its use being for the inside of cars for one of the London underground tube lines. The cheaper brands are now being employed in the casting of iron and steel. The Goldschmidt "Thermit" process for welding tramway rails, and for repairs of castings, etc., is a new use responsible for the annual consumption of many tons of aluminum in the form of powder.

The price of aluminum in Europe during 1905 rose owing to a strike of the men at one of the works in France. Toward the end of the year, however, the price again declined, and the December list of the British Aluminium Co. gave 36c. per pound as the price of 98.96 per cent. metal in small lots, and 32c. per pound for ton lots and over.

Important Invention.

Betts, an American inventor, during 1905, patented a process for refining aluminum by electrolysis. This depends upon the impure alloy of the light metal as anode, in a bath of molten cryolite, containing alumina in solution, while pure aluminum forms the cathode. All the materials in this bath are kept in the molten state, and the three components are maintained in their respective positions by their different specific gravities, the impure alloy being the heaviest and the pure aluminum the lightest of the constituents of the bath. Aluminum can be parted from iron, silicon, copper, and other impurities by this method, and it may possibly prove of great use in cheapening the production of the metal, since it will enable producers to use bauxite directly in the reducing baths in place of the much more costly refined alumina. By the present methods of production, using refined alumina in the reducing baths, it is improbable that any great reduction in price can occur, and, therefore, the advent of new methods of dealing with bauxite to enable it to be used in place of alumina are of considerable importance.

An arrangement has been made between the British and American manufacturers whereby the United States supplies Canada with sheets, ingots, etc., but whether this applies to the manufactured article or not is uncertain. With the vast water powers at the command of Canada, and the increasing demand for the metal, she should be in a very favorable position to manufacture aluminum against any of the countries at present manufacturing.

Mayor Sutherland and William German, M.P., Welland, on June 29 turned the first sod of the large works to be erected by the Ontario Iron & Steel Company at that place. Mayor Sutherland said the works would be on an extensive scale. There is to be 80,000 feet of floor space. The steel casting shops will be 200 by 125, the steel foundry 86 by 175, and the pipe and tube building 300 by 119. These are the three main buildings, and besides these there are to be three others—the smelter, with a 70-foot frontage, the office facing on the concession opposite the M.C.R.R., and the pumphouse. Water for the works is to be pumped from the Welland Canal.

The Iron Trade Review says more metal and machinery is purchased in the United States by Canada than any other country in the world.



The dealer who handles *Sherwin-Williams Paints and Varnishes* need not fear competition. They have no equal for painting and varnishing purposes and they will make and sustain for him a reputation for quality, economy and satisfaction. If you want a *safe* line, a line that represents the *standard of excellence*, write us today and get our proposition.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
Canadian Headquarters and Plant: 639 Centre Street, Montreal.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., E., Winnipeg.

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Prompt Shipment

The ONTARIO TACK CO.
Limited,
HAMILTON, ONT.

INGOT METALS

Tin—"Straits" and "L & F"
Lead—Best English
Copper—Lake and Casting
Spelter—"V M" and Ordinary
Antimony—Cookson's

From Stock or for Import to wholesale buyers only.

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

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MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT
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Fire Bricks, Glazed Bricks, Stable Bricks.

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Files, Cast Steel, Hammers, Crucible Steel

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Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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STANDARD ***Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc***

Cor. Brennan and Ann Sts., MONTREAL

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The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

PRICE and QUALITY

are two vital elements in

GILBERTSON'S

COMET
GALVANIZED SHEETS

That means they are soft, smooth, and easily worked, that they are flat, well galvanized and that they are lower in price than other high grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

REPUTATION—THE GREAT THING NECESSARY.

The great thing necessary to success in business, and in life for that matter, is to secure a reputation.

Once your reputation is made the rest is easy. Emerson said, "If a man writes a better book, preaches a better sermon or makes a better mouse trap than his neighbor, though he build his house in the woods the world will make a beaten path to his door."

Such is reputation. It's worth a mighty effort. It's no easy matter, however, making it. It's a hard, slow process. It requires much skill, great patience, and infinite persistence.

Reputation is the world's estimate of the man or the concern; and the world is suspicious, and slow to appreciate or applaud but quick to condemn. It's a long hard pull up to a good reputation, and an easy rapid fall down to a poor one.

There's no escaping judgment—and we're all found out sooner or later for exactly what we are; a faker may pass for a while, but he won't last.

In business it's the goods you sell and the methods you employ in selling them that establish your reputation. The highest reputation can only be gained by selling good goods by right methods.

Quality and value are the two things to keep constantly before you—high quality and good value. The best in anything at a fair price is the best value.

A workman can't do good work with poor tools, neither can a merchant gain a good reputation with poor goods. Don't try it. Stick to the best, and the best only. It pays in the long run—in profit and in satisfaction. As soon as the public know that they can depend upon everything that comes from your store your reputation is made and your success assured.

There are not many merchants who have the nerve to handle or sell only the best, neither are there many manufacturers of this order. The temptation to sell something cheap and inferior for immediate profit is too great for the majority—and away goes their reputation. They never amount to much. Their trade is a sort of catch-as-catch-can business—there's neither profit nor glory in it.

It's harder and slower at the start to build a business on quality, but when you get it, it sticks. It's something to be proud of, something you can become enthusiastic over, something you can put your heart into as well as your energy and ability.

How can a man get enthusiastic over cheap stuff, how can he put his heart into a make-shift? It's not possible, and if you can't put your heart into your business get out of it, and get into something you believe in, something you can swear by, something you delight in. It's being in love with your work that counts. There's a touch of the heart in every success—in every reputation. — Walter H. Cottingham, general manager of the Sherwin-Williams Paint Co.

LINSEED OIL ADULTERATION.

A law passed by the New York Legislature at its recent session takes cognizance of the sale of adulterated spirits turpentine and linseed oil, of which no little complaint has been made in that state. The enforcement of the new law will, if effectually carried out, work a revolution in the matter of the sale of these adulterations. It is well known that a very large quantity of adulterated turpentine and linseed oil is sold throughout the country.

The newly enacted New York law imposes a penalty on the dealer for the selling of adulterated turpentine, linseed oil, raw or boiled. It is intended that the method of enforcing the statute shall be the same as that followed in carrying out the provisions of the pure food law, where the inspectors of the state department enter the stores of sellers of the food products and take samples of the goods offered for sale.

Agricultural Commissioner Wieting has already given his inspectors instructions to proceed along the lines set down for the enforcement of the new law. Dealers who have doubts as to the purity of the turpentine or linseed oils they are offering to the public have been warned that they should have their wares examined on this score before the inspectors come around, as the penalties for violation of the statute are severe. It is not improbable that some criticism may develop in connection with the operation of the law so far as relates to the provision for the division of penalties collected for violations. One-half of such penalties are to be awarded to the agent or inspector of the department upon whose complaint the violation was discovered and punished.

On the face of it the law seems likely to be effective. It imposes the penalty on the dealer, who will therefore take special care to see that he buys only pure turps and oil, for the extra profit to be derived from handling adulterated products is not sufficient to tempt him to a violation of the law. Then the law puts a premium on prosecution of offenders by its division of penalties collected. The inspectors will doubtless be vigilant in enforcing this law when they see in it a source of revenue for themselves. The legitimate linseed oil and turpentine trade welcomes this sort of legislation.—Paint, Oil and Drug Review.



Nothing better can be made for beautifying or preserving shingles than our

M. L. Creosote Shingle Stains

We have a good range of shades and make special colors to order.

SEND FOR SLATS SHOWING COLORS

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA

Choosing Paints with the Eyes Shut is No Risk when they are "STANDARD" Goods

That's right! and about this time you should be choosing a line adapted for "touching up" small articles about the house, such as Shelves, Stands, Flower Pots, etc. We saw the need for

HANDY FAMILY PAINTS

so we are putting up eighteen colors at a special price. These paints represent great value for the money. We would like you to try a quantity.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary **floor paints,** which accumulate dirt, and rub off when washed.

JAMIESON'S Floor Enamels

dry very hard, in a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors

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R. C. JAMIESON & CO.
LIMITED
MONTREAL

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Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

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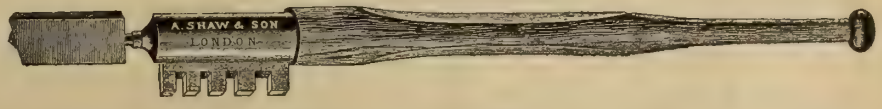
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OILS GUARANTEED GENUINE.

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GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent
GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREA2 — TORONTO

WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

ANCHOR BRAND
H&P
REGISTERED
TRADE MARK

THE SUN NEVER SETS on BRANDRAM'S

You know the expression, "The Empire on which the sun never sets."

In every portion of this Empire and in all other parts of the civilized world you will find people using

BRANDRAM'S B. B. GENUINE WHITE LEAD

Its use and popularity are universal. Is this not the very strongest testimony to the excellence of this article, and is it not a splendid assurance to the merchant handling

ANCHOR LIQUID PAINTS

to know that the only White Lead used in the making of these Paints is Brandram's?

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
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MANUFACTURERS LONDON ENGLAND

HENDERSON & POTTS LIMITED, HALIFAX, N. S ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg
Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 6, 1906.

Notwithstanding the break in this week's business owing to the holiday, trade is still moving briskly, and, without any great flourish or extraordinary rush, shipments still appear to be well maintained.

All signs of a coming Summer lull are at present wanting. The staples have kept firm without any change in quotations, and while the demand for Paris green continues from Montreal eastward, there seems to be an easing off in the call for this product in the west.

Varnishes and japans have been fairly busy. Strong orders are also being received for coach colors and wagon paints.

Linseed oil maintains its position in the market, and no further fluctuation has taken place since the middle of last month. Turpentine is also firm, without any sign of an immediate change in price.

TURPENTINE — Conditions now apparent make for a steady market. We quote as follows: Single barrels, 86c. per gallon; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

LINSEED OIL — Business is still good, and the market is now firm. Our quotations are: Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.

GROUND WHITE LEAD — We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal

DRY WHITE ZINC—Our prices are: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD — Prices are firmly held as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—We quote the following prices, which are subject to withdrawal or change: Barrels, 600 lbs., 19¼c. per lb.; kegs, 250 lbs., 19½c. per lb.; 50-lb. drums, 20c. per lb.; 25-lb. drums, 20½c. per lb.; 1-lb. pkts., 100 lbs. in case, 21c. per lb.; 1-lb. pkts., 50 lbs. in case, 21c. per lb.; ½-lb. pkts., 100 lbs. in case, 23c. per lb.; 1-lb. tins, 100 lbs. in case, 22c. per lb. Terms 2 per cent. 30 days.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at 24c. in bbls.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, July 6, 1906.

Both turpentine and linseed oil show a decline this week of two cents, these, however, being the extent of the price changes. Some cutting on the local market is the chief cause in the reduction of turpentine, conditions in the south not showing a similar fall. The English seed market is considerably easier as a result of the export of large quantities of American seed from

Creosote Barn and Roof Paint

READY FOR USE

Just the thing for **Barns, Roofs, Fences, Factories, Freight Cars, Water Tanks, Elevators, Iron Work,** etc. **Users think it's Ideal** — 6 colors—½ gals., gals., bbls.

TRADE "Rustic" MARK

Creosote Shingle Stain

READY FOR USE

A permanent, artistic, economical stain, and one of the best preservatives for shingle surfaces of all kinds. Made in 12 popular shades. 1, 5 or 10 gal. cans or bbls.

THESE ARE CERTAINLY TWO LINES TO SELL NOW

Don't forget that "Ark Brand" Paint is the **MOST DURABLE** paint on the market.

THE FRANCIS-FROST Co. LIMITED
TORONTO, ONT.

Canadian Distributing Agents for Grippin's Crack Filler and "Muresco" Wall Finish

Ramsay's Creosote Stains

Sometimes you are asked for Creosote Shingle Stains. Are you ready for the trade? Look at our sample slats, and look at our prices.

Ramsay's Creosote Shingle Stains are away below imported goods and away up in quality. This is becoming a popular line. With Ramsay's prices, and Ramsay's quality, popularity will increase. Let us send you our samples and prices. It will mean information and business for you.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

"Let Me See!"

It is time for the "Let-Me-See" Hardwareman to reach the conclusion:—I must order

Brantine Oil Finish

Brant-Lac

Turpentine Shellac

Trade is moving along. Many hands are reaching for it. You must "come in" ***now.***

Prices Sent Quickly.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

SPECIAL

"VERONICA" GREEN

This Green is made solely by ourselves, from the essential chemicals in our own Color Works in Montreal.

The

"VERONICA"

is a soft rich green of great covering power. It is very durable and manufactured especially for Window Blinds, Shutters, Verandahs, Screen Doors, Engines, Agricultural Implements and all kinds of wood and metal work, and for all purposes where a green paint is indicated.

The

"VERONICA" GREEN

is manufactured only by THE CANADA PAINT COMPANY, LIMITED, of Montreal, Toronto and Winnipeg.

"VERONICA"

is copyrighted as a Trade Mark with the Department at Ottawa, Canada.

The

"VERONICA" GREEN

is made in four shades, viz.:—Light, Middle, Deep and Extra Deep. Insist upon the

"VERONICA"

as the undoubted superiority of this Green will probably lead to disappointing imitations.

For prices follow the prices of EVERGREEN in our 1906 Catalogue.

The

"VERONICA"

is put up as follows:—

In Dry Form, 6-lb. and 10-lb. Tins, 100-lb. Kegs and 600-lb. Barrels.

In Paste Form, 1-lb., 2-lb. and 5-lb. Tins, 12½-lb. and 25-lb. Irons.

THE CANADA PAINT COMPANY Limited

Duluth, the Americans having held the seed off the market in order to keep prices up, and with new seed in sight they have for the first time in several years unloaded the surplus on the English market. With stocks available from Indian and Argentine sources much lighter than usual, however, the receipt of the American seed in not likely to affect the market much more than it has already done, and steady prices are considered probable during the balance of the Summer. The movement of both oil and turp has been very satisfactory, and a large trade is looked forward to in July.

The past half year has been a record one in all paint lines, and while figures are not yet obtainable it is certain that all past records have been broken. Trade is keeping up remarkably well, and the usual slackening during the Summer months has not been felt to any extent as yet.

WHITE LEAD— Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., —$5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN— Canadian Government standard, 600-lb. barrels, 19 1-4c.; 20c.; 25-lb. drums, 20 1-2c.; 1lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH— Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 56c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels 85c.; 2 to 4 barrels, 81c., f.o.b. point of shipment, net 30 days. Less than barrels, 90c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS— Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9½c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

SEED OIL MARKETS OF ENGLAND.

The condition of the linseed and cottonseed oil markets abroad is of direct interest to Canadian dealers, owing to the probable demand there for American seed. That the oil markets have been dull is well known; that some improvement is now noticeable is a new encouragement. The Oil and Colorman's Journal in a review of the linseed oil market for May, does not take a pessimistic view. Our London contemporary says:

"The conditions at the end of April were not altogether unfavorable to higher prices, especially considering the fact that May is an active month in the oil and paint trades; but we have been spared any extravagant rise in values which would certainly have to be paid for in declining trade throughout the latter part of the year. In linseed oil the fluctuations in value have been very trifling, the highest London quotations having been 22s. per cwt. and the lowest, 21s.; but there has been a tendency to decline in the premium payable for forward delivery, which may perhaps indicate that speculators do not think quite so well of the future. There is, however, nothing tangible to show that the price of linseed oil is likely to be much lower through the Summer, except, perhaps, the feeling that if it does not advance in the Spring months it is not capable of doing so in the Summer. Such a feeling is, however, not always justified by facts, for two years ago there was a distinct improvement in linseed oil prices during June and July.

"The position of the market so far as supplies are concerned is not unhealthy. The enormous receipts of 1904 have been diminished rapidly, and we are now receiving linseed at a rate only about half as great as was the case in that year. Our two principal sources of supply, the East Indies and Argentine, send us only moderate quantities, and there is no probability of anything excessive coming from these countries during the current year. With regard to the Argentine, where there is always the alternative of wheat culture, it is clear that the present price of linseed will not tempt agriculturists to increase their sowings. Of course, linseed still pays better, bulk for bulk, than wheat, but it takes a great deal more out of the ground, and the difference in the price per quarter must be considerable to counterbalance this disadvantage."

PROGRESSIVE RETAILING

THE EVIL OF OVER-BUYING.

It is strange how some retail merchants get the impression that when they place a large order for goods they are performing a master stroke of business and are building up for themselves the prestige of being heavy buyers, which can be secured in no other way. It wouldn't be very difficult to find retailers who have been forced out of business through their desire to carry a large stock, much out of proportion to the needs of their community. Overbuying has probably driven as many retailers to the wall as any other one failing.

The time is past when a merchant is compelled to buy enough goods to last several months; for with the railroad facilities that exist at present it is possible to replenish stocks upon such short notice that with the exception of a very few cases a dealer can get almost anything he needs in a very few days from the time the order is placed. Treating with this subject of over-buying a cotemporary says:

"Don't be a warehouse. Run a store, if you are in the mercantile business. Don't load yourself up with a lot of things you can not sell for a year or two. Don't fill your stock rooms with goods on which you will have to pay eight per cent. interest on overdue accounts.

Redouble Your Energy.

"You are running a store to sell goods, not to house them for the manufacturer and pay interest at the same time. There may be some advantage to a big concern in buying goods in large quantity, but to the ordinary merchant it's different. The dealer in the city can perhaps make a neat speculation at times by buying in carload lots, and storing his goods. But as a general thing the dealer who buys in carload lots does so with the intention of pushing the goods out of his store with redoubled energy. He doesn't buy simply for the sake of having a lot of stuff on hand.

Buying a Great Science.

"It is better for the average merchant to buy just enough goods to carry him until he can get another shipment. Buying is a great science; it is as great a science, perhaps, as the science of selling. Many merchants are good buyers and poor sellers, but more are poor buyers and good sellers. It is the buying end where most failures occur.

Don't Lose Your Discounts.

"There are a good many reasons for buying in small quantities. Chief among these is that you don't put all your money on the shelf. You keep the cash in hand, available for discounts. A merchant who can simply take advantage of every discount is in a position to undersell his competitor who never can take a discount. Just as an example: say discounting terms on net hardware are 2 per cent. off 10 days, due in 60 days; on regular hardware, 6 per cent. off 10 days, due in 90 days. So the merchant who neglects taking his discount on net goods and lets his bill go to maturity is paying the rate of over 14 per cent. per annum, while on regular goods he pays over 20 per cent.

Don't Live in Ox Team Days.

"It is an advantage to have clean goods coming in every week. Don't buy all you think you can sell of an item. The trains run both ways every day, and a two-cent stamp will do the work. The custom of buying a six months' supply at a time is a relic of the days when the country merchants drove 100 miles with an ox team to buy their goods. It is different now. But there are dealers who persist in following the ox team method down to this day.

Meeting Competition.

"Shrewd buying is one way to meet mail order competition. This doesn't mean trying to beat down the drummer's prices, but it means buying small quantities of things and keeping the store right up-to-date and fresh stocked from one year's end to another. You will get more satisfactory results by starting the season with a month's supply of goods and adding as the trade demands."

PAY ATTENTION TO CHILDREN.

It is very poor policy on the part of the dealer to neglect paying the same attention to a child sent to his store by a housekeeper, as he would to a grown person. Nowadays this is not so noticeable, but a few years ago it was a very common mistake. Even yet many merchants do not seem to realize the harm they are doing themselves in this way. Country merchants are more to blame in this respect than are the city merchants. The latter are aware of the fact that to keep their patronage they must give the same satisfaction to the child as they would to the parent. Country storekeepers very often keep a youngster waiting from twenty minutes to half an hour. He is passed for the grown persons who happen in after his arrival, and the merchant does not seem to consider him until everybody else has been served.

Nothing is more aggravating to the average housewife than this. Very often she is in a hurry to obtain the groceries and being unable to go herself sends the child, thinking it will receive the same consideration as she herself. There being no telephone system in many small towns, as there is in the city, she must wait in patience. She cannot hurry up the grocer, but must be content to await his pleasure. The result very often is that the next time she has occasion to send the boy or girl her instructions are to go to some other store.

THE CRANKY CUSTOMER.

The cranky customer is indeed a great thorn in the merchant's flesh. A customer that is apparently never satisfied, but who is always complaining, asking for what seems the impossible, is the despair of many grocers. In the end very often the grocer becomes disgusted and openly makes known to the customer that he no longer wants to be bothered with his or her patronage. It is generally "her." This is a mistake on the part of the storekeeper. A customer may be pretty near "the limit," but should never in any way be encouraged to patronize your competitor's store. Many hardware dealers have customers who are simply particular that all they buy is just exactly what they want. These are often classed in the same category as the "crank," which is certainly unwise on the part of the merchant.

Always strive to please your exacting customers. If they are a little more particular than others who make their purchases from you; if they are often very annoying, put up with it. It is all in the business. If you cater to them satisfactorily your reward will be not only in the patronage extended to you by them, but also in the free advertising they give you and your store. A housekeeper may be very "cranky" as they say, but if you give her satisfaction, and treat her as you should, she will advertise the fact freely to her friends.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Seaforth has voted the W. H. Willis Shoe Co. $10,000 to establish a shoe factory.

John Pentland is promoting a company to manufacture cement blocks at Brantford.

The German Cardboard & Photo Mount Co. are to establish a factory at Peterboro.

Fire did $40,000 damage to the Munro-McIntosh carriage factory at Alexandria, Ont., last week.

New York and Edmonton promoters are endeavoring to secure a street railway franchise from the Town of Prince Albert.

H. McKenzie, Sydney, Australia, was in Peterboro last week securing prices on saw mill machinery for shipment to Australia.

Electric power developed on the Canadian side at Niagara Falls is now transmitted to Syracuse, N.Y., 150 miles away.

The Canadian Manufacturers' Association will hold its next convention at Winnipeg, Sept. 17 to 19. About 300 eastern representatives are expected to make a trip to the Pacific Coast over the C.P.R., returning over the Canadian Northern from Edmonton.

H. E. Winters, representing an English syndicate, who is in Canada, says his concern will probably erect three factories, one in Cape Breton, another near Parry Sound, and a third in British Columbia, where "Ammonal," a powerful explosive for use in railway construction, will be manufactured.

The South African Parliament is considering a preferential law allowing rebates on certain classes of goods imported from Canada. Manufactured articles, manufactured iron or steel, cement, etc., are to be subject to a rebate of 3 per cent., and this will go a long way towards paying shipping rates to the Cape.

Railway Supplies, Limited, have been incorporated under Ontario charter, with a share capital of $250,000, for the purpose of manufacturing rails, rail joints, etc., and all articles into the manufacture of which metals enter. The provisional directors are J. S. Lovell, Wm. Bain, Robt. Gowans, E. W. McNeill and W. F. Ralph, all of Toronto, and the head office to be at Toronto.

Oil Well Supply Co., Ltd., have been incorporated under Ontario charter, with share capital of $100,000, for the purpose of carrying on the business of a general machine shop, and the manufacture of drill tools, etc., now carried on by the Oil Well Supply Co. The provisional directors are James Joyce, J. A. MacKenzie and E. A. Westland, all of Petrolea, with the chief place of business at Petrolea.

The Canadian Rail Joint Co. have been incorporated under Ontario charter with a share capital of $250,000, for the purpose of manufacturing rails, rail joints, etc., and all articles into the manufacture of which metals enter. The provisional directors are J. S. Lovell, Wm. Bain, Robt. Gowans, E. W. McNeill, W. F. Ralph and S. G. Crowell, all of Toronto, with chief place of business at Toronto.

The Renfrew Brick & Tile Mfg. Co. have been incorporated under Ontario charter, with a share capital of $20,000, for the purpose of taking over the business of Thos. Henderson, of Renfrew, and of manufacturing and dealing in brick, tile, artificial stone, etc. The provisional directors are Thos. Henderson, J. E. Barnet, Allan Francis, P. S. Stewart and Robt. Leitch, all of Renfrew, with head office at Renfrew.

Welland Concrete Co., Limited, have been incorporated under Ontario charter, with a share capital of $200,000, for the purpose of manufacturing and dealing in brick, cement blocks, gravel, stone, builders' supplies, etc. The provisional directors are George Arnold and J. P. Eastman, of the Township of Pelham, County of Welland; B. J. McCormick amd S. P. Townsend, of Windsor, and C. F. Berry, of Detroit, Mich., with head office at the Town of Welland.

A plant to manufacture Trojan powder may be established near Spokane, Wash., in the near future to supply the boundary country, the Coeur d'Alene district and the British Columbia camps. If the arrangements are completed the new enterprise will have a capacity of about six tons per day. Trojan powder is a new explosive, claimed to do away with nitroglycerine and acids. It is claimed the new powder is as powerful as dynamite and is much safer to use.

The Canadian Newcombe Motor Co. have been incorporated under Dominion charter, with a share capital of $600,000, for the purpose of carrying on the business of manufacturing and dealing in power generators and motors, and to construct vehicles, agricultural implements, etc. The provisional directors are W. F. Borland, Westmount, Que.; Duncan McDonald, W. J. White, F. L. Wanklyn, and P. F. Richardson, all of Montreal, with head office at Montreal, Que.

The Kemp Manure Spreader factory, Stratford, owned by the Massey-Harris Co., will be re-opened in the Fall as a binder twine factory. The Massey-Harris Co., unlike the large American implement manufacturers in the United States, has never engaged in the manufacture of binder twine, they buying their supply from the established manufactories. It has now been decided to make their own supply and the Stratford buildings of the company are to be fitted up for the purpose. This will necessitate the installation of a large amount of new machinery.

The Canadian Pacific Railway is preparing to construct a steel bridge across the Belly River, at Lethbridge,

which will be one of the largest, if not actually the most extensive bridge, of its kind in the world. It will be one mile in length and 300 feet high, and will be a double bridge with the railway track on the top. Its construction will enable the company to shorten the mileage between Lethbridge and Macleod, as well as to lower the grade, enabling heavy loads to be carried at less cost. Owing to the steel works being so rushed with orders at present it is thought that it will be impossible to obtain the structural material for delivery this season, but the masonry will be proceeded with at once so as to have it in readiness for the girders next year.

It is estimated that before Winter arrives five thousand miles of new railway will be laid in the Canadian west in the district bounded roughly by Winnipeg, Prince Albert, Edmonton, Lethbridge and Regina. This will mean an enormous circulation of money, as at a very conservative estimate of $20,000 per mile, the operations will cost $100,000,000. This huge railway expansion, the largest within the history of the Dominion, is mainly on through lines, such as the G.T.P., the C.N.R., and the Hill projects, which are aiming for transcontinental business. The construction of these through lines, however, will necessarily involve later activity in building connecting roads as feeders, so that it is safe to estimate that for several years to come a sum approximating $50,000,000 will be spent annually in gridironing the west with railways. Besides the G.T.P. line, which will run from Winnipeg to the Pacific, the other western lines are all exhibiting most unusual activity. The C.P.R. has more than 1,200 miles of branch lines either under construction, nearing completion, or in course of survey. The Canadian Northern has already 827 miles completed between Edmonton and Winnipeg and 429 more between the Prairie City and Port Arthur, while 1,400 miles of main and branch lines are under way. The Edmonton offices of the C.N.R. were opened recently for business, and are said to be the handsomest offices on the system, with over four thousand feet of floor space, while the C.P.R. is completing at Winnipeg one of the finest terminal stations and hotels on its whole system. It is fairly evident that the year 1906 will go down to history as the epoch of the greatest railway expansion in the records of the Dominion.

BUILDING NOTES.

McNarney & Kehoe, Huntsville, are to build a new hotel.

E. Michener is to erect a business block at Red Deer, Alberta.

The O'Keefe Brewery Co., Toronto, are to build a $3,500 hotel.

Mr. McLeod, tailor, Moncton, N.B., is building a three-storey brick block.

J. F. Williamson is to build a new machine shop 40x92 feet at St. John, N.B.

Tenders have been called for a four-roomed school building at Sintaluta, Man.

A. W. Vowell, Vancouver, has taken out a permit for a $40,000 hotel building.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

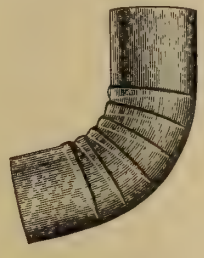
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Boiler Beacons

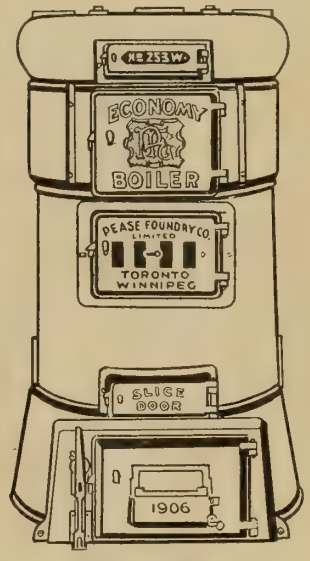
By E. CONOMY.

Signal 3.--Smoke Connection

If you'll examine **ordinary** hot-water boilers you'll find the **smoke connection is on top.**

If you'll operate **one** of these **ordinary** boilers you'll find the **moment** the Cold Blast Check Dratt **is opened, that** moment the **temperature** of **water** in **top section goes down.**

So much for the **ways** of **ordinary** boilers.



This Boiler leads them all.

Now for the **ways** of **Particular** Boilers.

THE

"Economy"

Hot-Water Boiler

has its **smoke connection on back, not on top,** so that the **heat** of **water** in **top section** is **not affected** when the Cold Blast Check Draft **is opened.**

Also, the smoke connection of the "Economy" boiler **being on back,** instead of on top, means that the "Economy" Boiler **can be placed** in a **lower** cellar than **ordinary** boilers.

Give these Indisputable Facts full consideration.

☞ More "light" will follow.

Pease Foundry Co., Ltd.

TORONTO

Pease-Waldon Co., Ltd.

WINNIPEG

The Canadian Northern Railway Co. will erect a $12,000 station at Prince Albert, Sask.

The International Harvester Co. proposes to erect a large warehouse at Port Arthur.

D. W. Keils, Vancouver, is to erect a tourist hotel at Capilano, the site of Vancouver's waterworks.

The new King Edward Hotel at Prince Albert will cost $30,000, being built largely of cement blocks and stone.

Tenders are being asked for the erection of the new $18,000 building of the St. Joseph's Orphanage Society, Winnipeg.

Shultz Bros., Brantford, have the contract for the erection of A. Berg & Son's lime brick plant to be established in that city.

A new $3,400 Methodist church is to be built at Vermillion, Alberta, and Price & Prentice are to erect a fine hotel at the same place.

J. H. G. Russell, Winnipeg, is calling for tenders for a three-storey warehouse for Crane & Ordway and for an addition to the Ashdown block at Winnipeg.

Following are some of the latest structures to be contracted for at Winnipeg : Five houses for J. C. Hicks, to cost $10,500; Ridley Taylor, residence, cost $8,500; addition to the Kilgour-Rimer building, to cost $25,000; R. J. Mackenzie, six houses; A. Carlson, residence, $4,000; Presbyterians, church, to cost $3,500; J. A. Martin, residence, to cost $4,000.

Toronto's building returns for June show a slight increase in the number of building permits issued, and the value of new buildings as compared with the same month last year. The figures for the half year indicate an increase of nearly $2,000,000 over the amount for the same period last year. Following are the figures : January to June, 1905, $4,494,326 ; 1906, $6,195,470.

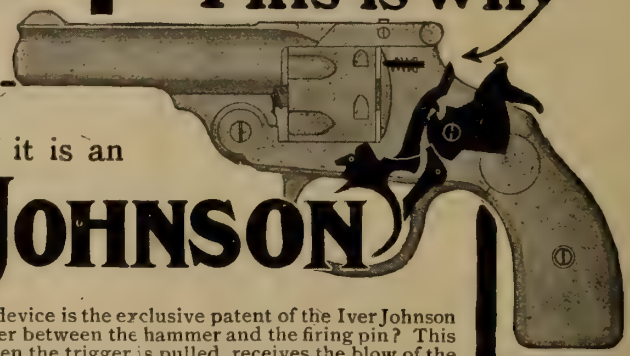
CEMENT ELEVATORS.

Cement is rapidly coming into general use for building purposes. In the great Peavy elevator fire at Duluth the wooden working-house, containing 938,000 bushels of grain, valued, in all, at nearly $1,000,000, was a total loss, but the concrete annex, containing an immense quantity of rye, flax and wheat, went through the fire intact. According to a report in the Northwestern Miller, the two buildings were about 35 feet apart, and the heat from the millions of feet of dry timber in the wood house was so great that steel rails between the two were subjected to a welding and fusing temperature, while for hundreds of feet away it was so hot that men could not live in the glare. The 8 to 12 inches of cement between this heat and the wheat within the nearest row of bins in the concrete house were amply sufficient to protect the grain from injury. With the foregoing in view, the new elevator of the Goderich Elevator & Transit Company, now in course of erection, is being constructed throughout of cement and steel. Both working-house and storage bins are being built of those materials exclusively.

The Town of Steelton, a suburb of the Soo, has passed a by-law to install a municipal system of water works.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

SAND WILL DO IT.

I observed a locomotive in the railroad yards one day,
It was waiting in the roundhouse where the locomotives stay;
It was panting for the journey, it was coaled and fully manned,
And it had a box the fireman was filling full of sand.

It appears that locomotives cannot always get a grip
On their slender iron pavement, 'cause the wheels are apt to slip;
And when they reach a slippery spot their tactics they command,
And to get a grip upon the rail they sprinkle it with sand.

It's about the way with travel along life's slippery track;
If your load is rather heavy, you're always slipping back.
So if a locomotive you completely understand,
You'll provide yourself in starting with a good supply of sand.

If your track is steep and hilly, and you have a heavy grade,
If those who've gone before you have the rails quite slippery made,
If you ever reach the summit of the upper tableland,
You'll find you'll have to do it with a liberal use of sand.

If you strike some frigid weather and discover, to your cost,
That you're liable to slip on a heavy coat of frost,
Then some prompt, decided action will be called into demand,
For you'll slip way to the bottom if you haven't any sand.

You can get to any station that is on life's schedule seen
If there's fire beneath the boiler of ambition's strong machine,
And you'll reach a place called Flushtown at a rate of speed that's grand
If for all the slippery places you've a good supply of SAND.

TRADE WITH NEWFOUNDLAND.

Newfoundland's trade returns for the year ending June 30, 1905, show a 100 per cent. increase in imports from Canada and a 50 per cent. decrease from the United States. Canada is still far behind its competitors, however, particularly in groceries and dry goods. The hardware lines listed are as follows :

	Great Britain.	Canada.	U. S.
Cement.....	$ 2,533	$ 812	$ 58 92
Cordage	29,555	4,920	5 787 00
Hardware.....	148 379	61,771	93,094 00
Ironware.....	12,540	29,016	38,648 00
Iron of all kinds..	32,401	2,944	2,874 00
Nails.....	12,285	9,748	17,574 00

CONDENSED OR "WANT" ADVERTISEMENTS.

BUSINESS CHANCES

$2,500 will buy the stock of stoves and tinware, tools, patterns and raw stock of a live business in the thriving town of Burlington. Apply, Lock Box 113, Burlington. [30]

FOR SALE—In Ontario, large retail hardware business, doing immense trade; grand opportunity; good reasons for selling. Hardware Merchant, care of HARDWARE AND METAL, Toronto.

STOVE and tinware business in most prosperous section of Prince Edward Island; only tinshop in town; good opportunity for right party. Write J. D. Bell, Montague, P.E.I. [27]

HEATING, plumbing and tinsmithing business, with complete set of tools; stock, $3 000; located in best town in Ontario; will sell in whole or part. Box 541, HARDWARE AND METAL, Toronto. [28]

HARDWARE business for sale in good northern town, population twenty-five hundred; no opposition; stock about four thousand, turnover fourteen thousand; good chance to add tinsmithing; reasons for selling, going to British Columbia; this is a money-maker; write quick. Box 542, HARDWARE AND METAL, Toronto. [28]

SITUATIONS WANTED

IMPLEMENT AND HARDWARE FACTORS, Engineers, etc.—Englishman (35, single) desires berth with either of above; first-class traveller, thorough accountant and office man; accustomed to engineering trades; highest credentials; would be prepared to invest in a small genuine business after trial. Address, Box 537, HARDWARE AND METAL, Toronto. [28]

BOOKKEEPER and stenographer wanted; a young man who understands double entry bookkeeping and can do typewriting and write shorthand; town of 7,000; state qualification and salary. Box 539, HARDWARE AND METAL, Toronto. [29]

HARDWARE clerk wanted; young man with three or four years' experience in general hardware, who can make and close sales; must be good stock keeper, tidy and of good appearance; for hardware in town of 7,000 population; state experience and salary expected. Box 540, HARDWARE AND METAL, Toronto. [29]

AGENCIES WANTED

ENGLISHMAN about to return to London, well connected in hardware trade, would be glad to communicate with manufacturers with a view to taking up agencies either buying or selling. Address, Box S, HARDWARE AND METAL, Montreal. [29]

SITUATION VACANT

EXPERIENCED hardware and stove salesman for British Columbia town; must be energetic and understand the business; apply with reference and last employment; good salary to man who can fill the position; correspondence treated confidentially. Box 538, HARDWARE AND METAL, Toronto. (27)

WINNIPEG

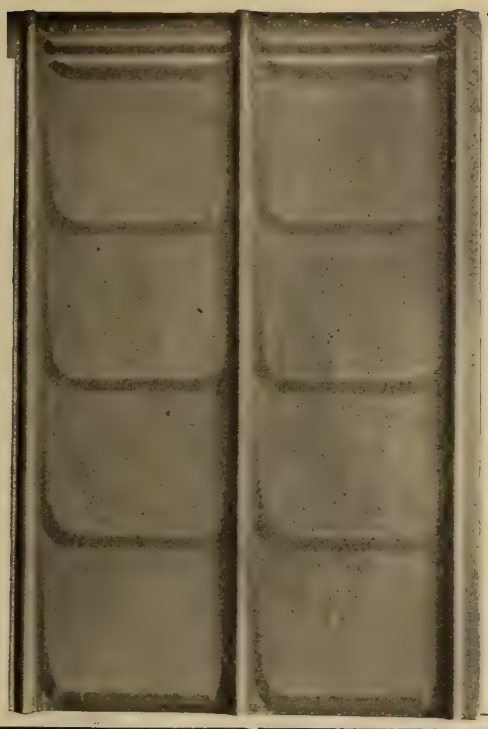
NEW WAREHOUSE

UNDER CONSTRUCTION

FOR SALE OR LEASE

50x100 ft., 6 stories and basement, mill construction, corner, light three sides, with spur track, 1 block from City Hall.

RADFORD, 475 Main St.



HERE IT IS!!

The "Sure-Grip" Shingle

Those who are using it, and the number is increasing by leaps and bounds, claim it's the greatest shingle ever made. Of course they know, because they have tried them all.

Fall in line—don't waste time and energy.

Made in three weights of both painted and galvanized material.

The Galt Art Metal Co., Limited

GALT, ONT.

WESTERN AGENTS

The McCLARY MFG. CO.

WINNIPEG & CALGARY

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., - - BIRMINGHAM



Covert Mfg. Co.

TROY, N. Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.



Everything for the Painter



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS

"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?

Our guarantee protects dealer and consumer.

We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue

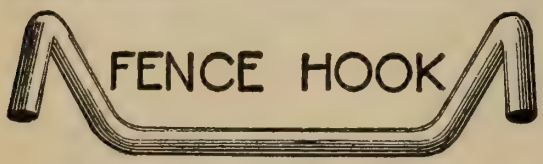


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited. — LONDON, ONT.

The Acme of Perfection

in Cement Blocks is only attained by using

"LAFARGE"

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

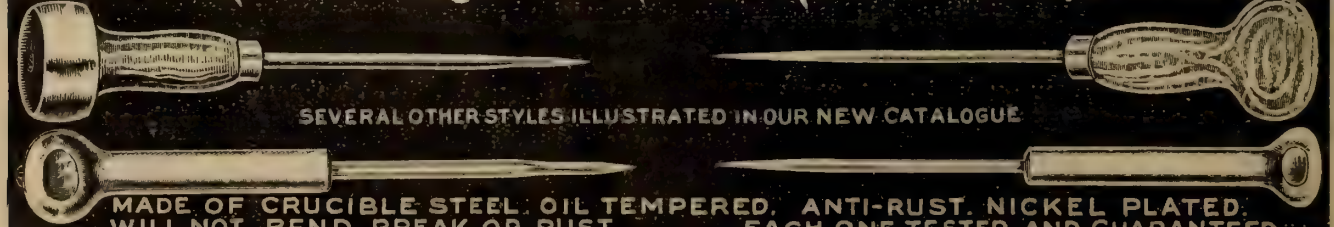
General Contractors' Supplies.

F. HYDE & CO.

31 WELLINGTON ST.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

"The Secret of Success"

is a subject in which many people are interested. In business life, success is variously attained. We have found that the best way to gain it is to MAKE THE RIGHT CLASS OF GOODS, MAKE THEM A LITTLE BETTER THAN THE OTHER MAN and QUOTE A FAIR PRICE.

"Dominion Brand" Tarred Felt

is an article which will help YOU to success. Our COAL TAR, ROOFING PITCH, and other ROOFING MATERIALS, are just as well manufactured, and just as saleable.

LET US HANDLE A TRIAL ORDER FOR YOU.

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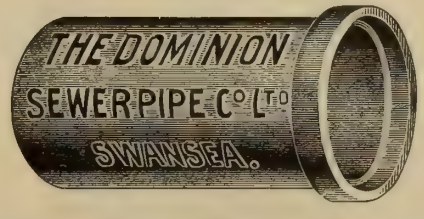
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The Dominion Sewer Pipe Co., Limited

Swansea, Toronto, Ont.

Manufacturers of



VITRIFIED SALT GLAZED

SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

The Dominion Sewer Pipe Co., Limited

Works : Swansea, Toronto, Ont.

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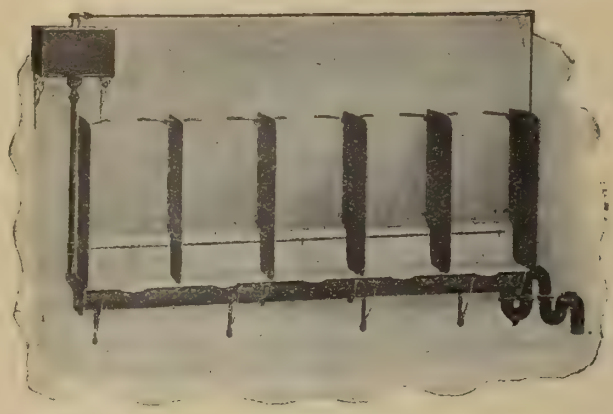


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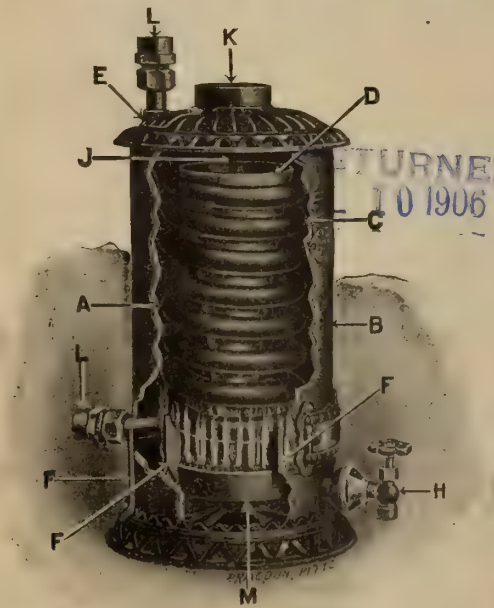
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PLUMBERS' SUPPLIES



The LAWSON WATER HEATER. Made for natural or artificial gas.

A Good Gas

Water Heater

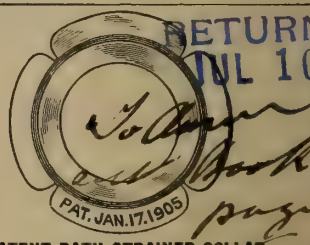
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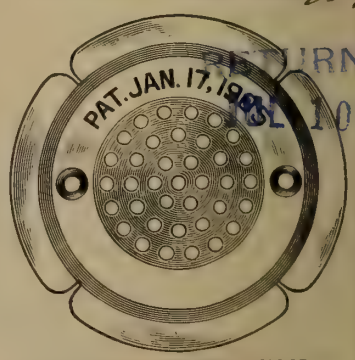
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PATENT BATH STRAINER COLLAR



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The **James Morrison Brass Mfg. Co., Limited**

89-97 Adelaide St. West, **TORONTO**

RETURNED JUL 10 1906

PLUMBING AND STEAMFITTING

THE OLD PLUG BASIN.

To find desirable furnished rooms in the pleasant old quarters of New York, surrounded by Washington square and Fifth avenue, was not an easy matter this year, but after a lot of hunting and inspecting we finally landed in one of the charming old-fashioned mansions between Fourteenth street and the square.

The second day after we were settled we noticed that the ceiling in one corner of the room was dripping water like a raincoat. A hurry call for the manager of the house brought back the answer that he was out and would not return until evening. Meanwhile the water continued to pour down the sides of the room, soaking furniture and carpets and threatening to flood the entire floor. Without waiting for the worst to happen, I ran upstairs to the bathroom. A simple glance was sufficient to reveal the cause of the trouble. It was the old-fashioned stationary washstand. Someone of the roomers had used it early in the morning and left the rubber plug in the bottom outlet. The water was half turned off and a wash rag had floated up to the perforated overflow, covering it so completely that the water had run over the edge of the basin and down the outside of the waste pipe, then through the ceiling.

It was an easy matter to stop the flow of water, but the damage had been done and there was nothing to do but wait for the return of the manager. That evening he tapped on the door of the sitting room and, on coming in, said rather curtly: "You wanted to see me?" "Yes," I said, "I wanted you this morning to show you the flood that came into this room." While I was telling him how it happened he was looking up at the drenched ceiling, probably doing some mental figuring on the cost of repairs. Turning suddenly, he broke out with an oath, and then apologized for it.

"This isn't the first time I've had this happen since I took this house," said he, "and I have made up my mind it will be the last time. I rent furnished room to old couples from the country. It was either that old man or the old woman who have the room over this one that caused all this trouble. They come here to spend a few weeks in the city and always pitch onto rooms in this part of the town, and nearly every time I get a pair like that in any of my rooms I have a mess and a big bill for repairs. It makes me tired. I don't think they do it on purpose. They simply don't know any better, because they are not accustomed to anything more than the pump in the back yard."

His reflection on old people was so harsh and disagreeable that I felt as though he was applying it personally to me. I am getting to be an elderly person myself, but I know modern plumbing as well as any layman in the land and I made him understand that I was not one of the jays to be put on his list.

As he appeared to be a little more moderate in his tone, I said to him: "Doesn't all of this trouble come from the old plug basins you have in your houses in this section?"

"Yes," he said, "it does."

"Well," said I, "the fault lies in a great measure with those old-time basins. I looked at the one in the bath room this morning and saw it dated back to the middle of the nineteenth century. It was probably made at Trenton, N.J., when they first began to make sanitary earthenware forty years ago.

"There have been lots of improvements made in stationary washstands since that time. Nearly all of the modern styles are more elaborate and costly than the ordinary plug basin, which is the same old thing to-day that it was years ago, and it has probably caused more damage than any one article of bathroom fixtures that was ever put into a home."

Just here the manager smiled and said: "Well, that's all right, but what good does it do me to know all this about plug basins, as you call them?"

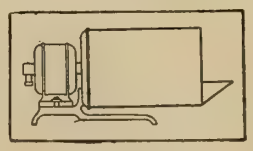
"Not any, perhaps," I answered, "but it would do you some good in your later experience if the architects and builders were to suggest to sanitary potters some improvement in the ordinary plug basin that would not make it cost much more than it does at present. If nothing else can be done, it is perfectly feasible to make a plug basin with two overflow outlets instead of one, as they are now made. A wash rag left in a basin with two outlets could not be drawn by suction against both of them at the same time. What is wanted is more overflow capacity in the standard plug basin and then it will be as safe and serviceable as any of the more expensive styles of basins, which are placed in modern houses, and they could be made to replace the old single vent basins without having to renew the marble tops or any part of the plumbing."

As the manager reached for his hat he looked at me rather quizzically and said: "Well, you seem to be pretty well up on the subject of plug basins. You go ahead and get the pottery people to make some improvement in 'em and I'll rip these old things out and put in the new ones rather than have this trouble and expense two or three times a year."

I made no promise on that score, but did resolve that I would tell the story to the sanitary potters and depend upon them to do the rest. They are quick enough to adopt new ideas and work them out successfully, as is evidenced by the splendid improvements they have made in all other branches of sanitary potting, and if it is put up to them in the proper way they can and will produce a standard plug basin which the most careless person can not overflow, no matter how long the water may be left running with the plug in the bottom.—The National Builder.

ELECTRIC VENTILATOR.

A recently invented electric ventilator is operated by a small electric motor contained in the case, with the fan. Air is drawn in through a screen which removes all dust and dirt, and on entering the ventilator strikes a basin of



Electric Ventilator.

water which cools and moistens the air. For sick rooms small pieces of ice can be put in the water or any desired disinfectant. If dry air is desired instead of the water or ice, use lime, which is a rapid absorber of moisture.

MASTER PLUMBERS' CONVENTION.

The 24th annual convention of the U. S. National Association of Master Plumbers, held at Atlantic City on June 26 to 28, was the greatest in the history of the organization, delegates being present from Mexico for the first time. John A. Gordon, Montreal, secretary of the Canadian National Association of Master Plumbers, and Harry Mahoney, Guelph, treasurer of the same body, were the Canadian representatives, they being accorded the usual privileges of fraternal delegates to the convention. President A. J. Hammond, of Winnipeg, wrote a letter expressing his regrets at being unable to be on hand.

Interesting essays on various subjects prepared by members of the association were read and discussed, some of which will be reprinted in these columns in future issues.

The apprenticeship question was debated at length, the general report being that the dearth of good mechanics was constantly increasing and it was necessary for the employers to do what they can to increase the number of boys learning the trade. Open shops and trade schools were two plans adopted successfully in some cities.

The sanitary committee recommended that a committee be appointed from this association to confer with like committee, if such could be appointed from the National Health Committee of National

Inspectors of Plumbing of the United States, to form a code of laws and regulations governing plumbing and all sanitary requirements, both water supply and drainage, also fixtures and material necessary for the betterment and protection of the public health in all cities, towns and states, for the reason that from all the years of the existence of this national association, at which reports and essays have been received, they have not been adopted or enforced, but merely in proceedings, and from experience and information the inspectors and boards of health in many cities and states formulate, interpret and enforce their rules, according to their own interpretation and situation of the surroundings of their localities. Therefore, any recommendations from this association would not be acceptable to all, so that the conference of the three committees would bring forth many good and practical ideas, from which a law governing the many places in which water and drainage is used, also a standard of workmanship, material and fixtures for the better safety and comfort of the many who dwell, travel and visit this country, as any disease contracted from a town or city, especially during the vacation season, when all persons, both young and old, change for rest and supposed health, would spread an epidemic in various houses, schools; in fact, all places where people mingle for instruction, living and enjoyment, for good health and happiness, so that a national law of health which could be so worded and formed to be acceptable to all localities, would better serve the wants of the people and a strict enforcement by conscientious officials who could be paid from the fines from violations of such law, and possibly from a proper license fee for all those who desire and are qualified to engage in this, the greatest of all happiness and comfort, the public health."

R. B. Moodie, Dayton, Ohio, was chosen president for the coming year and Louisville, Kentucky, was selected as the city where next year's convention will be held.

MUELLER'S CONVENTION EXHIBIT.

The accompanying cut shows the Mueller exhibit at the Atlantic City convention last week, the display consisting of the regular Mueller line of compression, fuller and ground key work, lead flange work, caulking tools, brass ferrules, pipe reamers, pressure regulators, pipe jointers, etc. The shelf upon which the goods were displayed had a hexagon shaped top which was revolved by a small electric motor. The stand was covered with green velvet and was surmounted by a handsome gold plated No. 4½ fuller double bath cock. Messrs. F. B. and Philip Mueller were in charge.

SEWAGE DISPOSAL AT BIRMINGHAM.

According to P. B. Ball, Canadian commercial agent at Birmingham, the Tame and Rea Drainage Board, which recently adopted a modern method of sewage disposal, has since decided to extend the bacteria beds to nearly double the present area. The board has jurisdiction over an area of ninety square miles, the population of which approaches 900,000. The normal flow of sewage which has to be dealt with is no less than 25,000,000 gallons a day. To treat with such a large volume by the broad irrigation system, the 200,830 acres of land, which constitutes the drainage board's estate, would be quite inadequate, but during the past four years bacteria beds have been constructed, and at the present time one-fourth of the sewage is dealt with in this way. It has been found that the Birmingham sewage was rather deficient in bacteria, and that a larger number of organisms would accelerate the process of fermentation and liquefaction, and afterwards of oxidation and nitrification. In the sewage as it arrives at the out-fall works there are about 400,000 bacteria per cubic centimetre. It was also found that the acids from many of the city's industries were inimical to the life of the bacteria. This difficulty has been overcome, however, by increasing the capacity of the tanks at the out-fall works, and now the organisms are cultivated to such an extent that the sewage at Cudworth, where the bacteria beds are situated, contains no fewer than 17,000,000 bacteria per cubic centimetre.

The Bacteriological Process.

In the liquifying or "septic" tank, the main sewage undergoes a process which frees it from suspended matter, such as road grit, and of the organic and inorganic substances which go to form what is technically known as "sludge." This "sludge" has been successfully converted into an inodorous composition. This transformation is almost entirely due to the work of micro-organisms, and though the process has not yet been carried to the full extent of its possibilities, yet the method is now fairly well understood. After the "sludge" has been eliminated, the sewage is at present conveyed down the Tame Valley in an eight-feet diameter culvert, from which branch off numerous subsidiary carriers, and is evenly distributed over the land, where the process of disintegration is a natural one. But the land would only take a certain quantity of sewage, and a nuisance seemed imminent. Engineers and chemists, however, evolved the bacteria bed method, and one acre of bacteria beds is capable of doing as much work as from 50 to 70 acres of land, and it is this and similar striking facts which have induced the drainage board to pursue their present policy.

The underlying principle of purifying sewage in bacteria beds is to provide, by means of stone, or other hard particles, a habitat for the aerobic (those that require free oxygen for their vitality) and nitrifying bacteria. The best method of constructing such a habitat has exercised the minds of experts for many years, and when Cameron first introduced the system, the medium was placed in a tank, and after a certain number of hours the sewage which had been passed in was allowed to flow out again into the river. Many large cities in England have that system, but it has been admitted latterly that the more scientific, as well as more economical method, where physical conditions will admit of it, is the adoption of what is called a percolating bed, or continuous filter. By this method the media which form the habitat for the bacteria are placed upon a false floor which rests on a concrete plane, and are built up to a height of about five feet. The bed is surmounted by distributing pipes, constructed in various ingenious ways, through which the sewage is sprayed over the surface of the beds. The drops percolate through the medium in about three or four minutes, and the sewage becomes changed into an innocuous liquid, which may be passed into the stream with no harmful effects.

RETURNED
JUL 9 - 1906
J. Cunn
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page 37
WSL



Medicine Hat, Sask., has voted to raise $40,000 for a new water works system and $8,000 to extend the natural gas system.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 6, 1906.

A slight decline in solder is the only price change this week. This is occasioned by the continued fluctuations of tin and the downward tendency of pig lead, which has been somewhat marked during the past few days, so that lower prices are again quoted.

The turn-over of all the Montreal plumbing supply houses this week is as large as ever. The holiday seemed to make very little difference except in the size of Tuesday's mail, and the later days in the week developed such heavy orders that the week's aggregate is quite up to the average.

Prices on nearly all lines are very steady. In the case of lead pipe, quotations are somewhat easier in tone owing to the conditions of the primary market. The same discounts, however, are given as have ruled for some time past.

RANGE BOILERS—Business is active, with a good inquiry for all lines. We quote the following prices: Iron clad, 30 gal., $5; 40 gal., $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE — Prices and discounts continue the same as at our last report, but it is thought that if present conditions in the pig lead market continue easier prices will soon be effective. Our quotations follow: 20 per cent., f.o.b., Montreal, Toronto, St. John, N. B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Orders show no abatement in the volume of business. We are quoting: Discounts on all sizes of nipples up to 6-inch, 67½ to 70 per cent.

IRON PIPE—Still no advance has taken place. Conditions of this branch of the trade are the same as have been noted for many weeks. We still quote: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — Jobbers report plenty of business in this line. Discounts as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—The unsteady condition of the market in ingot tin and pig lead has caused a decline in both grades of solder, and we now quote: Bar solder, half-and-half, guaranteed, 24c.; No. 2, wiping solder, 19½c.

ENAMELWARE—Good orders are being filled here from day to day. Prices remain: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 6, 1906.

Lead pipe has at last responded to the stiffening conditions existing in the primary markets, the change being made on Thursday from 20 to 15 per cent., the latter now being the ruling quotation. Solder, on the other hand, is no stronger, quotations being about as they were a week ago.

In pipe and fittings conditions are unchanged, with some talk of price cutting on various lines, particularly on malleable fittings, an extra 10 per cent. being said to be given by some supply men. The cut is by no means general and it is probably little more than talk.

Buying of all classes of plumbing supplies is very lively and no let-up is expected until October. Heating goods are moving satisfactorily, although this is, of course, not a rush season.

LEAD PIPE—The looked for advance has been made and we now quote 5 per cent. lower. We quote: Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS — Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE — A steady business is being done. We quote as follows: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67½ per cent.; cast iron plugs and bushings, 67½ per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65½ per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Business is on the increase and a good season is looked for. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Prices are weaker again. We quote: Bar solder, half-and-half, guaranteed, 24c. to 25c.; wiping, 22c.

ENAMELWARE — We quote as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

CANADA BRASS CHANGES.

The Canada Brass & Supply Co., London, have changed their firm name to the Labatt Mfg. Co., and are making other changes in order to better take care of their growing trade. The Toronto office and warerooms are being moved from King and York streets to 367 Queen street west, where the showrooms will be much more conveniently located. Richard Crashley, Toronto manager, reports a steadily growing city trade.

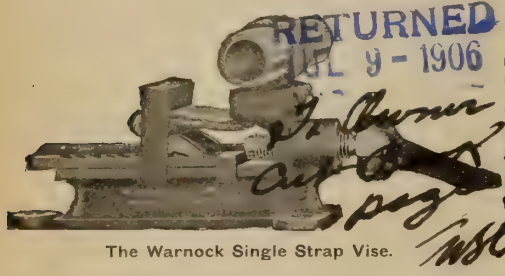
PRESENTATION TO TRAVELER.

An interesting event took place on Saturday morning at the James Morrison Brass Mfg. Co., when James Morrison, president of the company, on behalf of the members of the office and warehouse, presented a gold locket, suitably engraved, to Fred. Armstrong, who is leaving to locate at Calgary. In the course of his remarks Mr. Morrison referred to the high respect in which Mr. Armstrong was held by his fellow associates, and expressed the hope that the memento would serve to cement the many friendships which have grown up around him. Mr. Armstrong very feelingly thanked the staff for their

kindness during the many years he had been with the firm. S. T. Hadley is taking Mr. Armstrong's place on the road and F. Howard has been moved up to Mr. Hadley's position in the sales office.

WARNOCK SINGLE STRAP VISE.

The accompanying illustration shows a new single strap vise designed and manufactured by the Warnock Mfg. Co., of Worcester, Mass. This is a new tool for nickel and polished tubing, being very convenient for polished work. All that is needed to hold the pipe is to thrust it through the loop and draw it down to an adjustment with the pipe. After this the harder you pull the harder the vise holds, as it has the same principle as the Warnock wrench, which hugs the tighter the harder you pull. The manufacturers will forward additional information on request.



The Warnock Single Strap Vise.

Sova & Barbour have opened a plumbing shop at Winnipeg.

SWEATING OF PIPES.

Insulating cold water pipes is frequently done in sections of the country where the water flowing through the pipes is at a comparatively low temperature, the warm air passing over them cooling so quickly as to cause condensation of the moisture in the air. The wet spots under the water pipes are frequently attributed to leaks, but the experienced plumber diagnoses the case as one of sweating. The remedy is to cover the pipes with some kind of nonconducting covering like some of the asbestos productions, protecting the pipes from the warm air.

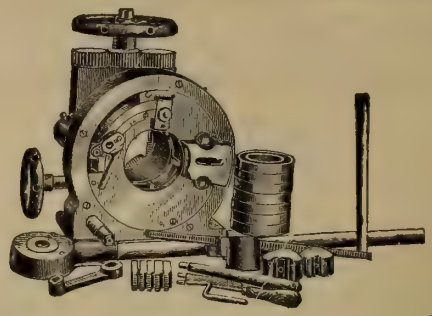
IT'S PRESIDENT CARRICK NOW.

The Central Supply Association of Ontario met at the King Edward Toronto, on June 27. Deep regret was expressed at the recent death of President A. A. McMichael, and in the ensuing election W. H. Carrick, of the Carrick Foundry Co., was chosen as the new president. The association's offices on Toronto street, Toronto, have been closed.

HYDROCARBON BURNER.

W. Kemp, Tucson, Arizona, has invented an improvement in burners seeking to produce a burner wherein the inflow of air and of liquid or gaseous fluid is regulated independently of each other, to the end that an intense or modified heat may be secured and regulating means are normally under the control of an attendant, such burner involving small expense in installation and repairs. It constitutes a division of a prior application filed by the inventor.

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goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

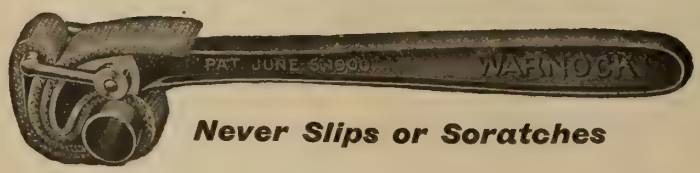
This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

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Warnock Mfg. Co., Worcester, Mass., U.S.A.

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finest brass goods made



ALL SIZES — GUARANTEED 5 YEARS — ALL KINDS





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Selling Agents for Canada



An Adjustable Bushing

Saves all the trouble of separate bushings for each size of pipe. Centres the pipe instantly by a twist of the cam plate. Made for all sizes of genuine Armstrong Die Stocks. Sold separately from the stock. A very very useful device.

Write for catalogue and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St., Bridgeport, Conn.

Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

That Peculiar Grate-Bar in the Oxford Boiler.

One thing that makes it easy to convince a man about The Oxford Hot Water Boiler's fuel-saving powers is the peculiar build of its grate-bars.

They're triangular, because that's the shape that gives most strength, stands most abuse and use, and wears out slowest.

They're hollow, because that way they let more air into the fire, and let it in evenly underneath every part of the bed of coals.

And they are driven by cog-gears, so it's easy to shake them, and impossible to jam them or get them clinker-clogged.

And, besides all that, they're fitted in, these Oxford Boiler bars, so that you can take out any one of them for repairs and never touch the others of the set at all.

When you remember that the grate-bar is only one of fourteen selling points about this boiler—

Doesn't it strike you it might pay to hear what kind of a proposition we are ready to make any live dealer who will let us help him sell the best-selling boiler there is on this earth?

Yes, a post card will do to ask questions on. Just address it

The Gurney Foundry Co., Limited

We also manufacture Steel Plate Ranges, Gas Stoves, Ranges and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

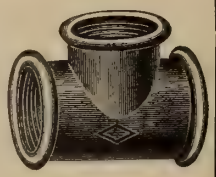
TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

166







DIAMOND-BRAND-FITTINGS

Manufactured and Guaranteed by

The Oshawa Steam and Gas Fittings Co. Limited

Stocked by all Leading Wholesale Houses.

——— *SPECIALTIES* ———

Hot Air Furnaces. Cash Weights and Washers.

Fine Grey Iron Castings.

OSHAWA, - CANADA

Suppose You Write For Prices

We'll say you are a dealer in a town of 1,800. Builders, contractors, etc., come direct to you for supplies. Perhaps in the past you haven't had many calls for Hot-water Boilers. Any orders received you have dispatched to your wholesaler or manufacturer, received the discount, and there the matter ended.

Did you ever stop to think that with the

IMPROVED

Daisy Hot-Water Boiler

you can do a continuous business? The price is so reasonable, the boiler so reliable, the service so much superior to furnace or stove—that orders are sure.

Get in line with your "Daisy" order.

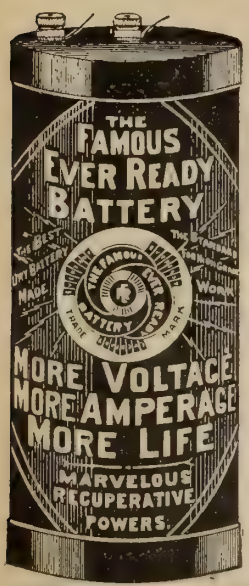
R. J. CLUFF & CO.

Lombard Street, TORONTO

☞We carry large stock of Iron Pipe, Cast and Malleable Fittings, Brass Goods and everything to complete a heating system.

Ontario Agents for

Warden King & Son, - Montreal



The Ever Ready Dry Battery

FOR AUTOMOBILE and

GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

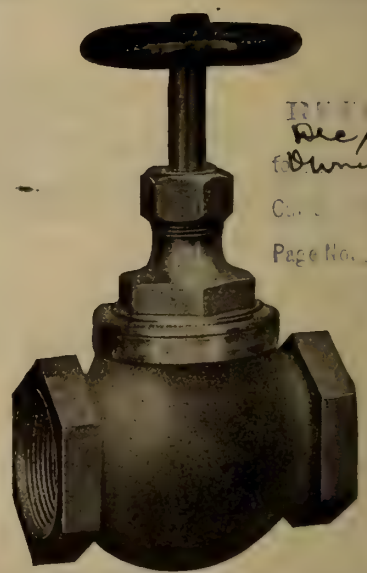
We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's "Copper-Alloy" Disc

GLOBE VALVES

are superior to any other disc valves on the market for high steam.

This is a very superior valve, at a moderate price.

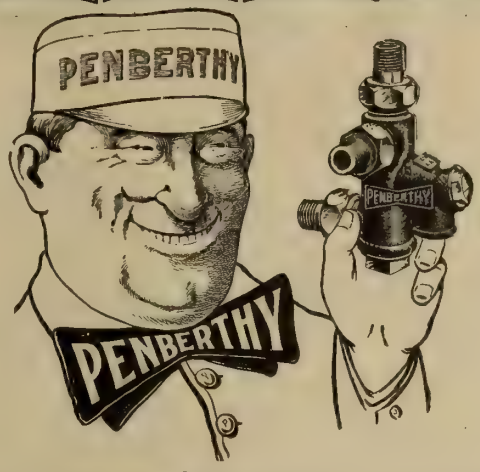
The KERR ENGINE CO.,

Manufacturers Limited

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

GET OUR PRICES ON
Air Cocks, Lubricators, Air Vents,



GET OUR PRICES ON
OILER AND GREASE CUPS

QUALITY GUARANTEED

PRICES THAT SATISFY

The injector that makes good all over the world.

An injector that is given the severest tests on capacity, long lift, hot water, vacuum, etc.
An injector that has won the confidence of every intelligent engineer and mechanic

BECAUSE IT IS

RELIABLE

ARE YOU SELLING PENBERTHY INJECTORS?

Manufactured by

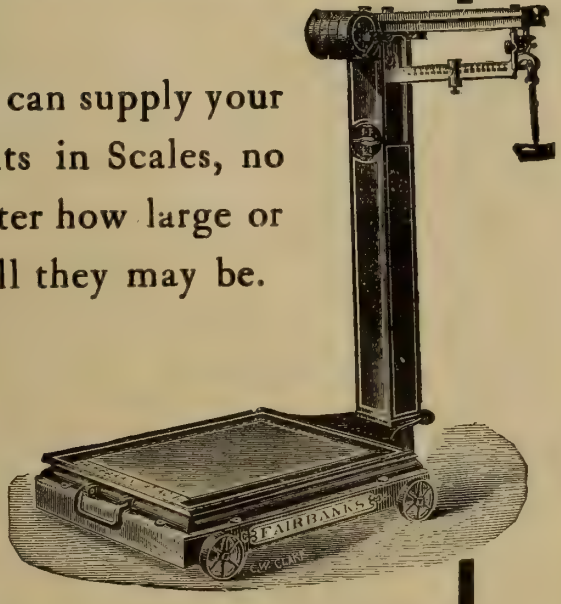
Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

FAIRBANKS

STANDARD SCALES

We can supply your wants in Scales, no matter how large or small they may be.



SEND FOR CATALOG.

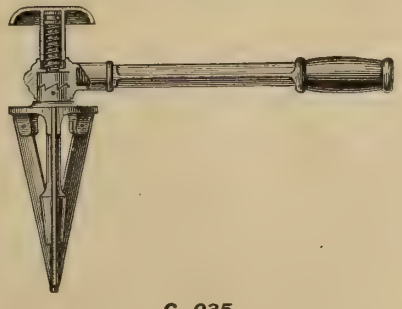
The Canadian Fairbanks Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

MUELLER

Pipe End Reamers

Ratchet Handle Pattern



C—035

Ream all sizes of pipe up to 3 inch. Complete with handle. Do away with brace or stock, lighten the kit and save time in getting ready. Plain or ratchet handle.

THE MARK OF UNCONDITIONAL DECATUR H⬡M ILL. U.S.A. REGISTERED TRADE MARK GUARANTEE MUELLER GOODS

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

That Name "McARTHUR" Means a Lot to the "Anxious-to-Get-Along" Dealer

Our goods are Magnetism for a new business, Stability for an old business.

If you want to win trade or hold trade, get on the "order" side of

"BLACK DIAMOND"



TARRED FELT

"JOLIETTE"
"CYCLONE"
SHEATHING

and our Ready Roofing, Building and Wrapping Papers.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

July 7, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$43 00 $45 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I XX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, " }	7 00
" 14x65, "	

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1¼ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Jowett's Diamond J	0 06½	0 07
" Best	0 11	0 11½
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"T" " warranted		0 14
"C" "		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" annealed		0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons' B P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Ex Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra onarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11¾
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10½ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40			3 40
22 to 24 gauge	3 55	3 90		3 65
26 "	4 10	4 15		3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ "		5 60
" 5-16 "		4 45
" ⅜ "		3 85
" 7-16 "		3 70
" ½ "		3 55
" 9-16 "		3 45
" ⅝ "		3 35
" ¾ "		3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 00

Bars.

Cut lengths, round, ¼ to ⅝ in.	26 00
" round and square,	
Cut 1 to 2 inches	26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned } 35 per cent. off list.
Spun }

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	7 25 7 50
Domestic " "	5 00 5 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks	8 25

LEAD.

Imported Pig, per 100 lb.	4 50
Bar,	4 65
Sheets, 2½ lb. sq. ft., by roll	0 05¼
Sheets, 3 to 6 lb. "	0 05¼

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Hallett's	per lb.	0 28 0 30

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300	65 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	⅛ inch 2 92
¼ "	2 09	¼ " 2 92
⅜ "	2 42	⅜ " 3 27
½ "	3 05	½ " 4 20
1 "	4 37	1 " 6 20
1¼ "	5 96	1¼ " 8 21
1½ "	7 15	1½ " 9 86
2 "	9 54	2 " 13 10
2½ "	14 50	2½ " 21 80
3 "	19 00	3 " 28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock	net	1 75
No. 4 "	"	1 90
No. 7 Fuller's	"	2 35
No. 4½ "	"	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 ... " 2 25
Square head brass cocks, discount 65 per cent
" " iron " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS

Copper, 30 gallon	net	25 00
" 35 "	"	29 00
" 40 "	"	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.5
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS.

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 percent.

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 25½	0 24
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.	Per 100 lbs.
Pure	6 00 6 25
No. 1	5 65 5 90
No. 2	5 30 5 65
No. 3	5 05 5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Monarch	5 75
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
" Anchor," pure	6 00
Sterling Pure	6 00
Ramsay's Pure Lead	6 00
Ramsay's Exterior	5 75
Crown and Anchor," pure	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07 0 08
French V. M.	0 06 0 25
Lehigh	0 05 0 06

GROUND WHITE ZINC.

Pure	0 08 0 09
No. 1	0 6½ 0 07½
No. 2	0 5½ 0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Toronto Lead & Color Co's pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
Natural	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls. per gallon	0 60
Senour's Floor Paints ....gal.	1 20

PARIS GREEN.

600-lb. barrels	
200-lb kegs	
50 and 100 lb. drums	
25 lb. drums	
1 lb. paper boxes	
½ lb. tins	
½ lb. paper boxes	
¼ lb tins	

Terms 2 per cent. off 30 days or 90 days.

PUTTY.

Bulk in bbls.	1 50
Bulk in less quantity	1 80
Bladders in bbls.	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20 assorted
Sherwin-Williams' kopal varnish, case. from to 1 gal., $2.50.		
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

GLUE.

Common	0 08 0 08½
French medal	0 10 0 14
White, extra	0 16 0 18
Strip	0 18 0 20
Coopers	0 19 0 20
Ground	0 12 0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; 5 per cent. discount. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	025

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes	
Single bit, per doz.	7 00 10 00
Double bit, "	10 00 18 00
Bench Axes, 40 per cent.	
Broad Axes, 25 per cent.	
Hunters' Axes	5 50 6 00
Boys' Axes	6 25 7 00
Splitting Axes	7 00 12 00
Handled Axes	8 00 10 00
Red Ridge, boys', handled	5 75
" hunters	5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00 7 00
Best quality	10 00 12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 35 3 00

House.

American, per lb. 0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell, per doz	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, gimlet point	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German	per doz.	6 00 9 00
American	"	12 00 18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00 1 50
Bullard's "	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS

Nos. 32 and 33 per gross 7 50 8 50

CEMENT AND F. REBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4"x3", ex wharf, per 1 000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"x", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45 0 75
White lump per cwt.	0 60 0 65
Red	0 05 0 06
Crayon per gross	0 14 0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis 40 per cent.

It Won't Cost You Anything

to know that Paterson's Wire Edged Ready Roofing is made from Pure Wool Felt saturated with Refined Coal Tar, and the different plies cemented together with the highest grade of Bitumen. Our Roofing contains nothing that will evaporate at less than 300° Fahrenheit, and that's why it lasts so long.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's	70	" 10	"
American	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to 75		"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Size United Inches.	Window. Star Per 100 ft.	Box Price. Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
95 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ⅜-inch	per gross	....	9 00
" " ½ "	"	....	10 00
" " ⅝ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz	4 40	
" " 2, "	4 85	
Barrel, Underhill	5 00	

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb			0 06½
" " 5-in.,	"		0 06½
" " 6-in.,	"		0 06
" " 8-in.,	"		0 05½
" " 10-in.,	"		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in	per 100 lb.	....	4 50
12 in. up	"	....	25
Spring, No. 20, per gro. pairs		....	10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.			

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Ch elier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes	....	2 50

Woodyatt, ball bearing, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz. Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

	NAILS. Cut.	Wire
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 5/ per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	..	7 80
" "		...	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
man ..... " 0 60 0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle..... " 0 22 0 33
Screw ..... " 0 22 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 2 00
Canadian pitcher spout 1 80 3 16

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood.....per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 30 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Tinned or Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 10½
Pure Manilla 0 15
"British" Manilla..... 0 11½
Cotton, 3-16 inch and larger.....0 21 0 23
" 5-32 inch 0 25 0 27
" ⅛ inch 0 25 0 28
Russia Deep Sea 0 16
Jute..... 0 09
Lath Yarn, single 0 10
" double 0 10½
Sisal bed cord, 48 feet.....per doz. 0 60
" " 60 feet..... " 0 75
" " 72 feet..... " 0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 75
" No. 50, nickle-plated, " 0 80
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Kurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka" tinned steel, hooks 8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb. 2 00 2 25
Solid ..... " 1 50 1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose.....	$17 50	.....	$16 30
Bear	15 00	.....	15 30
Fox.....	12 50	.....	14 30
Black Cat....	10 00	.....	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz. 1 90 2 25
" No. 493 ..... " 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita.....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... ..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk...85, 12½ and 12
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and apanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather..... 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.
German.....per doz. 4 75 5 00
S. & D., scou 35 per cent.

TWINES.

Bag, Russian .....per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" 4-ply 0 29
Mattress .....per lb 33 0 45
Staging..... " 0 27 0 35

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " No. 2..... .... 5 50
Saw Vise..... 4 50 9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05 —No. 9, $2.40 — No. 10, $3.10 to $3.10 —No. 11, $3.15 to $3.15 — No. 12, $2.55 —No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb..... .... 2 60
Galvanized, plain twist 2 75
Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 45
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	32 00
Royal Canadian, 11 in. "	29 00
Royal American, 11 in. "	29 00

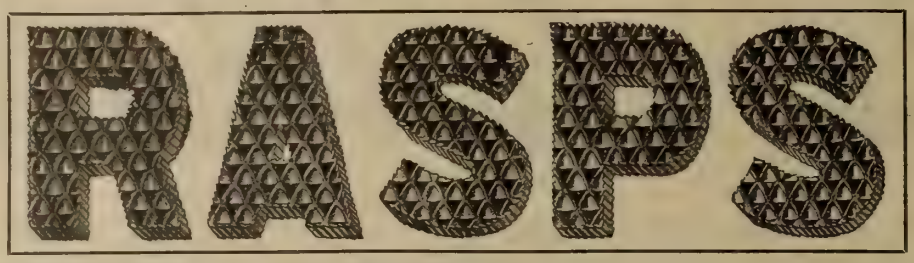
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Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



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Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

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INDEX TO ADVERTISERS.

A

American Shearer Mfg. Co..... 19
Armstrong Bros. Tool Co 19
Armstrong Mfg. Co 58
Atkins, E. C., & Co..... 13
Atlas Mfg. Co..... 12
Auer Light Co 53

B

Barnett, G. & H.. Co....outside back cover
Barrett, Jos., & Sons 68
Batty Stove Co..... 18
Birkett, Thos., & Son Co. 1
Borden Co 58
Bowmanville Foundry Co..... 19
Bradstreet's..... 20
Brantford Roofing Co..... 16
Busy Man's Magazine..... 22

C

Cameron & Campbell..... 22
Canada Foundry Co 20
Canada Iron Furnace Co..... 41
Canada Metal Co.....10, 19
Canada Paint Co..... 46
Canada Paper Co 18
Canada Smelting Works 41
Canadian Bronze Powder Works..... 43
Canadian Fairbanks Co..... 61
Canadian Heating & Ventilating Co.. 28
Canadian Sewer Pipe Co..... 41
Canadian Shovel & Tool Co..... 4
Caverhill, Learmont & Co..... 9
Chicago Spring Butt Co..... 1
Clare Bros. & Co..... 29
Clauss Shear Co..... 63
Cluff, R. J., & Co..... 60
Consolidated Plate Glass Co..... 48
Consumers' Cordage Co..... 2
Continental Heat and Light Co..... 53
Covert Mfg. Co 51
Crain, Rolla L., Co..... 16
Cumming Mfg. Co..... 14
Cutts, O. M. & Co..... 68

D

Davenport, Percy P..... 68
Davidson, Thos., Mfg. Co..... 4
Dennis Wire and Iron Co..... 12
Deseronto Iron Co..... 41
Diamond Saw and Stamping Works... 12
Dieckmann, Ferdinand..... 49
Dominion Cartridge Co. 11
Dominion Sewer Pipe Co 53
Dorken Bros. ..... outside front cover, 12
Dowswell Mfg. Co 52

E

Eadie, H. G..... 41
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co..... 52

F

Fenner, Frederick 43
Forman, John 60
Forwell Foundry Co 58
Fox. C. H..... 20
Francis-Frost Co..... 45
Frothingham & Workman 7

G

Galt Art Metal Co..... 57
Gibb, Alexander..... 20
Gilbertson, W., & Co..... 41
Glauber Brass Co..... 58
Grautoff, B. A., & Co..... 18
Greening, B., Wire Co..... 21
Gurney Foundry Co..... 28, 59
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Cotton Co..... 18
Hamilton Rifle Co..... 19
Hanover Portland Cement Co..... 15
Harris, J. W., Co..... 21
Hart & Cooley Co..... 68
Heinisch, R., Sons Co..... 15
Henderson, J. A..... 14
Heney, E. N., & Co..... 68
Henderson & Potts Co 44
Hobbs Hardware Co..... 6
Hobbs Mfg. Co 12
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 18
Hyde, F. & Co 52

I

Imperial Cement Co 15
Imperial Varnish and Color Co..... 42
International Portland Cement Co.... 15

J

Jamieson, R. C., & Co..... 43
Jardine, A. B., & Co. 41
Johnson's, Iver, Arms and Cycle Works 50

K

Kemp Mfg. Co 22
Kerr Engine Co..... 60

L

Lamplough, F. W., & Co 14
Leslie, A. C., & Co..outside front cover, 41
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 55
London Foundry Co..... 28
Loughead, J. S., & Son 18
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 62
McCaskill, Dougall & Co..... 43
McClary Mfg. Co..... 29
McDougall, R., Co..... 21

M

Maple Leaf Harvest Tool Co 8
Martel-Stewart Co..... 17
Martin-Senour Co..... 13
Merrell Mfg. Co..... 58
Metal Shingle and Siding Co..... 37
Metallic Roofing Co 39
Mitchell, D. & Co 20
Mitchell, H. W..... 20
Morrison, James, Brass Mfg. Co..... 54
Morrow, John, Machine Screw Co 15
Mueller, H., Mfg. Co 61
Munderloh & Co..... 65

N

Newman, W., & Sons 51
Nicholson File Co..... 66
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 41

O

Oakey, John, & Sons..... 41
Ontario Tack Co..... 40
Ontario Wind Engine and Pump Co .. 19
Orford Copper Co..... 41
Oshawa Steam & Gas Fitting Co..... 60
Owen Sound Wire Fence Co..... 21

P

Paterson Mfg. Co..... 64
Pearce, Frank, & Co 20
Pease Foundry Co. 49
Pelton, Godfrey S 43
Penberthy Injector Co..... 61
Peterborough Lock Co..... 16
Peterborough Shovel & Tool Co. 16
Phillips, Chas. D 15
Phillips, Geo., & Co..... 53
Pilkington Bros..... 37
Pink, Thos 11

R

Radford, H..... 57
Ramsay, A., & Son Co..... 45
Reid, David, & Co..... 37
Robertson, James Co....inside back cover
Roper, J. H 17
Round, John, & Son..... 15

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 45
Scott, Bathgate & Co..... 20
Sells Commercial..... 12
Seymour, Henry T., Shear Co..... 15
Sharratt & Newth 18
Sherwin-Williams Co..... 40
Silica Barytic Stone Co..... 15
Stairs, Son & Morrow..... 66
Standard Paint and Varnish Works... 43
Standard Ideal Sanitary Co..... 54
Stanley Rule and Level Co..... 20
Stanley Works 11
Stephens, G. F., & Co..... 51
Stewart, Jas., Mfg. Co..... 20
Summers, John, & Sons..... 17
Surveyer, L. J. A..... 68

T

Taylor-Forbes Co.....outside front cover
Tees & Persse..... 20
Thompson, B. & S. H., Co. outside back cover

U

United Brass Mfg. Co..... 59

V

Vickery, O..... 18

W

Wallace Barnes Co 60
Warnock Mfg. Co..... 58
Welsh Tinplate & Metal Stamping Co. inside back cover
Western Wire Nail Co 52
Wilcox Mfg. Co..... 17
Winnipeg Ceiling and Roofing Co.... 37
Winnipeg Paint and Glass Co 37
Wright, E. T., & Co 18

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter.
Cutts, C. M., & Co., Toronto Junction.

Auditors
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
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Taylor-Forbes Co., Guelph, Ont.
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Imperial Cement Co., Owen Sound.
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Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

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Diamond Saw & Stamping Works, Buffalo

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Canadian Fairbanks Co., Montreal.

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Cameron & Campbell, Toronto.

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Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

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Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

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Cameron & Campbell, Toro

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

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Canadian Heating & Ventilating Co., Owen Sound.
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Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

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Barrett, Jos., & Sons, Petrolia, Ont.

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Winnipeg Paint & Glass Co., Winnipeg.

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Dowswell Mfg. Co., Hamilton, Ont.
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Birkett, Thos., & Sons Co., Ottawa.
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Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

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Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

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Stairs, Son & Morrow, Halifax, N.S.

TURNED
21 1906



Mr. Hardware Dealer—

You will increase your business handling the

MONTREAL BEAUTY NIGHT LAMP

Used in preference to gas and electric light for halls, bedrooms, bathrooms, cellars, etc. It gives a beautiful soft light, burns coal oil, **costs but ¼c. per night**; one filling will burn 40 hours without odor. Size 4 inches by 6 inches. Retail at 75 cts. Liberal discount to the trade. Correspondence invited. Agents wanted.

L. J. A. SURVEYER,

6 ST. LAWRENCE MAIN ST. MONTREAL

Every Hardwareman Can Sell Them

You see there's nothing in the way! The wooden sifter is a back number and the "so-called" metallic sifter soon will be. The real article, the

METALLIC ASH-SIFTER

is reasonable in price, "solid" in material, attractive in make-up.

Sifting isn't so bad a job when the **Metallic Ash-sifter** is used. Try one yourself.

SOLE MAKERS

C. M. CUTTS & CO.

TORONTO JCT., ONT.

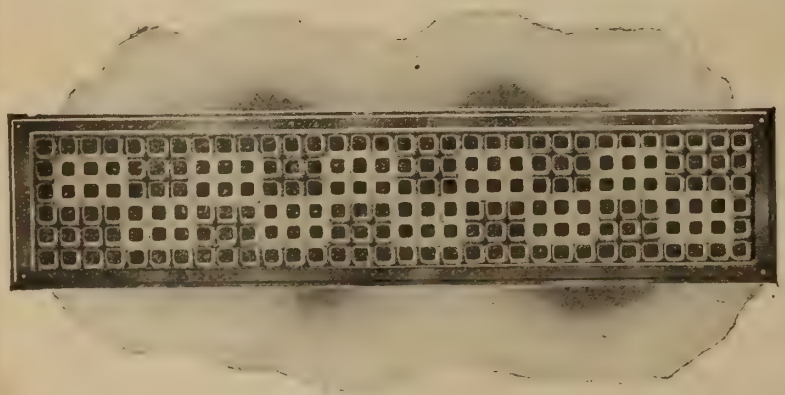


STAY-ON
Horse Blankets

The difficulty with most Horse Blankets is that no matter how you attach them to the horse, they will work off In the special make of our **STAY-ON BLANKETS** this difficulty is overcome. We have spent labor and money to perfect all kinds of horse clothing, and we are pleased to demonstrate to all the advantages derived from the use of our specialties. You pay no more for our goods than you do for inferior qualities.

Largest Manufacturers in Canada

E. N. HENEY CO., Ltd., Montreal

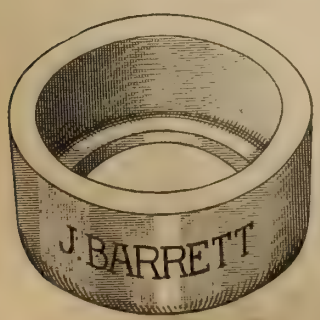


Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.

New Britain, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00 per 100
3-in.	"	$7.00 " 100
3½-in.	"	$8.00 " 100
4-in.	"	$9.00 " 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, - WINNIPEG, MAN.

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

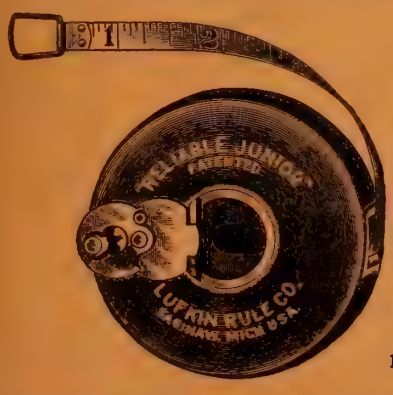
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. **New York City Branch**—200 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1808. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"Apollo" Galvanized
American Bessemer
Bessemer Blue Annealed
Polished Steel Sheets, etc.

We can furnish Steel Sheets in different qualities suitable for all purposes, and shall be glad to make quotations on receipt of particulars of your requirements.

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

Dominion of Canada Sales Agents UNITED STATES STEEL PRODUCTS EXPORT COMPANY Sheet Steel and Tinplate Departments.

FIRING THE CHARGE

every time, is the secret of the successful operation of the Gas or Gasoline Engine : :

The APPLE IGNITION SYSTEM does it



TRY THE APPLE IGNITER

also the Apple Storage Battery and Automatic Battery Charger—First cost the only cost.

Canadian Distributors—

JOHN MILLEN & SONS, LTD.

321 St. James St. MONTREAL

132 Bay Street TORONTO

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, JULY 14, 1906 NO. 28.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS
Canadian Agents: DORKEN BROS. & CO., MONTREAL

FLEUR DE LIS

"FLEUR DE LIS"

is no longer a stranger, but has proved its claim to be at least equal to any brand except **"QUEEN'S HEAD."** Quality guaranteed and price low.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.





Yes, You Can Get a Copy!

We want all you Steamfitters and Plumbers to send in for our new catalogue of

SOVEREIGN RADIATORS and BOILERS

It will interest you because it is the most complete catalogue ever issued in Canada. Only those in the trade can be supplied. See that you apply for your copy good and early.

TAYLOR-FORBES COMPANY, LIMITED

TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 122 Craig Street

See Classified List of Advertisements on Page 71.

RETURNED
JUL 17 1906
So. Cut Book 5.2.
page 60
Rem

FISHING SUPPLIES

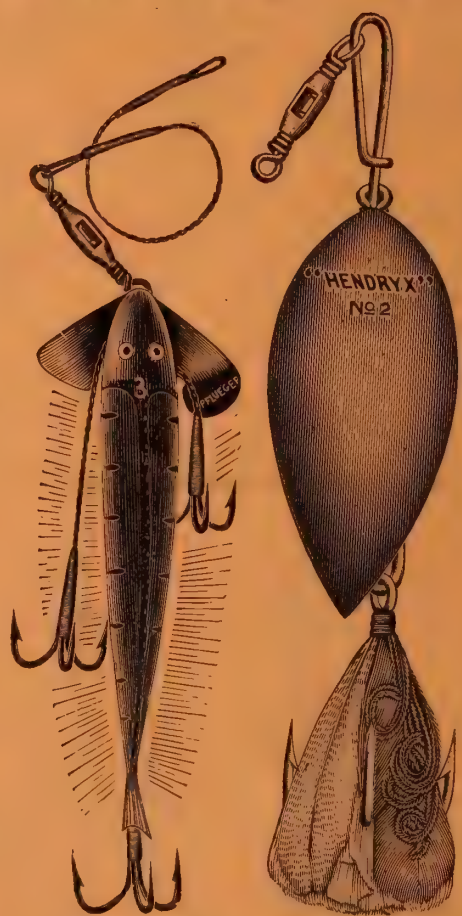
Ask to see the Dowagiac Minnow



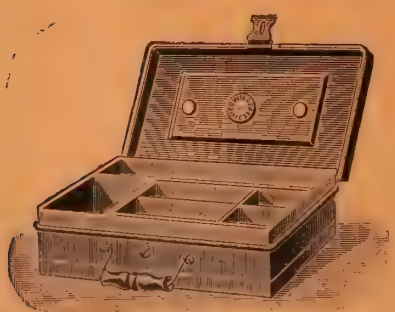
Ask to see the Dowagiac Minnow

FISHING RODS

LINES
REELS
RODS
HOOKS



MINNOW TRAPS
BAIT BOXES
DISGORGES
LANDING NETS



TACKLE BOXES

TROLLING BAIT



TACKLE BOXES

Write for Prices.

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for
Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
Carbo-Magnetic
Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

THE GOODS THAT ARE ASKED FOR

The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾

WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED
OTTAWA, ONT.

American Twin Freezer



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.





Send for Catalog.

ICE CREAM FREEZERS THAT SELL



THEY ARE	THEY EXCEL IN
Well Advertised,	Easy Running,
In Demand,	Quick Freezing,
Easily Sold,	Economy,
Satisfactory in Use,	Convenience,
Of Known Reputation,	Practical Results,

North Bros. Mfg. Co.,
Philadelphia, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

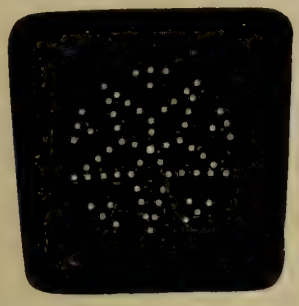
Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

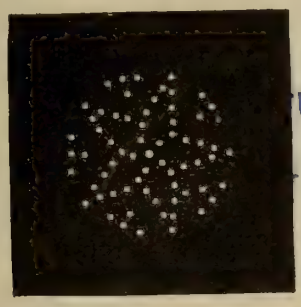
TORONTO

CHAIR SEATS

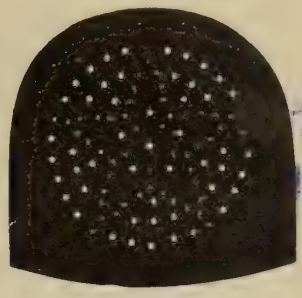
BIRCH, ⅛ INCH, 3-PLY VENEER, PERFORATED, STANDARD GRADE, FINISHED ONE SIDE, CUT TO SHAPE, READY FOR ADJUSTMENT



LOCAL
13, 14, 15, 16 inches wide



SQUARE
13, 14, 15, 16 inches wide



CROWN DINING
14, 15, 16 inches wide

Measurements are for extreme width and not for length.

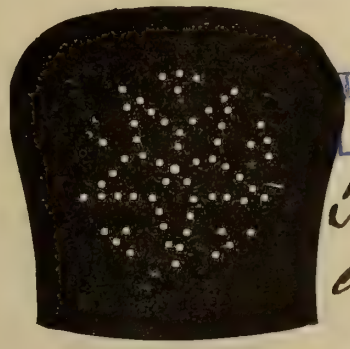
WHY WE DO IT.

Competition is the life of trade, but ***too much competition*** is the death of the retailer. It means cutting down the profit on lines that don't leave you any too good a margin at the best, and that means, if you don't make up on something else, you're liable to go to the wall.

We endeavor every week to draw dealers attention to lines that ***sell well*** and also leave them ***a good profit***. This isn't done from a purely unselfish motive, as we have found out by experience, that it pays us.

When the retailer finds trade brisk, profits large and everything going smoothly, he's a better customer to us, than in hard times.

That's where we make on the deal, and that's why we advertise ***Goods that sell.***



ROCKER SEAT
18 inches wide

SURE SELLERS.

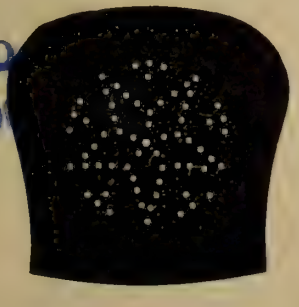
This is a line that you can stock without any fear of having it left on your hands.

Some chair seats are continually getting something poked through them, and wooden ones are always warping out of shape (especially where they are left out on the verandah all night).

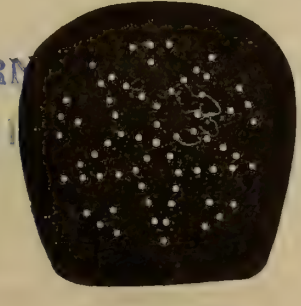
People often throw out a good chair, just because they don't know where to get another seat for it.

Get ***Our*** prices and you'll order the goods, then its up to you to let the public know you have them.

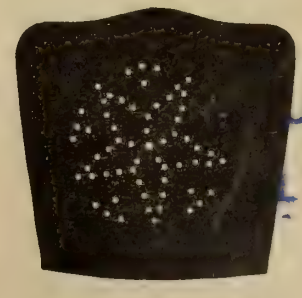
Put some in the window or out on the sidewalk—they'll go alright.



BALL TOP
14, 15, 16 inches wide



ULSTER DINING
14, 15, 16 inches wide



GRECIAN
14, 15 inches wide.

LEWIS BROS., LTD.

MONTREAL

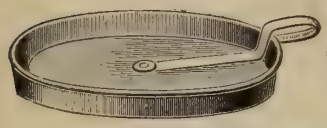
OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY

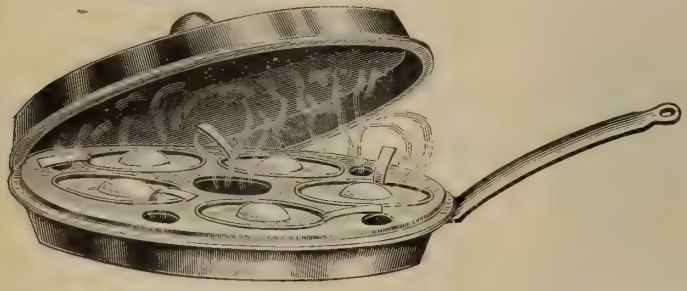
Davidson's Kitchen Specialties

PROFIT MAKERS



"EXCELSIOR" JELLY CAKE PLATE

Removes the Cake from the bottom. Cuts it out neat and clean every time.



Steam Egg Poacher

Turns out a dainty tempting breakfast in one minute.

EVERY HOUSEHOLDER NEEDS ONE.



ENAMELLED

Cereal Steam Cooker and Vegetable Boiler

Comprises four practical cooking utensils. Cooks Oatmeal by steam and makes it delicious.

TRY A SAMPLE LOT. *THEY MOVE QUICK.*

THE THOS. DAVIDSON MFG. CO., Limited

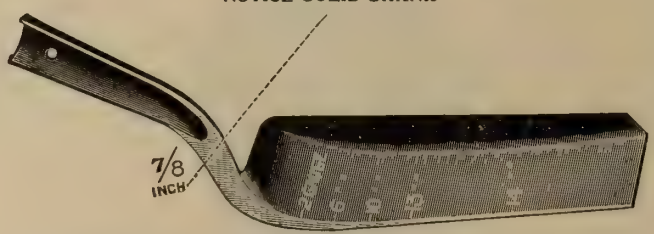
MONTREAL and WINNIPEG



BULL DOG

SHOVELS and SPADES

NOTICE SOLID SHANK



Sectional view of finished one piece shovel, showing gauge of steel or thickness at different points.



Canadian Shovel & Tool Company LIMITED

HAMILTON, CANADA

H. S. HOWLAND, SONS & CO. LIMITED

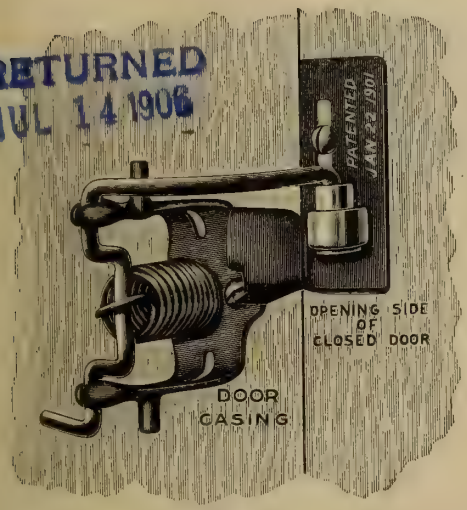
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

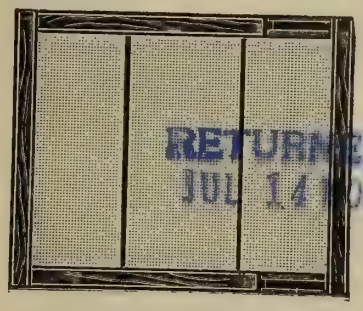
Wholesale Only

RETURNED JUL 14 1906



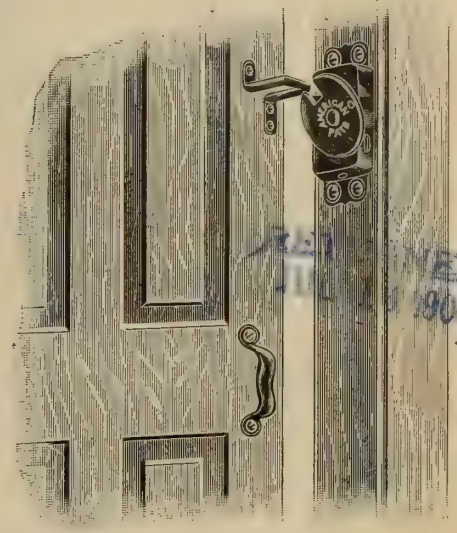
DOOR CLASP

Mallory's Improved Door Clasp.



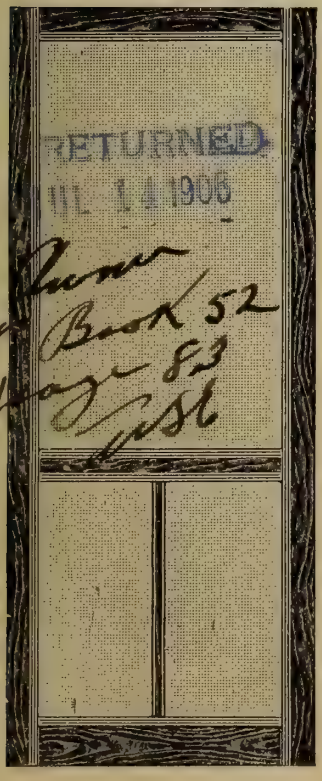
PERFECTION WINDOW SCREENS

No.	Height	Closed	Open
1	14 in.	15 in.	22½ in.
B 1	14 "	19 "	30 "
C 1	14 "	24 "	40 "
2	18 "	18 "	28½ "
3	18 "	20 "	32½ "
5	18 "	24 "	40½ "
7	22 "	24 "	40½ "
	22 "	26 "	44½ "



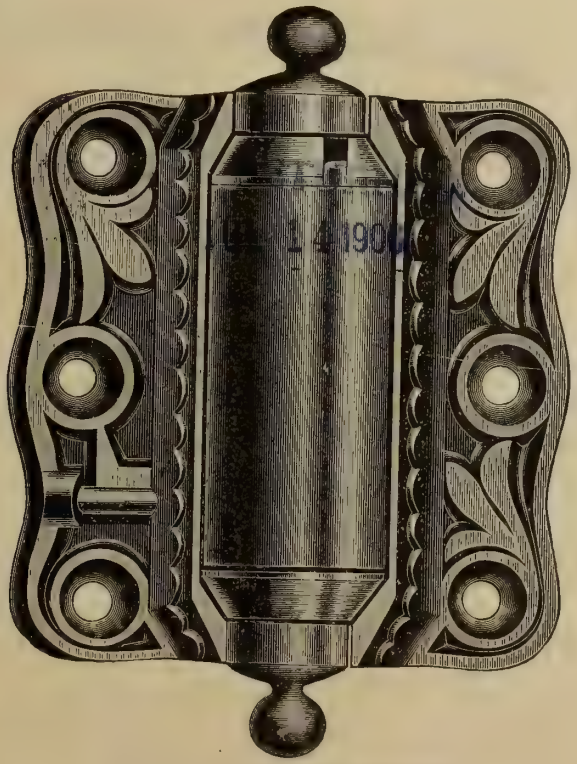
AMERICAN STORM DOOR CATCHES

No.	Size	
1	2 x 4	Japanned.



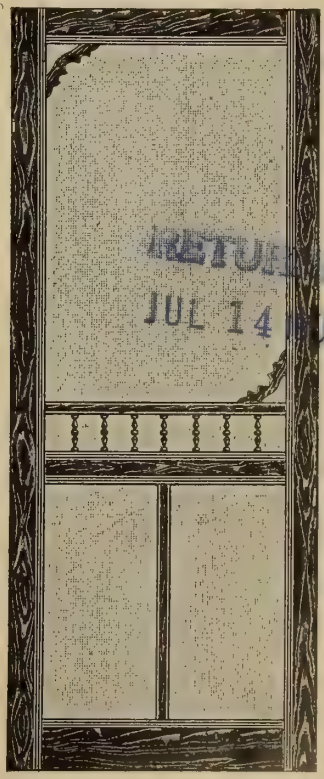
No. 1.—PINE

Walnut Stain.	Grained Quarter Oak.
Size	Size
2 ft. 8 in. x 6 ft. 8 in.	2 ft. 10 in. x 6 ft. 10 in.
	3 " x 7 "



SCREEN DOOR SPRING HINGES

"Champion," 3-in. Japanned, Hold Back.
Oil tempered steel spring.



No. 2.—STAINED PINE.

Grained Quarter Oak.
Size
2 ft. 10 in. x 6 ft. 10 in.
3 " x 7 "

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

THE HOBBS HARDWARE CO., LIMITED

Complete Stock of Myers Haying Tools

RETURNED
SEP 27 1906

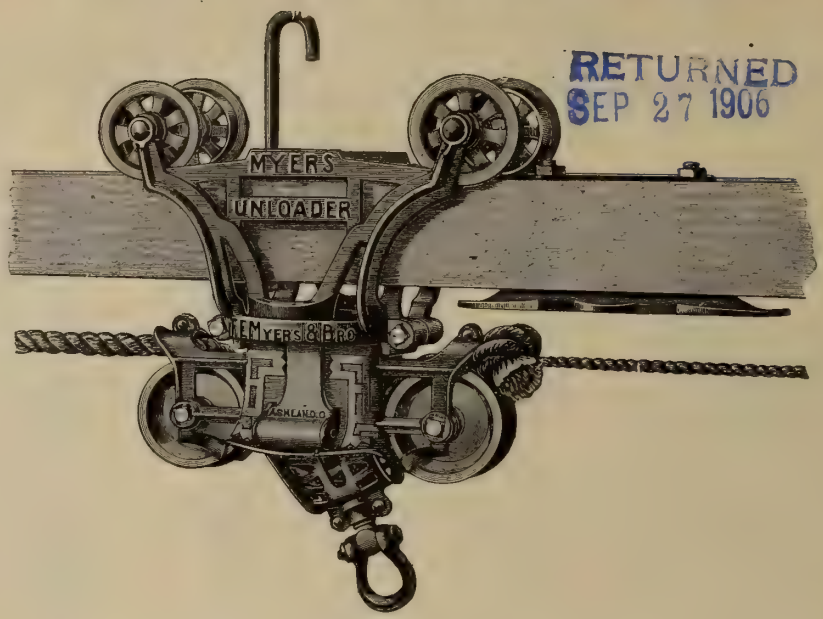
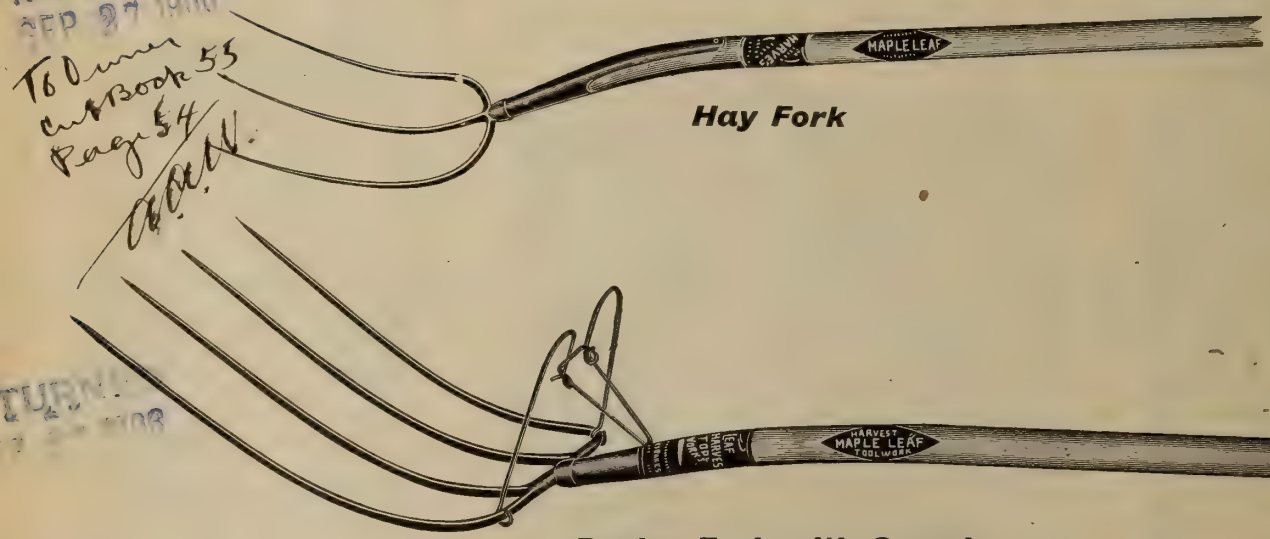


Fig. 996.

The Myers Hay Unloader, for Wood Track

Send for Catalogue

RETURNED
SEP 27 1906
To Own
on Book 55
Page 54



Hay Fork

Barley Fork with Guard

For Beauty, Finish and Quality, the "Maple Leaf" Harvest Tools are Unexcelled

PROMPT DELIVERY GUARANTEED

THE HOBBS HARDWARE CO., LIMITED

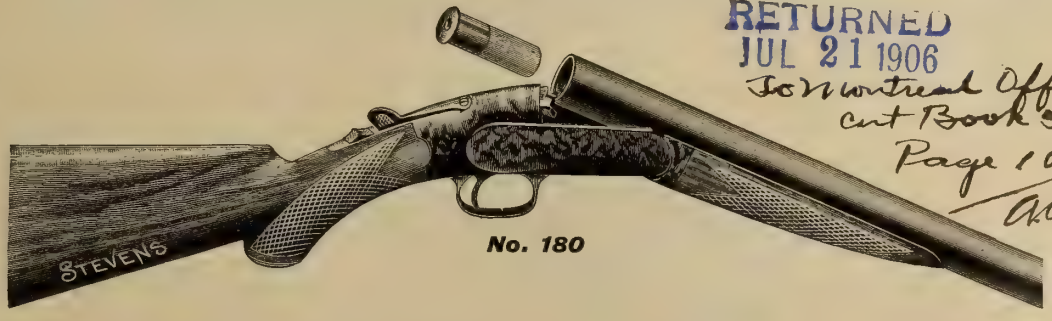
LONDON ***TORONTO***

ANNOUNCEMENT

A few weeks ago we took considerable pleasure in telling you about the new loose-leaf catalogue which we expected to send you soon. We have heard many expressions of interest in it and are sure that it is with regret that you will learn of a serious setback to its early issue. Unfortunately, the contractor for the printing was completely burned out a few days ago, and the portion of our catalogue already finished went up in smoke. It will all have to be set up again in type and printed. The delay the fire will cause will, however, not be great, as we have a complete set of copy and have lost but few electros. The work of replacing the destroyed portion has already begun and will be continued with all the energy we know how to put into the work. When completed it will be the best catalogue in the hardware trade.

IN THE MEANTIME

How about your order for guns? It is time you had it placed. Your selection will not be complete unless it contains some Stevens guns. No. 180 is one of the best sellers.



No. 180

RETURNED
JUL 21 1906
To Montreal Office
Cut Book 52.
Page 100
A.A.W.

If you have not received our "Sporting and Fall Goods" Catalogue, send for one. It is full of suggestions for your Fall trade.

FROTHINGHAM & WORKMAN, LIMITED

1809 WHOLESALE HARDWARE AND IRON MERCHANTS 1906

MONTREAL, CANADA.

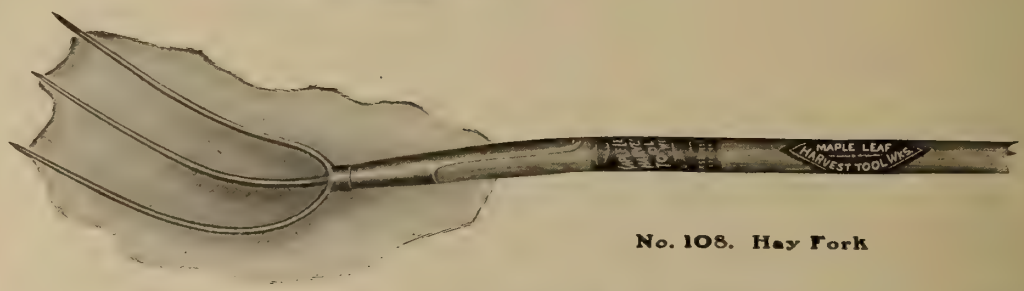
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

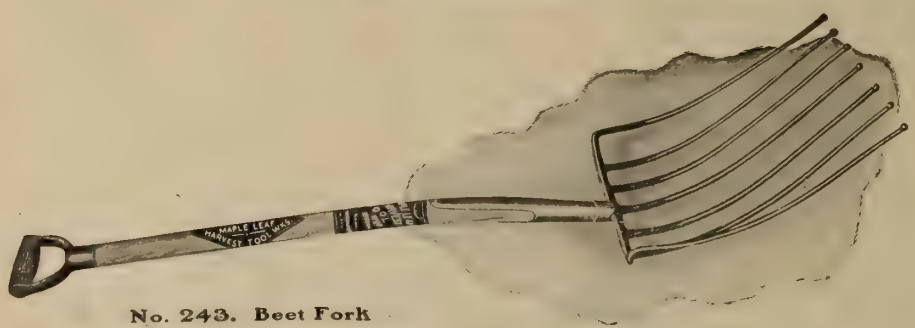
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



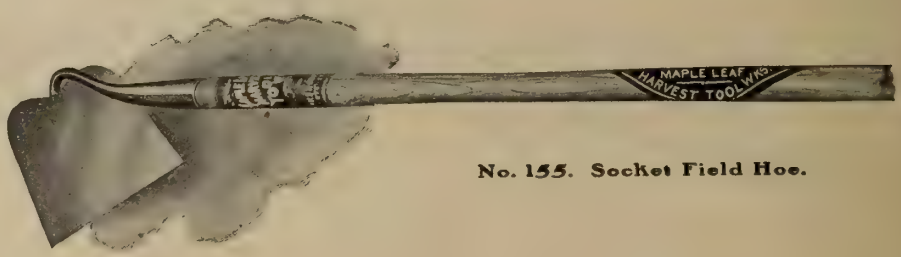
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



No. 155. Socket Field Hoe.

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

WHOLESALE DISTRIBUTORS

FOR

Stanley Tools and Planes
Parker Vises
Community Silver
Universal Food Choppers
Bread and Cake Makers
Winchester Rifles
Stevens Rifles



When making out mail orders address them to us for good goods at right prices.

All orders are given every care.
Quick shipping facilities.

If you are not already a customer of ours, you are cordially invited to become one, and enjoy the privilege of selecting your goods from an immense stock, properly assorted, securing quick shipment and low prices.

DO NOT HESITATE
JUST TRY IT

Caverhill Learmont & Co

MONTREAL AND WINNIPEG



WIRE

Barb
Plain Twist
Galvanized
Galvanized Coiled Spring
Plain Wire
Annealed
Oiled and Annealed
Coppered
Tinned "for all Purposes"
Fine Wire "all kinds"
Brass and Coppered Wire
Pure Copper
Wire for Electrical purposes.

Dominion goods for people who live in the Dominion

Dominion Wire Man'fg. Co.

LIMITED

MONTREAL, TORONTO



WIRE NAILS

Fence Staples
Blind Staples
Bed Staples
Poultry Netting Staples

SCREWS Iron, Brass
Flat, Round, Oval Heads

JACK CHAIN Iron-Bronze, Brass-Nickel-Plated
Single, Double
Wire Coat and Hat Hooks
Wire Door Pulls

BRIGHT GOODS Screw Hooks, " Eyes
Crate Hooks and Eyes, Etc.
Spring Cotters.

The Equal of Any—Better Than Most

We want you to understand, Mr. Dealer, that SPEAR & JACKSON is a byword for quality in

HANDSAWS

Our first endeavor is to make the BEST saws ; our second to make them as low-priced as possible. Note the "as possible." It means that we countenance no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant, we are equipped to compete with Canadian and American saw-makers—to YOUR advantage. Write to us TO-DAY. We will send you an illustrated Price List.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic address: "Spear, Sheffield"



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The DesJardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phone No. 87

"DOMINION"

Cartridges and Shot Shells

One Grade—the Best.

One Price—the Lowest.

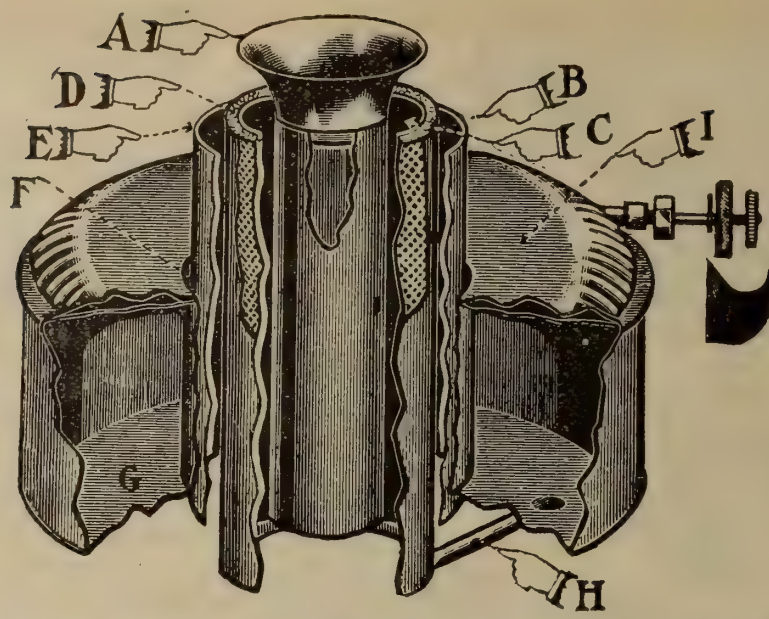
One Piece of Advice—Do not order imported ammunition when Canadian is better and cheaper.

DOMINION CARTRIDGE COMPANY, LIMITED

MANUFACTURERS

MONTREAL

Send for Price List



ALUMINUM OIL HEATERS

Sales Over the Million Mark

Smokeless, odorless, safe, light, convenient, economical—a furnace for heat. Radiates like a base burner, from the sides and bottom as well as from the top, heats water, etc. Easily carried from room to room.

Our ***Safety Burner*** is the only one giving complete combustion, only one in which the wick does not enter the oil fount. See the Construction.

A—Flame spreader, free from perforations; clogging up impossible. B—Air space outside of wick tube. C—Air space inside of Wick Tube. D—Wick. E—Outside Casing to Burner. F—Air space between Fount and Outer Casing. G—Fount for oil, entirely separate from Burner; oil fed to wick by small tube. H—Feed pipe conducting oil from Fount to Burner. I—Shield resting on top of Fount, with air space underneath.



The following letter from one of the leading jobbers in the United States to the manufacturers is the strongest evidence of the superior merit of Aluminum Oil Heaters that can possibly be given.

"During the past ten years we have sold over 50,000 Aluminum Oil Heaters and your records will show that we have never returned one for repairs or otherwise." Butler & Johnson, Syracuse, N.Y.

Now, Mr. Dealer, isn't this the Oil Heater for your trade? Don't you want to sell a Heater that you never hear of after it leaves your store except in words of praise? If so you'll buy Aluminum Oil Heaters. We guarantee every one.

Aluminum Oil Heaters "never come back for repairs or otherwise," because they are made right—made to satisfy—made to last—and meet expectations every time.

Aluminum Oil Heaters sell at sight and stay sold. There's money in that fact for you.

You won't have to send a man out to clean or re-wick the Aluminum Oil Heater. You won't have to waste time, temper and money trying to explain intricate instructions, and in making excuses for smoke and smell. There's no trouble with the Aluminum Oil Heaters—they are simply perfect—any child can operate them.

Sell Aluminum Oil Heaters—be a leader. We make the prices that bring you smiles. A postal to us will bring full information by return mail.

LEWIS BROS., LTD.

MONTREAL, TORONTO, OTTAWA, WINNIPEG, VANCOUVER, CALGARY

EMERSON & FISHER, Ltd., St. John, N. B.



KEEP THE BOOKKEEPER BUSY

It's much pleasanter figuring up profits at the end of the month than it is to have a lot of blank space in the order book, and it's a great satisfaction to feel that your trade is steadily growing and that you are not only holding your own but are on the up grade.

The Martin-Senour Paint
100 PER CENT PURE

is one of the things that helps to keep things lively —competition can't touch it when it comes to a question of good paint for its made of unadulterated White Lead, Zinc and Linseed Oil and is good for inside or outside work. You will find it one of the most satisfactory articles in the paint line that you can put on your shelf for sale. Write for our special proposition to agents—a money maker.

THE MARTIN-SENOUR CO., Limited
142-144 Inspector St., Montreal
2514-2522 Quarry St., Chicago (Est. 1878)

THE WINNIPEG PAINT & VARNISH CO., Ltd.
Winnipeg

THE MARITIME PAINT & VARNISH CO., Ltd.
Halifax, N. S.



Wilcox Parlor Door Hanger

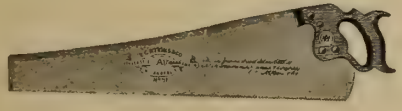
No. 106

Absolutely Noiseless Adjustable Track

Brass Bushed Roller Bearings

Write for prices and full description

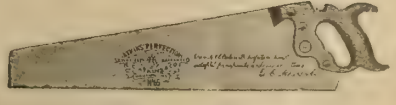
WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.



ATKINS HIGH-GRADE SILVER STEEL SAWS

Do more work and do it easier than any other. Because they're made right—by men that know how. Our name on every blade. Ask your Dealer for an Atkins.





E. C. ATKINS & CO., Inc.

Home Office and Factory—Indianapolis.

Canadian Branch : 56 King St. E., Toronto, Canada.

The Dealer's Reputation depends on the quality of the Goods he sells.



H & R REVOLVERS

Are known around the world for their safety, accuracy, durability, perfect design and general superiority.

Only the most skilled mechanics and only the finest quality of material employed in their manufacture. Every piece is finished to the 1000th part of an inch and fits perfectly. ***No Rattle*** in "H & R" such as a quick shake reveals in other makes.

Every revolver that leaves the factory has passed the most rigid inspection and is guaranteed perfect. Barrel and cylinder drilled from solid piece of finest forged steel; solid steel frame; handsome rubber stock affording good grip.

Noted for smooth action, perfect accuracy and power. Don't experiment with an unreliable make because low price is offered as a tempting bait.

The retail price ranges from $2.50 to $8.00 and each model is the greatest value ever offered for the price. They are the kind that do not come back, but give permanent satisfaction.

Put in a full line and you will be pleased with the results. Your jobber can supply you.

HARRINGTON & RICHARDSON ARMS CO.

Makers of the H & R Famous Safety Hammerless

314 PARK AVE. **WORCESTER, MASS., U.S.A.**

M. L. G. Items

What Dealers are Doing. What Papers are Saying.

THIRD INSTALMENT

Miss Susie Mills has taken a position in F. K. Tallman's. Mr. Tallman has just got through installing MAXIMUM LIGHT GLASS.

A golden eagle was captured near Arnprior a few days ago. Smart, the energetic hardware and stove dealer, has it mounted in his window along with a MAXIMUM LIGHT GLASS display.

The engagement is announced of Miss A. M. Merrick to Mr. W. N. Cranston. Mr. Cranston is the agent here for MAXIMUM LIGHT GLASS.

About 100 tickets were sold at our station on Thursday for the excursion to Ogdensburg. The only face missing was that of John Stein, our genial hardwareman. He said he had too many MAXIMUM LIGHT GLASS orders to fill to go to the excursion.

H. R. Kelly is home for his summer vacation. He reports MAXIMUM LIGHT GLASS sales larger than ever.

H. Barry has bought the rights for a new tire-tightener. Mr. Barry will be remembered as the man who sold $10,000 worth of MAXIMUM LIGHT GLASS last year.

Write for samples

SOLE CANADIAN AGENTS:

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS

Telephone: *Main 1678.*

Factories: *Sheffield, England*

JOHN ROUND & SON, Limited

Manufacturers of

HIGHEST GRADE TABLE CUTLERY,
SILVER PLATED AND NICKEL SPOONS AND FORKS,
PEARL HANDLE DESSERTS AND FISH EATERS IN CASES,
COMBINATION CABINETS, OAK GOODS, Etc.

REGISTERED TRADE MARKS



ESTABLISHED 1847

Hotel Silverware Our Specialty

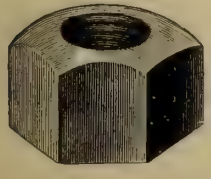
(We guarantee the actual deposit of silver on each individual dozen.)

For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

CANADIAN OFFICES AND SALES ROOMS

CORISTINE BUILDING, MONTREAL

WRITE FOR CATALOGUE



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipments

The Imperial Cement Co., Limited

Makers of the Celebrated Brand

"IMPERIAL" PORTLAND CEMENT

OWEN SOUND, ONT.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office

Ingersoll, Ontario.

Walter Mills, General Manager

Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

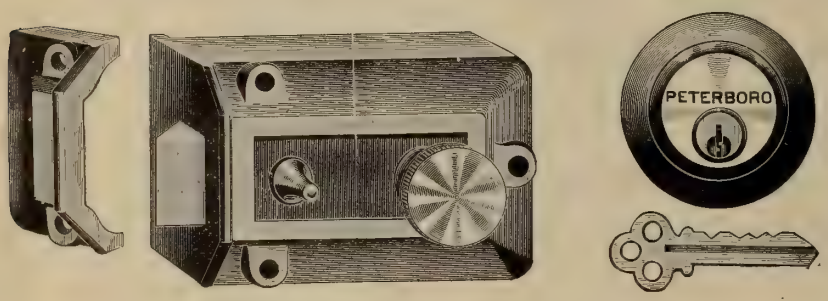
BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

REGISTERED TRADE MARK
BRANTFORD ROOFING CO. LIMITED
BRANTFORD, CANADA

Made in Brantford, the home of good things. We have the best in this line—It's only a question of time when they will be generally used—Why lose time finding it out? Be in the march of progress—mail us a sample order.

SAMPLES—PRICES ON APPLICATION.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

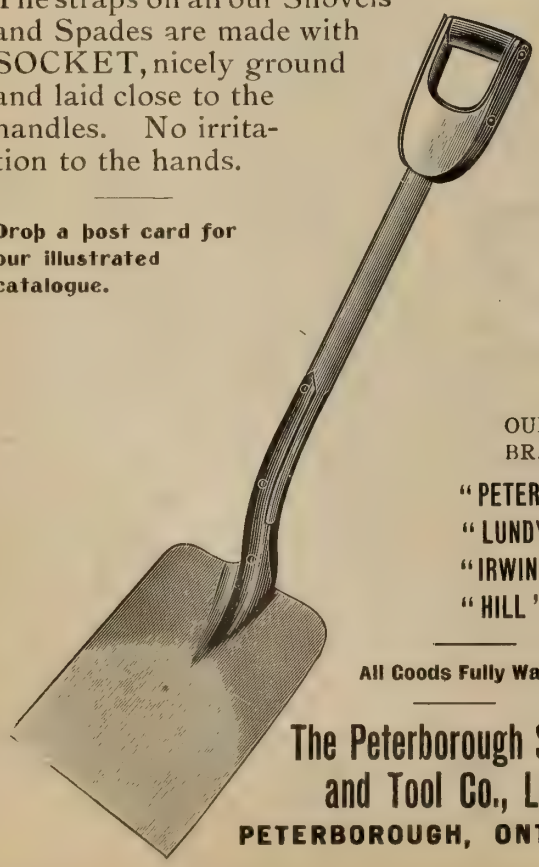
Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

The straps on all our Shovels and Spades are made with SOCKET, nicely ground and laid close to the handles. No irritation to the hands.

Drop a post card for our illustrated catalogue.



OUR BRANDS:

"PETERBORO"
"LUNDY"
"IRWIN"
"HILL"

All Goods Fully Warranted

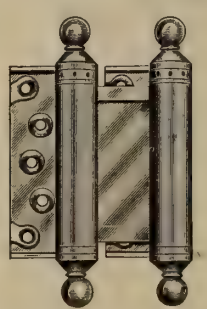
The Peterborough Shovel and Tool Co., Limited
PETERBOROUGH, ONTARIO

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

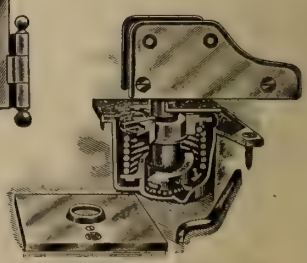
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



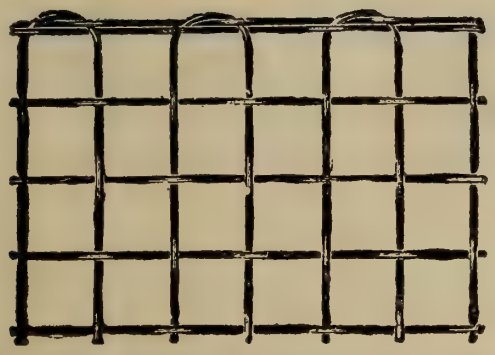
CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK
CATALOGUE ON REQUEST

WIRE CLOTH



Special Regalvanized Cloth for Apple and Fruit Drying.

Stock widths—24-30 and 36 inch. Other widths and meshes made to order.

Also ½-inch Galvanized Netting. Stock widths—24-30 and 36 inch. Stock lengths—25 and 50 yards.

Also Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.



ARGUMENTS EVERYWHERE ABOUND

DILLON HINGE-STAY FIELD FENCE

is practically the only "no-lock" "cannot-rust" wire fencing using No. 9 High Carbon Hard Spring, "extra 2500 lbs. weight" wire for strands.

The **"DILLON"** is the only fence that "anybody" can put up and "nobody" can pull down, nor bend its stays.

The **"DILLON"** is the only fence that can go through the "sit-on the top wire" test without having a scar.

WHO SAID ALL WIRE FENCING WAS ALIKE!

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal.
Messrs. Christie Bros. Co., Limited, Winnipeg.

"Galt, Canada"



It is usually accepted that goods bearing this stamp are of highest grade, and no other company here has done more to make the above true in every sense than we have done.

McDougall Pumps are standard—Quality first, then price to fit, and the combination is hard to beat.

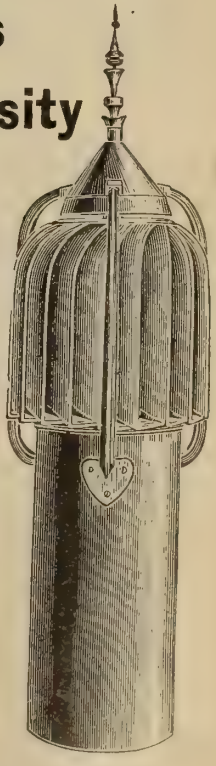
Now, will you please come in and talk it over? We can do it by mail.

The R. McDougall Co., Limited

CALT, - CANADA

It Saves Lives

A Building Necessity



These are the names that have been made synonymous with the

AEOLIAN VENTILATOR

We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern buildings can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony

MONTREAL, June 12th, 1903.
Canadian Pacific Railway Company.
Messrs. J. W. HARRIS Co., LIMITED,
7 St. Elizabeth St., Montreal, Que.

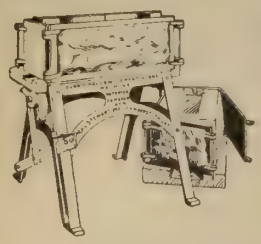
Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "AEOLIAN" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,
E. H. McHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS

General Contractors and Manufacturers

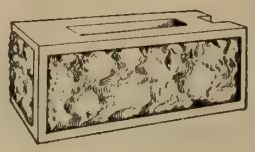
MONTREAL



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

ORLANDO VICKERY

Manufacturers' Agent

178-180 Victoria Street, TORONTO

SELLING:

STOVES, FURNACES, HOT WATER BOILERS, RADIATORS AND ALL HEATING GOODS.

ENAMELED BATHS, LAVATORIES, SINKS, CLOSETS, BRASS GOODS AND ALL PLUMBERS' SUPPLIES.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

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CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents and Brokers

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.

Negotiable Receipts Issued.

Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

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GLASGOW, SCOTLAND

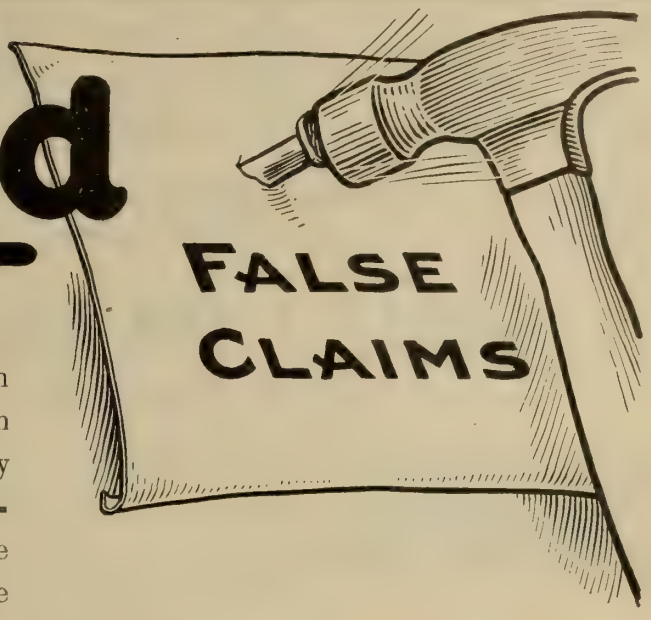
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Persons addressing advertisers will kindly mention having seen their advertisement in Hardware and Metal.

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FALSE CLAIMS

Goods under various names having been offered to hardware dealers with the claim that they were made in the works, and by the workmen and methods of **The Enterprise Mfg. Co. of Pa.,** we desire to state most positively that we do not manufacture any goods except those under our well-known trade mark

"ENTERPRISE"

Dealers are hereby notified not to accept statements that goods offered under other brands or trade marks were manufactured by us.

The Enterprise Mfg. Co. of Pa., Philadelphia, U.S.A.



Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

FIRST FLOOR OUTFIT, one of fifty styles.

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CLEANLINESS, SAFETY, CONVENIENCE, LABOR and TIME SAVED

AND, THEREFORE,

MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:

530 Front St. West - - TORONTO, ONT.

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MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

TRADE MARK

This design a guarantee of quality.

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

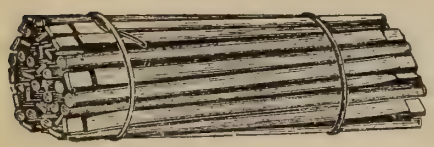
CANADA PAPER CO.

TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of HUBS, SPOKES and BENT GOODS

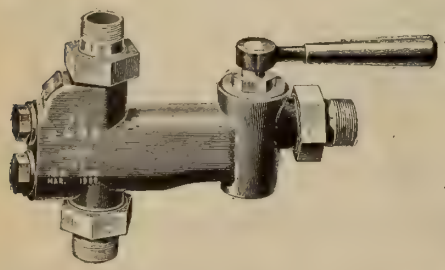


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We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD,**
21 St. Peter St., Quebec, P. Q.



EASY INJECTORS

A Double Tube Machine at Single Tube Price.

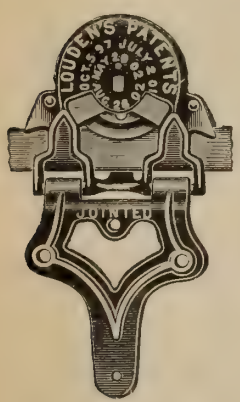
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Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

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Louden's Standard Jointed Barn Door Hangers

CANNOT JUMP THE TRACK.

They always run easily and give satisfaction.

Everyone who uses them is more than pleased.

They also have track cleaners which throw all obstructions off the track, instead of letting them wedge under the wheels, as other hangers do. This feature is fully covered by our patent.

They will run on any 1¼ x 3/16 Barn Door Track.

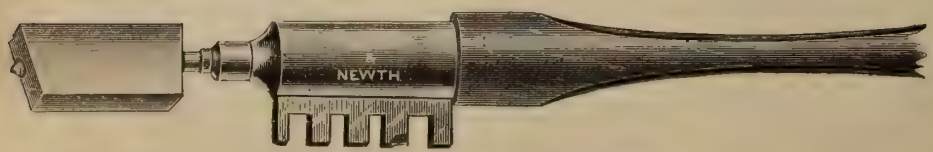
Like all other Hangers that we make, they are the best that are made.

LOUDEN MACHINERY CO., Guelph, Ont.

We make the largest and best line of Hay Tools on earth for either field or barn.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works.

We will be glad to receive your orders for Searchlight Lanterns, Hinge and Lift Lanterns, Railway Lanterns and Lantern Burners.



This cut shows our COLD BLAST LANTERN with side lift. We also make the Cold Blast with bottom lift. Plain and japanned.

E. T. WRIGHT & CO., HAMILTON, ONT.



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

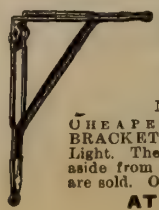
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ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A

CAMP OUTFITS

Camping season is at hand. Are you looking after your share of the trade of

Camp Stoves with or without oven, knock down or built up
Camp Kettles, Ovens, Etc.
Galvanized Iron Refrigerators, just the thing for Camp or Summer Cottage
Searchlights, Lanterns,
Enamelware for the Table and Cooking Utensils
Washstands (Wrought Iron) with Enameled Toiletware
Water Filters, Water Coolers

Your orders will receive prompt attention

The McClary Manufacturing Co.

ONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

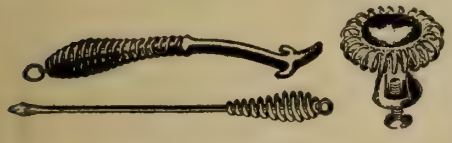
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The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.

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THE CANADA METAL CO.

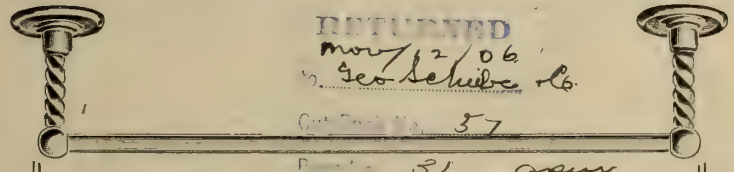
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WORK AND PRICES RIGHT

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ONT. WIND ENGINE & PUMP CO. LIMITED.

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Geo. Schieb & Co.

TOWEL BARS

that any Hardwareman might be proud to handle are the kind we make and ask you to buy.

The illustration shows style "B" straight 3/8 inch bar, with rope design brackets.

We make a host of styles and can supply any on short notice.

Send a Post Card and get a Catalogue.

THE CARRIAGE MOUNTINGS CO., Limited, TORONTO, Can.

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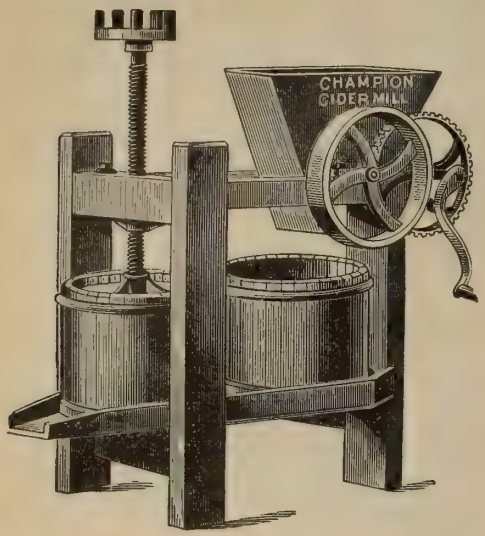


TANKS

Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

The Steel Trough and Tank Co., Limited, - Tweed, Ontario

Cider Mills and Presses



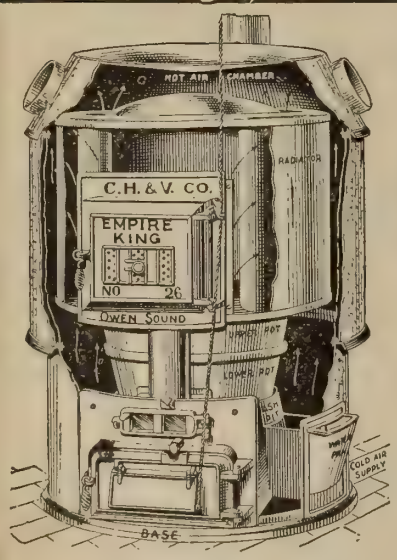
Order now and be ready for the demand.

Circulars and prices will be sent by return mail.

SEND US YOUR ENQUIRIES FOR

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmiths' Machine Tools, Wagon Skeins

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA.



"Empire King" Furnace

For COAL, COKE, or WOOD

Durable, Economical, Easy to Operate, Easy to Set Up, and Reasonable in Price. The "Empire King" Furnace is certainly worth enquiring about. Made in three sizes.

Write on the back of a post card, "Send me Empire King Booklet."

The Canadian Heating & Ventilating Co.
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

If your trade seems to want more for its range-money than seems really reasonable, you can take care of that trade better than any dealer in town if you show the

Oxford Chancellor Range

That's the steel plate range with every up-to-date idea worked into it and the price kept where pretty nearly anybody can afford to buy it. It's a better baking range than many that cost double its price—that's due to the expensive way we build the whole range—heavy cold-rolled steel plates, extra-rivetted and interlined with double-thick asbestos. It's a **seller,** this range—and a profit-getter for you. Suppose you just hint that you might be interested in a new proposition to live dealers. We will do the rest—and you'll like the way it's done.

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton
The Gurney Massey Co., Limited, Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

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THE "PERFECT IDEA" RANGE



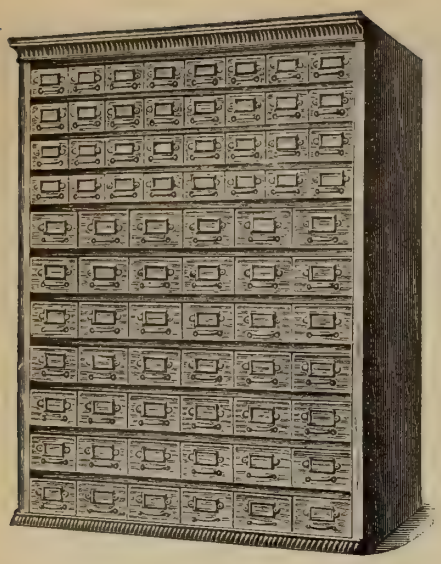
THE LINE THAT WILL PLEASE YOUR CUSTOMERS.

Get our Prices. They are right.

Here are a **few** of the **Talking Points**—

Loose Nickel—The nickel may be removed instantly for cleaning or when blacking.
Duplex Grates—Can also be removed without disturbing firebox linings.
Extra Deep Firebox, with extension for wood.
Ground Top and Covers, Ventilating Cover, Sectional Cover.
Main Bottom is corrugated and cemented, giving Oven the full benefit of all the heat.
Oven Thermometer can be supplied when required.
Gas Attachment can be used on back end holes of all square **Perfect Idea** Ranges without interfering with working of range with other fuel.

GUELPH STOVE COMPANY, LIMITED, - GUELPH, ONT.



SCREW CABINETS

Saves Time—Nothing is more annoying to a customer than to have to wait ten or fifteen minutes while a clerk searches his stock for a certain size or style of a screw or bolt. Get a reputation for neatness and quickness. It will be worth hundreds of dollars to you.

Saves Space—Few hardwaremen have more space than they need. A screw case enables you to keep all your small articles together and no space is wasted. The case we illustrate contains 74 Bennett patent steel drawers which can be divided into 150 compartments.

Saves Your Stock—This case is made with a steel back, which keeps out all dust. If you have a screw case there will be no danger of some day stumbling on a box of screws in some corner which you did not know you had.

Drop us a post card and we will give you full information as to size, different finishes of wood and prices.

CAMERON & CAMPBELL, - - TORONTO

SOLE MANUFACTURERS IN CANADA.

THE CEILING——THE ORDER

People who want secure, sanitary homes cannot be talked out of getting

METAL CEILINGS

Hardwaremen who keep in touch with their customers, and our Ceiling, cannot be euchred out of their orders.
But you must have the ceiling in stock if you want to talk business.
You can get Samples and Prices.

METAL SHINGLE & SIDING CO., Limited

PRESTON, ONTARIO

PRESERVING KETTLES FOR PARTICULAR PEOPLE . . . .



KEMP'S "Onyx" "Diamond" "Pearl" "Garnet"

Enameled Preserving Kettles suit discriminating customers

Every Piece Guaranteed. We Can Ship Promptly.

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

RETAIL MERCHANTS' CONVENTION

Meeting of Ontario Provincial Section at Ottawa—Programme of Business and Pleasure—Complaint Against Telephone Companies—Resolutions Submitted—Freight Rates and Mail Order Business Discussed—Promise of Government Redress—A Fling at Trade Papers.

The convention of the Retail Merchants' Association of Canada, Ontario Provincial Section held at Ottawa on Tuesday, Wednesday and Thursday, July 3, 4 and 5, and reference to which was made in our issue of the 6th inst., was a most successful assembly. Delegates from all parts of the province signed the register, and although the first days' proceedings was attended by but a small number, the arrivals on Wednesday made up a very representative body of retailers.

President's Address.

President A. L. Geen, Belleville, occupied the chair and in his address referred to the splendid growth of the association during the past year, the number of branches in Ontario having grown from 65 to 130, and the increase in Manitoba and Quebec also was most encouraging, due to the excellent work by the general and provincial secretaries and their enthusiastic organizers. The association was still young and it behooved them to go carefully in touching questions of import to the trade—there were many weak spots that good counsel would no doubt strengthen. Unity of purpose was the guiding star of its members, for in unity there was strength, and in time the affairs of the association would be placed on a sound and solid basis. He thanked Mayor Ellis for his pleasant words of welcome, also the Ottawa branch for the entertaining programme provided, and no doubt all delegates would enjoy themselves thoroughly.

Wholesale in Preston.

B. W. Ziemann, Preston, Ont., referred to a wholesale grocery house in Western Ontario which was undertaking to start a retail business in his town, where goods would be sold at wholesale prices to bring the retailers to terms. The grievance on the part of the wholesale firm was that the retailers would not buy from it because it sold at wholesale prices to hotels, boarding houses, etc.

Telephone Companies.

The demands of the Bell Telephone Company were discussed. Delegates complained of the poor service in some cities, and of the merchants being compelled to pay for the telephones six months in advance.

Resolutions.

The following resolutions were proposed and committees appointed for bringing in reports on same. These resolutions were ultimately passed after some strong discussions. As will be noticed, some of the resolutions are of a character which many members deemed outside of the province of the association to touch, and considerable discussion resulted before the same were put through :

"That whereas communications have been received requesting our association to co-operate with all other business associations to settle all questions of international dispute by arbitration, that this association deems it advisable to unite our efforts with the other business bodies as being in the best interests of commerce.

"That whereas a resolution has been forwarded to this board asking us to take up the question of freight rates regarding the transportation of sugar and determine if the freight rates are equitably applied between the various cities and towns of this province, that the chairman appoint a committee to examine into and deal with the matter.

"That whereas a large number of manufacturers place in and upon packages of goods coupons and presents for the purpose of encouraging the sale of their wares, this association request the Manufacturers' Association to take some action towards securing legislation that will stop the sale of goods placed upon the market by such unfair means, and that we pledge our support to the securing of such legislation.

"That the executive of this association be instructed to watch the Dominion legislation now in progress re co-operative associations and take what action they deem advisable to safeguard the interests of retail merchants.

"Whereas great inroads are being made into the retail trade throughout the province by mail order concerns, therefore be it resolved, that the executive committee of the Ontario provincial board take the matter into consideration with a view to finding some remedy.

"That whereas some discussion has arisen through the columns of a few trade journals criticizing the manner in which our association is organized, we believe the criticism is unfair and not in the best interests of the retail trade of the Dominion, and this association again affirms the general plan of the organization as being in the best interests of the retail trade.

"That it is the opinion of this convention that some action should be taken to regulate the manner in which telephone companies conduct their business with retail merchants, and we advise that the executive officers deal with the matter.

"That it is the opinion of this convention that it should be made compulsory that all claims for loss sustained on goods going by express or freight be adjusted within thirty days from the date of claim, and that the matter be referred to the Dominion board to be dealt with.

"That it is the opinion of this convention that each local branch should adopt what plan it considers best suited to its needs to provide for the protection of its members from bad pays.

"That this convention considers that it would be more convenient and advantageous if the Municipal Act were amended so that municipal elections would take place on the first of February or the first of March instead of on New Year's Day as at present.

"That whereas a considerable quantity of gold and silver goods are being placed on the market and misrepresented as to quality, this convention strongly urges the passage of the bill now before the Dominion Parliament respecting the proper marking of all gold and silver goods.

"That whereas the present criminal law discriminates against retail and wholesale merchants, and allows labor unions to do what we are not allowed to do, this convention strongly urges the Dominion board of our association to make every effort to have the law changed.

"That whereas the Postmasters' Association of Canada applied to the Dominion Government to give them the right to sell to mail order concerns lists of names of those persons living in their neighborhoods, and whereas the executive of this association protested to the Dominion Government through the Dominion board against the granting of this request and thus prevented it being done, this convention fully endorses the action of the Dominion officers of the association."

Committees on Resolutions.

The committees on these resolutions consisted of :

General business—F. Darnley, A. J. Warnock, A. J. Kerr, C. J. Provost, R. J. Crowder.

Provincial affairs—M. Moyer, H. H. Mackler, Henry Watters, B. W. Ziemann.

Dominion affairs—F. W. Forde, J. A. McManus, H. C. Ellis and G. W. Shouldis.

Secretary's Report.

E. M. Trowern, general secretary, read his report at the meeting on Wednesday, and same was the most satisfactory in the ten years' history of the association. There were now 135 branches and 2,555 members, not including Toronto, in Ontario alone. The Northwest Association had grown to a marvellous extent, and the Quebec division had grown similarly.

He referred to the amendment which had been made to the Transient Traders' Act. The Act as it now stands is very satisfactory, any by-laws can be passed by city, town, township or village councils to prevent transient traders of all kinds from selling without a license. He fully outlined the amendments and pointed out what had been gained.

The association had considered the proposal to form a fire insurance fund of its own, but had decided that it would be better to insure in an outside well managed and strong company.

It opposed the motion brought up in the Legislature by which the business tax at present in force would be charged to a personal tax on all the merchants' stock whether paid for or not. The motion was not pressed.

At the recent session of the Legis-

lature a bill was brought up to prevent merchants from having signs projecting on the street, and even signs on the buildings. The association aided in having this bill defeated.

E. R. Fisher of Ottawa spoke of men who came into that city from Toronto, take orders for all kinds of clothing, pay no taxes, and are under no expense except hotel expenses. He maintained that this should be stopped. ...

Mr. Ziemann spoke along similar lines. In the small cities agents came in from larger cities and took orders. In large cities agents come in from London and Glasgow.

Mr. Trowern said that the law regarding transient traders, just passed by the Provincial House, would cover that. A by-law can now be passed by the city council preventing this practice.

Treasurer's Report.

F. C. Higgins, treasurer, brought in his report, as follows :

Membership fees collected by Mr. Eadie, organizer, were $2,600; fees collected by Mr. Brubacher, $2,500; fees collected by Toronto branch, $744. Total receipts, $5,844.

The expenses were : For Mr. Eadie's salary and expenses, $1,305; for Mr. Brubacher's salary and expenses, $1,250 ; and for expenses in Toronto branch, $367; refund to branches, $1,277.07; head office expenses, $1,644.50. There was no balance and no obligations. There had been no special calls on the merchants. The report was only for 11 months and therefore the receipts were much less than they otherwise would have been.

No Auditing.

The treasurer's report, while in the main satisfactory, led to some criticism on part of the members. It appears that no proper audit had been made, the expenses of the various organizers having been vouched for by themselves. This did not appear to be on business lines, and Messrs. Forde, of Ottawa, and C. W. Kelly, of Guelph, in referring to this procedure, considered that as this was a business association it should be conducted on business lines. A result of the discussion was the appointment, under motion of H. C. Ellis and R. H. Crowder, of a special finance committee, consisting of Messrs. Higgins, Kelly, Forde, Crowder and Secretary Trowern.

Manufacturers' Prizes.

The resolution against the manufacturers placing prizes, coupons and other enticements in packages of their goods was discussed. A cereal manufacturer, it was claimed, placed painted dolls, painted toys with hair and other adornment in the cereal without wrapping them up, and therefore injured the cereals. The association was strongly opposed to business being done in this way.

Mr. Trowern said he believed that if the retailers took action the manufacturers would move in the desired direction. He said that the retailers did not wish to appear to be making demands. They stood in the same position regarding the amendment of the criminal code. It was decided to authorize the executive to discuss the question with the manufacturers.

The resolution calling attention to the effort to have a bill put through Parliament to authorize the formation of co-operative associations in this country was left to the executive to watch the advances and inquire into the plans of the promoters.

The resolution pointing out the inroads being made on the retail trade by the mail order concerns brought forth the argument that the mail order business should be taxed, as these firms sold over the country where they paid no taxes and competed against merchants who paid heavy taxes. The order business was like the peddling trade and should be likewise taxed. The resolution was left to the provincial executive.

Trade Journals Criticised.

The criticisms of some trade journals in which they advised other associations to be formed separate from the general association brought forth much discussion. The speakers severely criticized the statements of these journals.

"You can't place your hand on a trade journal that ever helped an organization," said Mr. Trowern. "The history of every trade journal has been downward. I don't condemn the trade journals, we should take them, but let them keep their fingers out of the organization work. Association work is difficult enough without having journals, trade journals, putting difficulties in our way."

A resolution was passed confirming the general plan of the organization of the association as being in the best interests of the retail trade.

The resolution on trade journals was one that provoked considerable discussion, and many members felt that this was a question in which the association was not interested, or, if interested, it should be in support of trade journals, and the secretary himself advised members to subscribe to same. What he condemned was the apparent interest of certain trade journals, notably The Canadian Grocer, and Hardware and Metal, in advocating the formation of trade associations separate from the general retail merchants' association.

Who Owns the Journal.

It was whispered by several members that if that was the rule desired by the association it would be as well for the Retail Merchants' Association to stop printing a trade journal, not one cent of revenue from which was recorded in the treasurer's report

It was felt by a number of the delegates that the Retail Merchants' Journal was rather a hindrance than otherwise. As the representative from Wingham expressed it, they had forty-six members in that branch, and not a member, nor he, as president, had received a copy in four months. Others spoke of similar cases.

W. H. Seyler, of the MacLean Publishing Co., publishers of The Canadian Grocer and Hardware and Metal, who was present, was accorded the privilege of a few remarks, and in plain words clearly demonstrated that nothing that had ever appeared in the columns of these papers could be deliberately construed as being inimical to the good objects of legislation and improvement of trade conditions attempted by the retailers. Rather could it be said that it is now, and always has been, the policy of these papers, and all other genuine trade papers, to improve the conditions of the individual branches constituting the general body of retailers. No body of varied trades was stronger than its weakest link, and by strengthening the separate links the Retail Merchants' Association could only gain benefit. Criticism of any organization was the right and duty of every journal and, as Mr. Impey, Toronto, expressed it, "Surely the Retail Merchants' Association in its conduct of affairs should not consider itself above criticism—rather should it invite it." Neither the MacLean Publishing Co. nor any other legitimate trade journal would forego its rights to criticize, and, if necessary, condemn anything not considered in the best interests of individual branches of trade, or trade generally.

Resolution Not Well Received.

After Mr. Trowern, the secretary, had explained, according to his light, the intent of the editorial in The Canadian Grocer of June 29th, "Grocers Should Organize," and intimated that not a member of the staff of the MacLean Publishing Co. had any knowledge of trade from actual experience, or ever sold a dollar's worth of goods, etc., the resolution passed, many members refraining from voting, knowing, as they did, that the member of the MacLean Co. present had sold over a million dollars' worth of groceries, and had a trade experience compared to which the mover's was a peanut stand affair. As admitted to the reporter by a number of the most prominent members of the association at the close of the session, the resolution was considered by them as one that should not have been forced through.

Election of Officers.

The election of officers for the ensuing year was held and resulted as follows :

H. C. Ellis, of Ottawa, former first vice-president, was unanimously elected president of the Provincial Retail Merchants' Association.

First vice-president, B. W. Ziemann, Preston.

Second vice-president, F. C. Higgins, Toronto.

Treasurer, M. Moyer, Toronto.

Provincial secretary, E. M. Trowern, Toronto.

Auditor, C. W. Kelly, Guelph.

Decision as to the next place of meeting will be left in the hands of the executive. The time was also left with that body.

Interviews Government.

At ten o'clock, July 5th, the members of the association marched in a body to the Parliament Buildings, where they were joined by the Montreal delegates, who had come over by special train to the number of 120. Sir Wilfrid Laurier, Premier ; Hon. A. B. Aylesworth, Minister of Justice, and Hon. Wm. Patterson, Minister of Customs, received the delegation in the Railway Committee Room. A. L. Geen, president; E. M. Trowern, general secretary; J. A. Beaudry, secretary for the Province of Quebec, and Henry Watters, president of the Ottawa branch, addressed the Government on

section 520 of the Criminal Code. The anomalous position in which merchants are placed by certain clauses in this section (which is reproduced herewith) was very clearly set forth by the different speakers, that of Mr. Trowern being particularly lucid and emphatic. Several questions were asked by the Premier and his colleagues, and the Premier, in dismissing the delegation, agreed to give the matter the closest consideration by himself and the Hon. Minister of Justice. It was too late now to promise immediate action, as the House was in its closing days, but he would arrange for a further consideration with the committee of the association shortly after the prorogation of the House. It is expected that an interesting and fuller explanation will be made by the committee appointed to this meeting.

Section 520 of Criminal Code, with Desired Amendments.

The words in black are the amendments desired.

"520. Every one is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or two years' imprisonment, or if a corporation, is liable to a penalty not exceeding ten thousand dollars and not less than one thousand dollars who **unlawfully** conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat, or transportation company.

"(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce, or

"(b) To **unduly** restrain or injure trade or commerce in relation to any such article or commodity; or

"(c) To unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the prices thereof; or

"(d) To unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity, or in the price of insurance upon persons or property.

"2. Nothing in this section shall be construed to apply to combinations of workmen or employes, for their own reasonable protection as such workmen or employes or **to wholesale or retail merchants for their own reasonable protection as such wholesale and retail merchants.**

No prosecution shall be commenced under the above section 520, without the fiat of the Attorney General for the province in which the charge is laid.

List of Delegates.

M. Moyer, F. C. Higgins, John Impey, E. M. Trowern, Toronto; James McManus, St. Thomas; A. L. Geen, Belleville; S. A. Brubacher, Berlin; J. R. O'Neill, Lindsay; John Horsley, Meaford; F. G. Lockett, Kingston; A. A. Armstrong, Fergus; W. J. Kerrocher, F. L. Hall, Perth; J. H. Flury, Lindsay; J. W. Shaw, Tweed; W. E. Mayhew, W. Jenkins, Carleton Place; Jas. Eadie, W. H. Doel, editor Retail Merchants' Journal, Toronto; F. Darnley, B. W. Ziemann, Preston; A. J. Kerr, Elora; R. W. Crowder, Wingham; H. W. Mockler, Durham; G. E. Snider, Deseronto; J. S. Morton, L. Meiklejohn, Sterling; C. W. Kelly, Guelph; Ed. Rinker, Kincardine; R. S. Drysdale, Arnprior; A. M. Patterson, Thos. Nappy, Brockville; L. S. Paquin, Sorel, P.Q.; J. D. Ostigny, Aug. Lavoie, Frank L. Woolley, J. D. A. Filion, J. G. Laviolette, Chas. E. Scarff, B. C. Beaumier, J. D. Berthiaume, N. P. Nightingale, Le Prix Courant, Montreal; Alex. Orsali, president Wholesale Grocers' Guild, Province of Quebec, Montreal; W. C. N. Grinnell, J. H. Laing, L. R. Souliere, W. S. Stone, H. W. Reynolds, John G. Weinfeld, L. A. Bernard, J. A. Menard, J. A. Beaudry, M. Albert, John E. Tremble, C. J. Spenard, J. J. Martin, J. Art. Maillot, P. E. Cartier, R. Berthillier, J. B. Vanier, Eug. Veune, Arthur Bastien, Emile Bastien, Henri Bastien, Pierre Legault, Herman Baigne, Ismael Legault, Alph. Landreville, Wm. York, J. A. Labonte, Alex. Bremner, R. Martel, A. Martel, Thos. Pleau, Henri Fortin, Gideon Boisvert, Odessa Paquette, J. Choquette, Montreal; L. E. Geoffrion, of L. Chaput, Fils & Cie., Montreal; Jos. Ethier, of Laporte, Martin & Cie., Montreal; A. Turcotte, of Turcotte Freres, Quebec; H. C. Ellis, F. W. Forde, A. J. Warnock, C. J. Provost, W. H. Sproule, D. Halliday, Wm. McAllister, A. E. Cowan, C. B. McLean, Geo. Atkinson, G. W. Shouldis, Henry Watters, L. N. Poulin, E. K. Fisher, Wm. A. Lloyd, P. K. Lamoreaux, W. Farmer, R. H. Conley, Ottawa.

The Mineral Range Iron Co., which operates magnetic iron ore mines near Bancroft, Hastings County, has received large orders from American iron manufacturers. It is constructing a five-mile spur from the Central Ontario Railway to its mines to facilitate shipments.

CANADIAN HARDWARE STORES

No. 5.

The store of C. E. Noble, Dundalk, Ont., shown in the accompanying engraving, has merit for its neat appearance in spite of the heavy stock of seasonable goods carried on the floor. When binder twine is moving cooking ranges and even oil and gasoline stoves are necessarily pushed into the background. Plenty of open floor space is available, however, for serving customers or in the display of goods. The metal ceilings, shelf boxes, tinware shelves, etc., all present an orderly appearance, the ceiling being kept free of the badly appearing goods too often hung over the customers' heads. Hammocks, of course, can be best displayed from the ceiling, while whips are also a convenient line for this method of display.



CANADIAN HARDWARE STORES, No. 5.—C. E. Noble, Dundalk, Ont.

The photograph does not show the store to the best advantage on account of the great depth of the building, but the varied stock shown, from kitchen sinks to bird cages, indicates the enterprise of Mr. Noble in getting after all branches of trade that can legitimately be considered a hardwareman's line.

SATISFACTORY YEAR'S RECORD.

The Algoma Steel Rail Mills of the Lake Superior Corporation have completed their first year of continuous operation, its total output being 162,000 tons of rails, an average of 13,500 tons per month. The rails brought an average price of $33 per ton, the total being $5,300,000. The output in June was 15,500 tons.

The James Morrison Brass Mfg. Co's employes hold their 18th annual excursion and games at Queen Victoria Park, Niagara Falls, on Saturday, July 14.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.

Executive—Alberta, A. E. Clements, Olds; C. F. Comey, Calgary; A. R. Auger, Okotoks.

Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer. Winnipeg.

Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.

Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

COMING EVENTS.

Convention of Retail Hardware and Stove Dealers' Association of Western Canada, in Winnipeg, July 25.

Convention of Retail Merchants of Western Canada in Winnipeg, July 26 and 27.

Convention of Ontario Retail Hardware and Stove Dealers' Association, in Toronto, on Sept. 4 and 5.

COLLECTION OF DEBTS.

Some action should be taken to assist members in their collections, and also to protect members from debtors who, after due request, fail to settle accounts with the members.

Every town should have a protective arrangement between merchants, whereby each report to a central secretary the names of all such delinquents, the secretary to provide all other parties to the arrangement with monthly amended lists. Whether from a natural dislike upon the part of one merchant to confess to others that he has been "done," or from other causes, such an arrangement seems to be a hard one to make locally. This association can at least furnish a measure of protection to its members through a similar arrangement.

To any one who has had an experience with collections, one thing will be forced upon him, and that is that when all ordinary means fail, a little pressure from "somewhere outside" very frequently brings settlement. The writer recalls a case where a friend had a small account against a party who utterly ignored all requests for payment. Finally he made out a notice purporting to be from the "Quinsigamond Merchantile A[illegible] of New York, threatening legal proceedings unless settlement was made forthwith. Result: payment next day.

What this association might do is this: Supply members with say 25 of the forms which are marked No. 1, and say 15 of No. 2, with 40 envelopes for enclosure. These could be sent out by the merchant himself. The result would probably surprise him. Also supply about 15 of form No. 3 for advising names of delinquents who move from one town to another, leaving debts behind. This would protect members from the professional beat. To cover cost of stationery each member using forms could be taxed 50c. per outfit as above, which amount they would willing pay when the result was seen.

This might be followed up by the association engaging reliable solicitors in each town, who would undertake collections at 10 per cent.—no collection, no pay. This would, perhaps, add to the solicitor's business otherwise.

These suggestions are thrown out by a member of the executive committee of the Ontario Association as a basis for a scheme which can no doubt be improved upon by obtaining suggestions from other members, and such suggestions should be made through columns of Hardware and Metal.

Ontario Retail Hardware
AND
Stove Dealers' Association

Collection Department.

Toronto,.....190...

M.....
.....

SIR:—

Your account with .....
..... of .....
is unsettled and has been placed with us for collection. Settlement *must* be made with the above creditor *immediately*.

Amt. $ .....
Int. $.....
Total $.....

Yours Truly,
O. R. H. and S. D. Ass'n.

Enclose this notice when paying.

N.B.—Our Collection Department has facilities for ascertaining names of parties who fail to adjust accounts after due request has been made, also for the protection of other merchants from risk of incurring similar debts.

Ontario Retail Hardware
AND
Stove Dealers' Association

Collection Department,

Toronto,.....190...

M .....
.....

SIR:—

Your account with ....
... . of .....
as mentioned in our recent notice is still unpaid. If you prefer to jeopardise your credit, rather than settle this just debt, you may settle with our attorney after 10 days.

Amt. $.....
Int. $.....
Total $.....

Yours Truly,
O. R. H. and S. D. Ass'n.

N.B.—Our Collection Department has facilities for ascertaining names of parties who fail to adjust accounts after due request has been made, also for the protection of other merchants from risk of incurring similar debts.

Ontario Retail Hardware
AND
Stove Dealers' Association

.....190...

To the Secretary,
Toronto.

DEAR SIR.—

Mr.....
has moved to .....
leaving an unpaid account with us amounting to $..... Please advise members at above point in order to protect them.

Yours Truly,
.....
Member O.R.H. and .D. Ass'n.

MEMBERSHIP GROWING.

The past fortnight has seen quite an increase in the membership of the Ontario Association. Circular letters have been sent to all in the trade, and if any have been overlooked they are requested to forward their names to the secretary, as the matter written about is important to the trade. Dealers who have not yet joined should back up the executive by sending in their membership at once.

STOVE GRIEVANCES.

The arrangement of the meeting of representatives of the Wholesale and Retail Hardware Associations, to be held on Tuesday, Sept. 4, during the coming Ontario convention, provides an opportunity for discussing any grievances which may be submitted to the executive committee of the association in time for action.

If there is any necessity of arranging a similar meeting with the Stove Manufacturers' Association, the executive committee will do so. Members having matter to bring before the committee should do so at once, if action is desired at the coming convention.

OUR LONDON (ENGLAND) LETTER

From Our Staff Correspondent.

June 27, 1906.

May, with the best part of June, has slipped away into the past, leaving behind a record of continued prosperity for British trade. The hardware and allied trades have expanded, except in some few departments, in proportion. There has been nothing phenomenal — only the steady, constant growth that has been characteristic of the last few months. Total exports of corrugated and galvanized sheets, according to Blue Book statements, slightly increased during the first five months of this year, when compared with 1905, although Canada did not purchase in such large quantities. Total exports of wire manufactures, steel goods, cast pipes and fittings, steel bars and rods, screws, bolts, nuts and hollow-ware were all exported on a larger scale during May of this year than in the same month of 1905. Exports of cutlery from Britain valued £59,483, which is a slight decrease when compared to May, 1905. The whole five months of 1906, however, reveal an increase over the same period of 1905 of some £2,000. Cutlery exports to Canada increased £101. Of pig iron, the Dominion has been buying in larger quantities the whole year, the increase during the past five months being 4,850 tons. Tin plate exports have fallen off in almost every direction, Canada, in particular, having bought only 1,311 in May of this year as compared with 3,000 in 1905.

From everywhere, except Staffordshire, reports announce steady business in the iron and steel industries. Quite recently an inquiry was made for steel rails for Canada, but there is very little chance, indeed, of the order eventually being placed with any concern on this side. Freight and the Canadian tariff bar the way.

Improvement at Birmingham.

In and about Birmingham improvement is noticeable. That may not be saying very much; but it is something. Hardware manufacturers say they are busier, and the engineering and iron foundry people have plenty on hand. Skilled labor is scarce. While it cannot be said that the home demand for edge tools is very brisk at the moment, the export business is flourishing, and hopes are entertained that the domestic trade will improve. Jospeh Allen & Sons, the Sheffield cutlery people, have succeeded in securing the War Office contract for 65,000 of the 80,000 razors required for army purposes. Tenders for table cutlery for army purposes are also invited, a fact which will no doubt help things forward in Sheffield a little. This talk of table knives reminds one that an authority on ivory has been asking where all the ivory supplies come from. It is said that London and Antwerp alone take 1,000 tons of ivory each year, and as this amount is in itself more than was ever taken by big game hunters and natives in one year, it is suggested that the natives of Africa have stores somewhere in reserve. Canada has been a good buyer of machine-made cutlery recently.

Scottish tube manufacturers have to contend not only with very severe competition from competitors in the States and in Germany, but also from a suicidal policy of price cutting at home. Quotations are being lowered until profits are almost at vanishing point, and orders are being accepted at almost any price.

Welsh Tin Plate Industry.

The tin plate industry of Wales seems to be going from bad to worse, even the most optimistic men having to admit that the outlook is far from bright. It was hoped that, by closing down the mills for a week (there were some who declined to close down at all, however), some improvement might be brought about, but orders have been disappointingly few and stocks are accumulating. Employers have not been successful in inducing their men to accept lower wages, and are shaking their heads over the Chicago affair. It does not seem reasonable that they should be upset over the American tinned meat scandal, however, for good authority states that the American tin plate mills are not affected to any extent, and one may well believe that the consuming public will have sufficient sense to understand that, however disgusting the packing methods may have been, all the free publicity which has been lately given to this matter will have a permanent and beneficial effect in the future.

There seems to be some chance of a revival in the Cornish tin mines. As is well known, these mines were rendered unprofitable by the discovery of new mines in Malacca and elsewhere, but now that a shortage of tin has become apparent and prices have gone up to 112s. and more a ton, it has occurred to some that this is an opportunity to open the Cornish mines once more. This is not the place to go into details. Under certain circumstances, no doubt, some of the mines could be worked at a profit, but it may safely be said that in most cases money invested in Cornish mines is likely to be money wasted. Meanwhile, the daily papers speak of Cornwall as a source of untold wealth.

The Anglo-Canadian Co., of Montreal, have been creating a mild sensation over here by inquiring for huge quantities of basic pig iron for their intended works in Canada for the manufacture of steel. Their terms, however, are such as to make the chances of an arrangement being made very small.

Labor Troubles.

Fortunately, for all concerned, the threatened strikes in the shin-building centres of Scotland were averted by means of arbitration, and this industry continues on a firm basis.

But abroad, apparently, relations between master and men are not so happy. Labor troubles continue to disturb the manufacturing centres of Germany, Austria and France. The German Hardware and Metal Manufacturers' Federation are carrying things with a high hand, and strikes in many of the chief towns have resulted, but masters are firm, and in all probability the men will have to give way. In Austria two of the largest works have been closed down and some 17,000 men locked out, while in France—that centre of political, religious and social disturbance—labor troubles are becoming very threatening, and the strike movement is assuming such proportions that French employers have found it advisable to form a union for their defence in case of necessity. This union embraces the engineering, hardware and motor car manufacturers. Every member will subscribe to the annual fund a sum equal to 2 per cent. of the amount paid in wages, and it is estimated that the union fighting fund will thus reach a sum of about £250,000.

Here in Britain, according to the Labor Gazette, very little change has come over the state of employment during the past few weeks. The engineering, tin plate and building trades show a slight improvement in the matter of labor, while the coal mining, iron and steel and ship building industries have not been quite so satisfactory. In the 271 trade unions making returns, with an aggregate membership of 590,919 persons, 21,080 (or 3.6 per cent.) were reported out of work at the end of May, 1906. At the end of May, 1905, the percentage was 5.1. When reading these figures, it would not be out of place to ponder on the following lines, which have been taken from a correspondent of a contemporary. The writer, speaking of the British hardware trade, asks, "Does the army of British hardwaremen work under conditions equally favorable and encouraging as those existing in Canada or U.S.A.? If so, are the salesmen of my acquaintance who are saving some £3 weekly in the States, and who could not earn £2 at home (i.e., in Britain) merely exceptions?"

Honesty in Trade Required.

The action of the Cutlers' Co., of Sheffield, against the Ontario Silver Co., has been duly reported in all the trade journals of this side, one of which calls attention "to the notable apathy which has been displayed by the Canadian authorities in taking action after ample evidence had been laid before them that fraudulently stamped cutlery was being manufactured in their country.....Canada is aspiring to be a great manufacturing community, and its administrators should realize that no permanent success can be achieved in this direction except on foundations of integrity and equal justice." That shot might be re-cast and fired back in the shape of a retort about the adulteration of Canadian butter on the British market, and the delay in applying remedy, but this is not the place. It certainly is a great pity, however, that British manufacturers should have cause to complain of the unscrupulous conduct of any Canadian concern or person. It cannot fail to leave a bad impression and do harm to honorable houses, and cause suspicion. Not very long back, firms connected with the hardware and allied trades here were swindled by dozens by the unscrupulous and false statements of a Canadian, acting on behalf of a certain valueless Canadian publication. This sort of

thing continued for a long while, until, his dupes being put on their guard (and some on his trail), he found it wiser to leave the Old Country for Carlsbad, to take the waters, as he declared.

Right here it might be mentioned that not a few British manufacturers and shippers are loud in their complaints about the unsatisfactory solvency laws of Canada. They have no protection in their business relations with Canadians.

Proposed Census of Production.

An interesting proposal has been put forward by the president of the board of trade that a census of production of Great Britain be made. While it is possible to obtain minute (if, to the ordinary individual, very deceptive), statistics of imports and exports, it is impossible to gather reliable information as to the state of home production. This fact has been very noticeable in the recent fiscal debates. Now, however, it is proposed that in 1908 a census be taken of the output and production of all British manufacturers. Particulars will be required as to the nature of the business, the output, the materials used, the days and hours of work, the persons employed, the wages of the employed, plant and machinery used, and similar questions. The census may be either quinquennial or biennial, and all information supplied by manufacturers will be treated as confidential.

As a result of the recent Postal Congress at Rome, the postmaster-general has announced some important modifications in the rates of foreign and colonial postage. Most of the alterations will come into force next year, but the reduction on foreign and colonial money orders, not exceeding £1, from 4d to 3d, will begin on July 1. It will be possible to carry letters to the colonies at the rate of a penny per ounce instead of at a penny per half-ounce, as formerly. It is proposed to enlarge the class of commercial and business documents, which are allowed to pass through the post at ½d, as far as practical, to all purely formal documents, excluding anything in the nature of a personal letter.

TORONTO MERCHANTS COMPLAINING.

Toronto retailers are complaining of the way certain jobbers and semi-jobbers are selling direct to the consumer and the following is an extract from a letter received from a prominent Toronto hardware merchant:

"A man building a house does not have to go to these jobbers, but as soon as a permit to build is issued a traveler calls on him and offers to supply the goods at the same price they are sold to the retailer, and in many cases, if the order is large, will supply the goods at even a closer price than they sell to the retailers. I have no objection to jobbers selling retail so long as they sell at about the same price we do, but when they sell to the consumer as low or even lower than they sell to us, it's time for a kick. Not only myself but others would like to see this matter taken up by the hardware association."

HARDWARE TRADE GOSSIP

Quebec.

A. Terriault, plumber, Montreal, has assigned.

J. A. Wright, of Sorel, paid a business visit to Montreal recently.

L. N. & J. E. Noiseux have been registered as hardware merchants at Montreal.

A. Sweet, general merchant, of Winchester, Ont., visited Montreal a few days ago.

T. A. Mercier, general merchant, of L'Epiphanie, was in Montreal on a buying expedition this week.

J. H. Bell, hardware merchant, of Mattawa, Ont., was a caller upon the Montreal jobbers this week.

George Hodgins, of East Clifton, has disposed of his general store to Mr. Lowrey, of the same place.

J. A. Paquin, general merchant, of St. Eustache, came to Montreal a few days ago to purchase goods.

T. H. Jordan, of A. C. Leslie & Co., Montreal, has returned from a business trip in the Maritime Provinces.

James Thompson, crockery and tinware dealer, of Sherbrooke, paid Montreal wholesalers a visit this week.

J. M. Cote, general merchant, of St. Bruno, paid a visit to Montreal this week, in connection with his business.

Mr. Bissonette, of Bissonette & Freres, general merchants, St. Sebastien, was in Montreal a few days ago.

H. L. Holstein, general merchant, of Whitney, Ont., was among the out-of-town buyers in Montreal this week. Mr. Holstein was purchasing stock for a new store he is opening at Barry's Bay.

Mr. Kempthorn, of Oliver & Kempthorn, furniture and hardware dealers, Saskatoon, Sask., was in Montreal this week accompanied by A. E. Young, of the same place. Like all those who "come out of the west," Mr. Kempthorn speaks with enthusiasm of the future awaiting Canada's new provinces. On his return from Montreal Mr. Kempthorn will visit Ottawa and Toronto.

The Canadian Rubber Co., of Montreal, Limited, have just concluded a deal whereby they obtain exclusive control of rubber advertising in all street cars owned and operated in the principal towns and cities in Canada. This progressive Canadian company are at present running their attractive cards in street cars, advertising their Keystone side wire tire, and also calling attention to their general facilities for manufacturing tires for any class of work.

Ontario.

W. B. Clifton, Alliston, was a hardware buyer in Toronto this week.

John Bailes, of J. Bailes & Son, Oshawa, was a visitor in Toronto during the week.

H. B. Morley, Winnipeg representative of Kemp Manufacturing Co., spent a few days in Toronto last week.

Charles Morrison, of the James Morrison Brass Manufacturing Co., Toronto, is on a holiday trip to Chicago.

Geo. R. Plumb, hardware merchant, 169 McCaul street, Toronto, has purchased larger premises at 171 McCaul street for his growing business.

Fred G. McBrien, Toronto, will shortly remove his hardware store from Dovercourt road to larger premises on Bloor street, just west of Dovercourt.

W. G. Pow, until recently head salesman for W. R. Hobbs, Tillsonburg, is now a member of the traveling staff of the Hobbs Manufacturing Co., London.

G. M. Binns, Halifax, Maritime Provinces representative of the Kemp Manufacturing Co., is on a western trip and will visit Toronto and renew old friendships here.

Lewis Bros.' Ontario traveling staff are on their holidays. Messrs. Morell and Dunn have taken a supply of fishing tackle with them but hope to bring back the "yarn."

H. N. Joy, of the Joy Manufacturing Company, Toronto, is on a business trip through Western Canada and will arrange an exhibit of the Joy malleable range at the Winnipeg Exhibition.

Fred Armstrong, formerly traveler for the James Morrison Brass Manufacturing Co., Toronto, left for Calgary on Tuesday to accept a position as traveler for the Gurney Standard Metal Company.

Toronto hardware and stove dealers are to meet next Tuesday evening at Temperance Hall, Bathurst street, two doors below Queen. "The sale of goods to consumers by jobbers" will be discussed.

John R. Foster, formerly with the James Robertson Co., is now representing the Labatt Mfg. Co. on the road and Lou Martin, of the office staff, has taken Mr. Foster's territory for the Robertson Co.

Fire did between $2,000 and $3,000 damage to the Canadian Corundum Wheel Company's works at Hamilton this week. The drying room caught fire from an unknown cause, and with its contents was destroyed.

Amongst the 28 candidates nominated for the executive committee of 15 members of the Toronto branch of the Canadian Manufacturers' Association, L. L. Anthes, of the Toronto Foundry Company, was one of the successful ones.

C. W. Northcott, accountant for the Winnipeg office of the Ontario Wind Engine & Pump Company, has been spending a few days of his honeymoon with his parents in Toronto. J. C. Northcott, of Rice Lewis & Son, is a brother.

Geo. Jamieson, of H. & G. Jamieson, College and Markham streets, Toronto, who broke his arm several months ago, is on a week's holiday at Port Perry. The fracture is very slow in healing and Mr. Jamieson was forced to go to the hospital a second time.

The hardware store of Robert Fair, Toronto, was burglarized last Sunday, and Acting Detective Childs has arrested three youngsters between the ages of nine and eleven years, who are said to

have obtained an axe and a chisel from a nearby coal yard, forced the back door of the hardware store, and stolen about $15 worth of knives, glass cutters, chisels, etc.

Western Canada.

N. S. Dalgleish has purchased the hardware store of Thomas H. Leeming, Kamloops, B.C.

C. W. Peters, Regina representative of the Canadian Rubber Company, has returned from his trip east.

Wm. Vallance, of Hamilton, is in Winnipeg this week consulting with the management of Geo. D. Wood & Co.

W. G. Jones, of the Pease Foundry Co., Toronto, and C. D. Waldon, of the Pease-Waldon Co., Winnipeg, are in the far west this week on business.

C. W. Northcott, accountant of the Ontario Wind Engine & Pump Company, Winnipeg, was presented with an elaborate silver service, suitably engraved, by the company on the occasion of his recent wedding.

R. R. Kinread, Winnipeg manager of the Record Foundry & Machine Co., returned west this week from Moncton, having successfully accomplished the matrimonial mission which called him east. "Bob" doesn't talk about stoves now.

Maritime Provinces.

H. H. Dryden, Sussex, N.B., has formed an incorporated company to carry on his stove and tinware business.

Elmore Blakeney, of Petitcodiac, N.B., has secured a position on the staff of the Jas. H. Ashdown Hardware Co., of Winnipeg.

IMPORTANT CHANGE AT HAMILTON.

A change in the proprietorship of the F. Hamilton Hardware Company, Hamilton, took place on Monday, when P. H. Alexander assumed possession of the business. Mr. Alexander will conduct the business for at least a time under the old name. For fourteen years Mr. Alexander has been a valued employe of Wood, Vallance & Co., and for five years represented them on the road. Mr. Alexander is very popular with a wide circle of friends, who will join in wishing him every success and a good share of public patronage.

Mr. Hamilton's long illness, as a result of his misfortune in being caught in a railway collision last Fall, has forced him to retire from business for the present, but his many friends will hope to hear of his early recovery and of his undertaking business duties again soon.

WHEN TO QUIT.

An English journal requested a number of its largest advertisers to give their opinions concerning the best time to stop advertising, and the following replies were received :

When the population ceases to multiply and the generations that crowd on after you and never heard of you stop coming on.

When you have convinced everybody whose life will touch yours that you have better goods and lower prices than they can get anywhere else.

When you stop making fortunes right in your sight solely through the direct use of the mighty agent.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 26.

A majority of our readers will easily recognize the likeness of J. H. Roper, which we present herewith, as Mr. Roper has been calling on the trade throughout the country for the past fourteen years.

His earliest experience in the business Mr. Roper obtained with the old firm of McKee & Davidson, Peterborough, now known as the Peterborough Hardware Company. From that place he came to Montreal, entering the service of Benny, McPherson & Co., with whom he remained for about four years. He then, for the first time, came into contact with his present firm, John Shaw & Sons, Wolverhampton, by going on the road for Godfrey S. Pelton, who at that time represented them in Canada. In this capacity Mr. Roper covered the extensive territory between London, Ont., and Halifax, N.S., for nine years. During the next four years he represented Alex. Gibb, of Montreal, and finally, towards the close of 1905, he obtained the Canadian agency for John Shaw & Sons, Wolverhampton.



J. H. ROPER,
Manufacturers' Agent, Montreal.

Mr. Roper has a splendid office and sample room at 82 St. Francois Xavier street, Montreal, where he is showing a complete new line of samples. His firm distributes all kinds of staple hardware goods, cutlery, etc., which have invariably met with the approval of the Canadian trade, during the past half-century. They also do an extensive business in metals and other heavy lines.

In addition to his main agency, Mr. Roper also represents the following firms : The Wilkinson Plough Co. and the Toronto Pressed Steel Co., of Toronto, in the Province of Quebec aod Eastern Canada ; W. C. Crawford, manufacturer of handles, Tilbury, Ont., in the Province of Quebec ; the R. McDougall Co., Galt, Ont., manufacturers of pumps, for Eastern Canada ; the Garton Toy Co., Sheyboygan, Wis., manufacturers of high grade express wagons, sleighs, etc., and the Chicago Curtain Stretcher Co., manufacturers of curtain stretchers, step ladders, etc. Mr. Roper intends confining himself to the jobbing trade only.

IOWA ASSOCIATION QUESTION BOX.

Ques.—Should merchants sell at the same price to everybody or make different prices to different customers?

Ans.—It was the consensus of opinion that only one price should prevail, and the merchants who had followed out this policy found that in the long run they benefited by having their store known as a trading place where only one price prevailed. Another said that he gave a discount of 5 per cent. on cash sales of stoves, etc. but does not extend this to other lines.

* * *

Ques.—Is it more effective to handle and push one brand of goods than to carry several brands?

Ans.—Mr. Eckles said that he had endeavored to put in a line of special brands only and in this way is getting away from competition entirely. He said that he has found this very profitable and intends to expand in this direction.

* * *

Ques.—Has any good come out of your hardware association?

Ans.—This was discussed at length, and the session almost resolved itself into a testimony meeting. In towns where a number of hardware merchants are in business and members of the association it was found that better feeling exists, and that price cutting and other unwise competition has been largely eliminated.

AN EXHAUSTIVE ADVERTISER.

Some "home-made" advertisements are quite amusing when they get into print. Here is the soul-thrilling announcement of an enterprising Nova Scotia merchant just as he keeps it standing in his own town paper :

A. B. FORREST,
Dealer in
Soft and Hard Coal, Ice Cream, Wood, Chocolate Caramels and Tar Roofing, Lime, Cement, Perfumery, Nails, Putty, Spectacles and Horse Radish.
Plumbing, Gas Fitting and Undertaking in all its Branches.
Hides, Tallow and Maple Syrup. Fine Gold Jewelry and Silverware, Salt, Glue, Codfish and Gent's Neckwear,
Steam Fitting and Fire Extinguishers, Undertaker and Confectioner.
Diseases of Horses and Children a Specialty.

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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TORONTO, - - - - - - 10 Front Street East
Telephones Main 2701 and 2702
WINNIPEG, - - - 511 Union Bank Building
Telephone 3728
LONDON, ENG. - - - - 88 Fleet Street, E.C.
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NEW ADVERTISERS.

Down Draft Furnace Co., Galt, Ont.
Guelph Stove Co., Guelph, Ont.
Novelty Mfg. Co., Jackson, Mich.

JOBBERS SELLING TO CONSUMERS.

One of the greatest evils of the hardware trade in Ontario is the sale of goods to consumers by jobbers and manufacturers. It would be useless to attempt to particularize as while some houses are not as great offenders as others the evil is so general that the houses which would prefer to do a purely jobbing or manufacturing trade are forced to accept retail orders offered them in order to compete with the houses which go out after the consumers' business.

The evil is one which hardware retailers must grapple with at once through their association if the trade is to be saved from utter demoralization. And in endeavoring to remedy the evil the dealers are certain to meet with the hearty support of many jobbers and manufacturers who realize that in entering into back door competition with their customers they are killing the goose that lays their golden egg. From time to time some dealer arises to propose co-operative buying or the establishment of a jobbing house conducted co-operatively by the retailers. These propositions have been shown to be unworkable time and again, but there is no surer way to encourage sentiment in favor of them than by continuing to sell direct to consumers.

That selling in direct competition to retailers is unprofitable to jobbers is illustrated by three incidents happening during the past week.

A Western Ontario merchant wrote that as a plumber in his town sold paints without carrying a stock, merely filling large orders on close margins when customers were secured, the hardware dealers were refusing to buy any goods whatever from the house selling the paints.

In an Eastern Ontario town visited by the editor last week a certain jobbing house cannot, it is said, sell a cent's worth of goods to the hardware dealers. One of their travelers saw a house in course of erection and by direct canvassing made a sale of nails, etc., at prices equally as low as those quoted to regular dealers. The local hardwaremen heard of the sale and when the regular traveler called on them he failed to get his accustomed order, the jobbing house losing the friendship of several retailers in return for a small sale to a builder.

A Toronto dealer was asked to quote prices on a certain line of building goods. The customer came back again with the report that he could buy at wholesale. The dealer verified this and rather than let the jobber beat him out of the business, turned the order, which was from a personal friend, over to a manufacturer.

These incidents are happening every day and will continue to occur until the Retail Hardware Association secures a sufficiently large membership to induce the jobbers and manufacturers to take such action as will remedy the evil. The Retail Hardware Association has an opportunity to do much good work for the trade in general and every dealer should accept the first invitation to join the association. Every member adds to the strength of the organization.

RETAIL MERCHANTS' CONVENTION.

While the list of delegates to the provincial convention of the Retail Merchants' Association in Ottawa fails to show any hardwaremen as taking part, considerable space is devoted in this week's issue to the doings of the delegates of general interest. Many of the resolutions adopted are timely and the suggested amendments to the Criminal Code should meet with the hearty endorsation of the coming conventions of the Retail Hardware Associations in Western Canada and Ontario.

The adoption of a resolution condemning trade newspapers for criticising the organization methods of the paid officials of the Retail Merchants' Association is worthy of note. Are these highly paid officers above criticism? Permanent officers who do not present an audit of the association's books nor present a financial report of a paper which the association are supposed to own are surely open to criticism, and salaried organizers who after several years of alleged effort fail to organize such an important branch of trade as the hardware and stove business—fail even to let hundreds of well-informed hardwaremen know that they desire to organize a hardware section—must be open to criticism whether the permanent officers like it or not.

Hardware and Metal repeats that experience has proven that the hardware trade has gained a dozen or hundred times more through the purely retail hardware associations in the United States and Western Canada than through the Retail Merchants' Association in Ontario and Quebec. And again we invite any reader who thinks differently to discuss the question in these columns.

We agree that the work of organizing a retail association is work which should preferably be undertaken by others than publishers of trade newspapers. But when this work is neglected by men who are being paid to do it, and when there is a crying demand for an organization and retail dealers take up the matter of forming an association themselves, we contend that it is the duty of a trade paper to assist in every possible manner, as the retailers are the backbone of the trade.

Members of the staff of this paper aided in the organization of the Retail Hardware Association of Western Canada two years ago (great credit for which is now claimed by the Retail Merchants' secretary) and in the formation of the Ontario association this Spring. If the permanent officers of the Retail Merchants' Association who are responsible for organization work had been half as energetic in trying to organize the hardware trade in Ontario as they have been in "knocking" the new Retail Hardware Association, the trade would have experienced some tangible results and the existant evils would have been greatly minimized.

But why all this tirade against trade newspapers on the part of certain paid officials of the Retail Merchants' Association? Is it because having been unsuccessful in business and having secured salaried positions they consider their own material interests of greater importance than the welfare of the retail merchants they are supposed to be serving?

Let it be fully understood. Hardware and Metal has never at any time criticised the Retail Merchants' Association as an association. Its aims are commendable, and it has accomplished much that is beneficial to the retail trade of

the country. Neither is it with the elective officers, many of whom, like President Ellis, we number among our warm and fast friends. Our differences are with the permanent paid officials, who have taken umbrage because we have deigned to urge the retailers in the various branches of trade to organize for mutual protection and benefit.

SPLENDID CROP PROSPECTS.

The prosperity of Canada being directly dependent upon her agricultural industry, it is gratifying that reports received from authoritative sources find the crop prospect very satisfactory. Interest in this regard turns primarily to the west, with each year a greater field to be reckoned on. Thousands of acres of rich prairie are being broken by the settler every day, and next season will add their quota to swell the immense grain product. Last year's yield, considered by the acre or as a whole, was wonderful, and if Nature is propitious the crop now in the ground will, by reason of increased acreage, far surpass it. What the influx of people will be during the present Summer it is difficult to estimate, but it will constitute another movement of the entering wedge that is to bring this fair Dominion a population of fifty millions in a few decades, and raise Canada's standard to a high place among the nations of the world.

All this means an agreeable situation to the merchant, providing always that he temper the modus operandi of his business with the precautionary measures suggested by the conditions surrounding him. He may accept the feeling of optimism with which the whole west effervesces, but he must introduce qualifications for present protection before figuring far into the future. He has been, and is, playing an important part in the upbuilding of that vast country in a way that is not necessarily coincident to the ordinary process of trading. He has exerted one of the most powerful influences that have been directed to placing the settler on a good footing, and putting the greatest acreage in seed as soon as possible. To those farmers who have shown the proper industrious disposition he has extended the most liberal credit, thereby permitting the use of an enormous capital in acquiring land and improving it that would otherwise have been held back for current expenses. It is the first year or so, while he gets no returns from the soil, that the settler feels most keenly. The merchant has tided him over that period safely, with the assurance that the first crop—which is generally calculated to set the owner on firm ground, with something to spare—would be followed by a settlement. This policy has been of inestimable benefit, especially to the homesteader, whose capital is small, and who, until the required duties are performed, has no freehold property to secure his paper.

Of course the merchant could not be so indulgent without the aid of the wholesale houses, and with long credit extended all round, the value of accounts outstanding at one time has been enormous. Naturally, harvest should see the books balanced up, but collections in the past have not been satisfactory. The farmer very often succumbed to the land fever—knowing that this is the last Great West, and that prices would never be so low again—and invested money that should have been devoted to settling his bills. Land greed is a hard thing to fight off, and in a new, rich country it is rampant. The screws had to be tightened up a little by the merchant, and now collections are better. They should continue to improve, particularly in those districts where more than one crop has been marketed. The temptation to buy while prices are advancing is great, but the farmer should square his accounts first. He must be urged to do so by every reasonable means. In the districts where prosperity has made its appearance — and in the west it often does very quickly — cash business should be encouraged as far as possible.

The merchant is now buying Fall stock. If the crop comes up to expectations business conditions will be good; if not, the times are likely to be pretty hard. It is not our wish to hold a pair of blue glasses to the merchant's eyes, but merely to emphasize the need that he has for caution. The outlook just now is splendid, and we pray that the brightest hopes may materialize. At the same time, let the possibilities exert their proper moderating influence.

RAILROAD DISCRIMINATION.

The average shipper has long since ceased to evince marked surprise at anything a railroad may do or charge. The workings of the railroad mind are past finding out, or even the elucidation of an A. G. Blair. Still the shipper occasionally runs across such a flagrant example of wrong-headedness as to excite his interest if not his surprise.

Such a case was recently brought to the notice of Hardware and Metal. A large shipper has been accustomed to send quantities of crockery from Hamilton to St. John, N.B., paying 62 cents per hundred pounds. A short time ago he had occasion to send a shipment of the same class of goods to Hamilton, Bermuda, and on his freight bill discovered that the railroad's charge to St. John was 29½ cents, because the goods were going through to Hamilton, Bermuda.

By a little calculation it was seen that he could ship his crockery through St. John a thousand miles out into the Atlantic to Bermuda and back again to St. John for less money than if they were shipped no farther than St. John in the first place. This is charging what the traffic will bear with a vengeance.

THE SITUATION IN METALS.

Although this time of year is usually a slack season for pig iron bookings, some leading Canadian dealers state that they have sold more iron of late than for some time previously. Very fair quantities are moving, some orders for two and three hundred ton lots having been received. There seems to be a general expectation of higher prices, as even at the present time it is extremely difficult to obtain large deliveries from Old Country furnaces.

Tin has not yet become steady. The same unending fluctuations continue as the market condition, though the general tendency seems downward. Prices quoted by the large jobbing interests vary according to specifications, and they even now show a hesitancy to give definite figures. Until tin emerges from the speculative influences which now control the market, any efforts to predict future conditions must be pure guess work.

Still another drop in pig lead has brought quotations on that metal as low as $4.30 to $4.40 per hundred pounds. These figures are thought by some students of market conditions to be slightly weaker than the situation warrants, but they are being freely quoted in Montreal. It seems more than strange that in spite of a declining market in pig lead, both shot and lead pipe have materially risen. This circumstance would seem to be one more indication that the lower prices on pig are the result of manipulation, and that this weakness will not be much longer maintained. There is undoubtedly a big demand for lead. There must, then, be a scarcity among consumers, as otherwise no important buying movements would be noticeable on a falling market.

Another surprise this week is the lowering of prices on zinc spelter by ¼c. per pound. This quite disappointed the expectation of market experts, as it was thought that the keen demand from foreign as well as domestic consumers would still further stiffen quotations. From all appearances higher prices will soon again be in force.

It will be seen that copper and pig iron are the only ingot metals to maintain their strength, while all sheet metals are not only in active inquiry, but are also steadily held at current prices.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Linseed Oil—Has declined 2 cents.
Lead Pipe—Discount of 15 per cent. declared.
Solder—A decline of ½ cent.
Ingot Tin—A further drop in price.
Pig Lead—Five cents lower per hundred pounds.
Ingot Zinc—Prices ¼ cent lower.
Shot—Advanced to net list.
Boxwood Rules—An average advance of 5 per cent.
Planes—Some makers have advanced prices.

TORONTO.

Ingot Tin—Quotations down to 41 cents.
Rules and Planes—American manufacturers are advancing prices.
Linseed Oil—A drop of 1 cent considered likely.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 13, 1906.

Some interesting changes in current prices of hardware lines have taken place within the past few days. One change which caught several jobbers napping was that in shot, which has advanced to net list.

In view of the decidedly sagging market in pig lead, there was little expectation of this fluctuation in shot, among the trade. Some dealers were actually holding off for better prices, but from events which have transpired it seems evident that there was a scarcity of stock among manufacturers. One of the largest jobbing houses, finding that their stock of shot was becoming very light, sent in a large order for quick delivery, and this must have accentuated the scarcity. At any rate, the advance was declared almost immediately afterwards.

Boxwood rules show several changes in price, figures, on the average, being about 5 per cent. higher than previous quotations. Some makes of planes have also slightly increased in price, and all lines are held steady.

Business in general is keeping up remarkably well. In fact, owing to the holiday season being on, some of the Montreal wholesalers are handicapped in their deliveries through having allowed too many of their staffs away on their vacations.

AXES—Trade is satisfactory for the season. Our quotations are as follows: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — We still quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Trade conditions are unchanged. Quotations remain the same as at our last report.

RIVETS AND BURRS—The midsummer lull is just beginning to make itself felt. We quote: Best iron, rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—There is now somewhat of a lull after the spirited demand shown a week or so ago. Farmers have now pressed most of the hay remaining in their barns from last year. The present year's crop will soon be ready, however, and the heaviest season for this line will no doubt be on inside of a couple of weeks. Our prices remain as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS — Business is about as usual. Discounts remain as follows: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Prices are very steady, and we are still quoting the following discounts: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—Discounts generally quoted are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Unsettled trade conditions mentioned some time ago show little or no abatement. Prices as published are by no means strictly adhered to, but we still quote $2.05 per keg f.o.b. Montreal.

CUT NAILS—Trade is without feature. Price is still quoted as $2.20 per keg, f.o.b. Montreal.

HORSESHOES—Our prices are as follows: P.B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes 25c. per 100 lbs. extra.

SPORTING GOODS—Fishing tackle is of course in great demand, and other lines such as guns and ammunition are becoming favorites in the orders which are now being received.

BUILDING PAPER—Trade is only fair. All prices are the same as at our last report.

CEMENT AND FIREBRICK — The brisk demand previously noted continues very satisfactorily for all concerned. The market is very steady in tone, and we are still quoting as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lafarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Trade conditions are unchanged. We quote: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—Good orders are still coming in. Prices remain as follows: American Twin, 2 quart, $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—Large sales are still being made, the warm weather having encouraged retailers to stock up. We still quote $1.45 per hundred square feet.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 13, 1906.

A slight falling off is reported this week, but trade continues quite brisk for this season. Haying tools, hay carriers and similar goods are in good demand, but hay wire is pretty well sold for the season. Summer goods are still in good demand, the movement in screen doors, etc., being very satisfactory, but with not so much likelihood of a shortage as there was last season. Sporting goods and building supplies are having a seasonable demand.

American manufacturers are moving their list prices upward, the Ohio Tool Company having advanced their planes, the Upson Nut Company their rules and the Sargeant Manufacturing Company their lines.

AXES AND HANDLES—Trade con-

tinues normal, with no price changes.

CUTLERY AND SILVERWARE — The demand for Fall goods is picking up and sorting orders are fair.

SPORTING GOODS—Lawn bowling and cricket goods are selling well. Fishing tackle is a live line and ammunition is commencing to liven up.

SCREEN DOORS AND WINDOWS — Trade is slackening off, but green wire cloth is still selling well. There is some talk of a scarcity but one is not considered likely.

HAMMOCKS—The hot weather has created a large sale of these goods. A better class of hammock than usual is being asked for, and manufacturers are kept busy getting out stock.

LAWN MOWERS AND HOSE — Demand is decreasing but considerable sorting is reported.

REFRIGERATORS AND FREEZERS—A falling off is noticed in the demand.

WASHING MACHINES — A normal demand is noted.

CHAIN—We quote as follows : 1 inch, $6.60; 5-6 inch, $4.55; ⅞ inch, $3.95; 7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅝ inch, $3.45; ¾ inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Sales are reported large. We quote : 2-in. mesh, 19 w.g., discount 55 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE — We quote : $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote : On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues, with prices unsettled, but we nominally quote : $2.05 base.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSE SHOES — Our quotations continue as follows : P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

RIVETS AND BURRS—Tinned rivets have been advanced and are now quoted net extra 4 cents per pound.

SCREWS—We quote : On gimlet point 70 and 5 per cent. off ; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Stocks are bare and manufacturers are said to be refusing to accept orders. We quote : 55 and 10 per cent. off list.

CEMENT — We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIRE BRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL—There are no price changes this week, and business is quiet.

Hides, inspected, steers, No. 1	0 12½
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11
Country hides, flat, per lb., cured	0 11½
Calf skins, No. 1, city	0 14
" No. 1, country	0 13
Sheep skins	1 50 1 85
Lamb skins	0 50
Horse hides, No. 1	3 15 3 60
Rendered tallow, per lb.	0 04½ 0 05
Pulled wools, super, per lb.	0 25½
" " extra "	0 27
Wool, unwashed fleece	0 17 0 18
" washed fleece	0 27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 13, 1906.

A weaker tone pervades the Canadian metal market at the present time, especially with reference to tin, spelter, antimony and lead. In nearly every case it is almost impossible to explain the drop on logical grounds, as the demand keeps up very strongly and there has been, so far as can be learned, no considerable increase in production to cause a sluggish market.

Copper is as firm as ever. Metal merchants here are experiencing the utmost difficulty in securing deliveries, and, from all appearances, copper is much more likely to go up than down.

Speculative operations are given as the only conceivable reason for the declining market in lead and zinc. Both of these metals are in very active inquiry, and almost every natural cause is on the side of high prices.

Antimony is slightly weaker, but judging from the condition of supply and demand, no decided decreases in price are to be expected for many months yet.

COPPER—Of the ingot metals, copper is the only one to maintain its strength this week. We still quote : Ingot copper, 21c. to 21½c. ; sheet copper, base sizes, 25c.

INGOT TIN—As ever, tin is fickle. At the end of last week and beginning of this, there was a very decided drop, but the metal strengthened perceptibly later on. At the time of writing prices are still somewhat weaker than at our last report, and even these figures will be shaded for quantities, on receipt of specifications. We now quote 43c. to 44c.

INGOT ZINC—It has surprised market experts to see spelter declining again, when everything seemed to point to a continuance of a firm market. We give the following price : 7c. to 7¼c. per pound.

ANTIMONY—The decline noted in our "Markets in Brief" last week is still ruling and we now quote : 28 cents per pound

PIG LEAD—Still another sagging is noticed this week. Present quotations are : $4.30 to $4.40 per hundred pounds.

PIG IRON—The market is quiet, and the Fall buying movement has not yet begun. Our quotations are as follows :

"Dom.," No. 1 $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19.50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.50	"	"
" No. 3	18.00	"	"
Cleveland No. 1	18.25	"	"

BOILER TUBES—We quote : British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices are unchanged : Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c. ; Jowitt's Diamond J., 6 1-4c. to 7c.; Jowitt's Best, 11c. to 11 1-2c.

MERCHANT STEEL—Trade is good in nearly all lines. Prices remain as follows : Sleigh shoe, $2.17½ ; tire, $2.27½ ; spring, $2.75; toecalk, $2.82 1-2; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.17 1-2 and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We are still quoting: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78 ; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON — A shortage exists in the sheets of home manufacturers. Leading Canadian consuming interests are finding it difficult to procure supplies. We quote as follows : Queen's Head, 28 gauge, $4.35 to $4.60 ; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—The market is very firm. We quote: 28 gauge, $2.40; 26 gauge, $2.35 ; 22-24 gauge, $2.30 ; 19-20 gauge, $2.30 ; 8-10 gauge, $2.45.

CANADA PLATES—An active in-

quiry is being maintained. Prices are steadily held. We quote: 52's, $2.60; 60's $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—Large sales are reported. Our prices remain: Cokes, base size, 1C 14x20, $4; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—Our price remains $6.85.

SHEET ZINC—Price is still steady, in spite of easier conditions in spelter. We quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—We are still quoting: 2½ lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities, 25c. per hundred lbs. extra.

BAR IRON—Trade is brisk, the price being steady at $2.05 f.o.b. Montreal.

OLD MATERIAL — Dealers' buying prices are as follows: Light copper, 14½c.; heavy red brass, 14½c.; yellow brass, 11 1-2c.; light brass, 7 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $13; wrought scrap, $12; stove plate scrap, $10.50 to $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7½c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 13, 1906.

The metal market this week is rather a weak one, although the only change made is in ingot tin, which is now quoted as low as 41c. Considerable fluctuations have been reported from outside markets, but the quotations here have not changed greatly, the reduction in the figures causing an active demand. For ingots, the trade in tin plates is rather quiet: Lead and spelter are both considerably weaker, although quotations remain about the same. Copper is fairly strong with a fair business being done. Antimony and brass occupy about the same position as a week ago. With the easing off of prices on ingot metals, there is a less active demand for old materials, but prices on these lines show no change as yet.

Pig and bar iron are rather quiet, although the mills are booked ahead for a long time. Manufacturers of bolts and nuts have so much business on hand that they are said to be refusing orders.

PIG IRON — Trade is quiet with prices the same. We quote as follows: Radnor at furnace, $30; Hamilton at furnaces, No. 1, $20.50; No. 2, $20; Londonderry, f.o.b., Toronto, No. 1, $21.50, No. 2, $21; Middleborough, $21.50.

BAR IRON—The good demand keeps up with stocks light. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Outside markets have been much fluctuation in prices and quotations have been lowered to 41c. to 42c. per pound.

TIN PLATES—Demand has been less active for plates. We quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Prices are well maintained and demand is active. We quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is active and quotations 23c. to 24c. per pound.

COPPER—Copper is holding strong and we still quote: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—Local dealers are still quoting $4.40 for imported pig, and $5 per 100 lbs. for bar lead.

ZINC SPELTER — The market is weaker and the demand locally fair. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — A lively demand is experienced from threshers. Our quotations are as follows: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $20. Terms, 2 per cent. off.

ANTIMONY — Prices are unchanged and 27c. is quoted.

OLD MATERIAL — Dealers' buying prices are as follows: Heavy copper and wire, 15c. per lb.; light copper, 13½c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8½c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $10.50 to $11; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7½c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—The usual monthly advance of 10c. has been made, the figures now being: Anthracite in cars at bridges, egg, stove and nut, $5.30; grate, $5.05; pea $3.60, per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.50; ¾ inch, $2.40; mine run, $2.30; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, July 11, 1906.

PIG IRON—Cleveland warrants are quoted at 50s. 1½d., and Glasgow standard warrants at 49s. 10d., making prices as compared with last week 3d. higher for Cleveland warrants and 3d. higher for standard warrants.

TIN—Spot tin opened weak at £167 10s., futures at £165 10s., and after sales of 150 tons of spot and 850 tons of futures closed weak at £165 for spot, £163 5s. for futures, making price compared with last week £14 5s. lower on spot, and £12 5s. lower on futures.

COPPER—Spot copper opened easy at £80 17s. 6d., futures £80, and after sales of 250 tons of spot and 50 tons of futures, closed easy at £80 10s. for spot and £79 5s. for futures, making price as compared with last week £1 lower on spot and £1 5s. lower on futures.

LEAD—The market closed at £16 6s. 3d., making price as compared with last week 7s. 6d. lower.

SPELTER—The market closed at £26 15s., making price as compared with last week 5s. lower.

U. S. IRON AND METAL TRADES.

From the Iron Age, July 12, 1906.

The monthly pig iron returns collected by the Iron Age show that the blast furnaces of the country, what with poor working in June and a steady crop of blowings out, are still falling behind in production. Our statistics of the coke and anthracite furnaces for June, 30 days, show an output of 1,970,733 tons, as against 2,098,746 tons in the 31 days of May and 2,073,222 in the 30 days of April. Thus each succeeding month shows a smaller daily rate of production. The weekly capacity of the 290 furnaces active on July 1 was 460,490 tons, as against 472,622 for 296 furnaces on June 1.

The general tone of the reports throughout the country with reference to the market in foundry iron is encouraging and shows a firmer feeling. In the eastern markets the local furnaces are meeting competition for such business as is not dependent upon specific brands.

While some large steel rail business for next year is pending, actual sales during the past week have not been large. Some figuring is going on over an additional 50,000-ton order for the Grand Trunk Pacific road, but it is rather doubtful whether any of the mills on this side of the line will be able to do anything with it. Negotiations are still pending on the large orders for rails for Cuba and South America.

Warned by the experiences of this season and encouraged by the outlook, the western agricultural implement manufacturers have resumed work at their plants to make stock for the 1907 season. So early a start is unprecedented and is bringing to the mills early specifications. The situation in steel bars is now thoroughly sound, the mills having very large commitments and receiving specifications liberally.

Reports from the lighter lines, wire, tubes, sheets, etc., are favorable throughout.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, July 11, 1906.

The production of foundry iron is not keeping pace with the general increase of pig iron production, while the output of forge pig is actually decreasing. Several changes have contributed to this change in the general alignment. The most important as regards the change in foundry iron has been that the demand for rolled steel has increased much more rapidly than has the demand for castings. The next most important cause has been the growth of the steel casting industry, which draws trade from the grey iron foundry, thus tending to reduce the production of foundry pig iron, while at the same time swelling the production of steel-making pig. A more remote cause, but still one which exercises an appreciable influence, is the increased quantity of pig iron instead of scrap, which is used in basic open hearth steel manufacture.

Following the recent heavy sales of

iron, especially in the south, the market has been one of quiet firmness. There is a pronounced scarcity of Bessemer and basic grades, in which connection it is interesting to note that Bessemer is being shipped from Ironton, O., to the plant of the Algoma Steel Co. at the Soo. Seven furnaces in the valley will soon be out for repairs and there are indications that the supply of foundry irons during the last half will not be equal to the demand.

The condition of the steel industry at the beginning of the second half may be gauged from the fact that orders on hand at mills in the Pittsburg district are for a tonnage from 15 to 25 per cent. in advance of that at the same time a year ago. Some relief has been had from the scarcity of crude steel, especially in the Chicago district, through the fact that the Illinois Steel Co., having completed its open hearth extensions, will be a seller of billets.

Railroads are buying freely for bridge construction. The sales of the American Bridge Co. for the first half of the year were 50,000 tons in excess of those for any other half year of its history. Rail requirements for the current year had been underestimated, as is shown by the recent placing of round tonnages for this year's delivery. Light rails have advanced 50 cents per ton and are selling readily.

Nova Scotia Trade News.

Halifax, N.S., July 10.

Midsummer dullness has set in over the hardware trade, and there is very little doing at the present time. So far this year business has been good, and the jobbers are satisfied with the outlook. The good hay crop throughout the province has made a demand for rakes, scythes, stones and snaths. Some small sales of ice cream freezers have been made, and there is a fair demand for enamelware.

Bar iron is steady at $2.25, and zinc at 8¼ for casks and 8¾ for less. Wire nails are still quoted at $2.15 base, and $2.40 for cut base. Sheet lead in rolls is quoted at $5.75 and in smaller quantities at $6.25. Pig lead is $5.50 and turpentine 95 cents per gallon for casks and $1 for less than casks. There has been some demand for roofing materials, but no change in the price. Raw oil is quoted at 60 cents, and boiled at 63 cents. Stocks of glass held here are light, and dealers are complaining that they cannot get delivery of stock ordered months ahead. Sales of cement are good, the price quoted being $2.25.

* * *

A carload of machinery for the new foundry to be opened on Montague street, Lunenburg, has arrived, and is now being placed in position. The company has orders for considerable work ahead, and the plant will be put into operation immediately. It is the intention of the company to manufacture steering gear, pumps, winches, and other equipment. They will also handle the Leonard engines and boilers, and all woodwork tools. Mr. Holder will be the manager.

* * *

The Dominion Coal Company's output and shipments for the month of June total 325,991 and 362,011 tons respectively.

For the year ending June 30 the output of the various collieries of the Nova Scotia Steel & Coal Company has exceeded all previous records. The production in 1904-5 reached 476,516 tons, as against 558,316 tons in 1905-6. About 2,800 men are employed in the mines, exclusive of the office staff. It is stated that large limestone areas at Red Islands, Richmond County, are about to be actively developed by this company. These areas are located less than a mile from an excellent shipping point at East Bay.

* * *

The Beaver Hat Gold Mining Company has just received a brick of gold weighing 13½ ounces, obtained from a test of forty tons of ore, yielding 6 dwt. to the ton. The quartz was taken from a tunnel driven off the main shaft.

BRITISHERS AWAKENING.

A number of important points in connection with the manufacture and sale of machinery in Great Britain, in so far as it affects American trade, are pointed out in a recent report by U. S. Consul Halstead, of Birmingham, Eng.

In British mercantile and engineering circles, he states, they are sometimes mildly sarcastic about the ease with which catalogues can be obtained from American manufacturers, disclosing designs, and even giving best discounts. In one case, which he knows, an applicant for catalogles and quotations of American products was a designer in the employ of an English concern, making articles in competition with the American firm, and it profited greatly by making copies of American articles. An application on a private letterhead or from aprivate address to an English firm, he states, would not receive any attention, and when made on business stationery would generally result in a personal call from one of the English concern's travelers, the object being to size up the applicant before quoting prices or letting him have the catalogue.

Consul Halstead also states that the many visits of British manufacturers to American factories are bearing fruit and an English manufacturer is rapidly regarded as up-to-date to-day unless he has seen American factories. No one who has not lived in England during the last seven or eight years can realize how great the awakening has been, nor how changed the British mental attitude in regarding new ways of doing things. There has been much wise and clever adaptation to British cheaper labor needs of American machinery ideas. It has often been found profitable to simplify highly organized American machinery, even separating processes and dispensing with complicated parts requiring skilled mechanics to manage them, substituting instead hand-guiding manipulation for automatic work.

Several machinery manufacturers have developed a very large trade out of this type of simplified American machine for use with cheap labor. Large quantities of small articles are now cut from bar stock where formerly they were cast or produced upon simple lathes, the turnings for each of the several tools in a turret lathe being done by hand. It has revolutionized the brass trade.

HALF YEAR'S BUSINESS REPORT

Bradstreet's report of business failures in Canada and New Foundland for six months, 1906 and 1905, with assets and liabilities as follows :

Provinces and Territories.	No. of Failures. 1906	1905	Assets. 1906	1905	Liabilities. 1906	1905
Ontario	193	228	$ 648,499	$ 685,315	$1,333,864	$1,588,974
Quebec	280	243	1,018,860	1,288,250	2,771,500	2,944,798
New Brunswick	21	29	41,230	81,375	80,162	185,257
Nova Scotia	33	46	89,240	689,250	143,489	1,314,243
Prince Edward Island	3	5	19,150	61,700	41,897	94,900
Manitoba	68	48	223,315	247,458	511,165	461,536
Alberta, Saskatchewan	13	28	44,600	174,670	70,405	268,336
British Columbia	15	45	55,000	160,975	127,100	346,350
Yukon Territory	26	2	159,000	24,000	218,000	35,000
Total, Canada	652	674	$2,298,894	$3,412,993	$5,298,482	$7,239,364
Newfoundland	3	1	38,466	2,500	41,778	4,000

Canadian failures for six months of 1906 number 652, with liabilities of $5,298,482 and assets of $2,298,894, a decrease of 3.2 per cent. in the number and of 26 per cent. in the liabilities from a year ago.

RUBBER COMPANIES UNITE.

The Canadian Consolidated Rubber Company has been formed with $5,000,000 capital to take over the business of the Granby and Canadian Rubber Companies. G. W. Stephens, of the Canadian Rubber Company, will be president of the new combination.

PRACTICAL PHILOSOPHY.

"I aim to tell the truth," "Yes," interrupted an acquaintance, "and you are probably the worst shot in America."

He who works hard and uses all of a small opportunity will surpass the man who partly neglects a great one.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, July 13, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

For the midsummer season business is very active, there being a strong demand for all general lines of hardware. Builders supplies are, of course, in very strong demand, both in city and country. Values are steady except for an advance in rules.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Jobbing prices are steady in spite of severe retail competition. This week's quotations are as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS—Revised list and discounts are now as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 10 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ½ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅝ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; ⅜, $4.45; ½, $4.10; ¼, $7.20; ⅝, $4.60; ¾, $4.30; ⅞, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—There has been a revision of the list, and the discount is now only 50 per cent. Formerly it was 50 and 10.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Price has been reduced ½c. per lb. Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — We quote as follows: Cartridges, Dominion R.F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.00; chilled, $7.50; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—As noted for some weeks past, there has been a steady upward trend in the lead market. While there is no quotable change in the market this week, the price is very firmly maintained and further advances would not surprise the trade. The price is now $5.25 per cwt., with a reduction of 25c. per cwt. for ton quantities.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

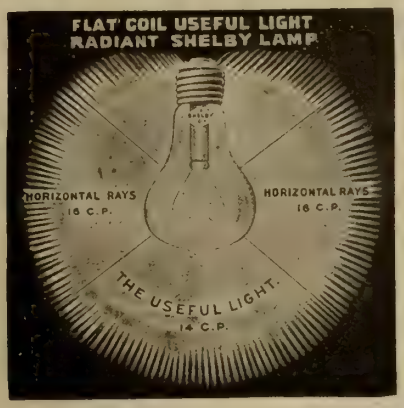
GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.



100%

More Useful Light

MAKE

SHELBY LAMPS

worth twice as much as ordinary lamps of equal rated candle power, as they **do not** consume any more current and are sold at the **same price** as the ordinary or Oval Filament type lamp.

Ask for the Shelby

ONTARIO LANTERN & LAMP CO., LIMITED

HAMILTON, ONT.

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

Everything for the Painter



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS

"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?
Our guarantee protects dealer and consumer.
We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

E-Z FLOOR STAIN

BEAUTIFIES YOUR FLOORS

AND

MAKES OLD FURNITURE NEW

EASY TO APPLY. QUICK TO DRY.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON ***WINNIPEG***

STOVE AND WESTERN NUMBER

Aug. 4 issue of Hardware and Metal will contain full illustrated report of Winnipeg Exhibition.

It will also contain review of the stove trade for the last year. We will give full description of all the new ideas stove manufacturers have adopted during the last year.

Manufacturers will find this number a specially good advertising medium.

PETROLEUM AND GASOLINE— As noted last week, there was a decline of ½c. per gallon in petroleum We quote : Silver Star, per gal., 21c.; Sunlight, 22c. ; Eocene, 24c. ; Pennoline, 25c. ; Crystal Spray, 24c. ; Silver Light, 22c. ; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE — Our quotations are as follows : White lead, pure, $7 ; bladder putty, in bbls., 2½c. ; in kegs, 3¾c. ; turpentine, pure, in barrels, 97c. ; less than barrel lots, 92c. ; linseed oil, raw, 64c. ; boiled, 67c.

WINDOW GLASS — We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, 85, $12.60; 86 to 90, $14.75;91 to 95, 61 to 70, $10.50; 71 to 80, $11.55; 81 to $7.35; 41 to 50, $8.40; 51 to 60, $9.45; $17.30.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

790. Knives—A Sheffield firm manufacturing butchers', shoe, palette, putty and other knives, also table cutlery, scissors and razors, ask to be placed in communication with Canadian importers of these goods.

804. Bull Ring—A large Birmingham firm wish to place on the Canadian market their patent bull ring.

805. Brushes— A Birmingham firm wish to appoint an agent in Canada for the sale of all kinds of brushes.

806. Brass Tubes—A Birmingham firm wish to find a market in Canada for brass tubes and all kinds of brass foundry goods.

807. Agent—A large Birmingham firm wish to appoint an agent in Canada for the sale of brushes.

809. Scales, etc.—A Birmingham firm wishes to get in touch with a commission agent in a position to place their scales, scale beams, weights and measures.

810. Metallic Bedsteads, etc.—A Bilston firm wish to place on the Canadian market their metallic bedsteads, cots, chairs and folders.

811. Tiles, etc.—A Hanley firm wish to appoint an agent in Canada for the sale of tiles, mosaics and terra cotta.

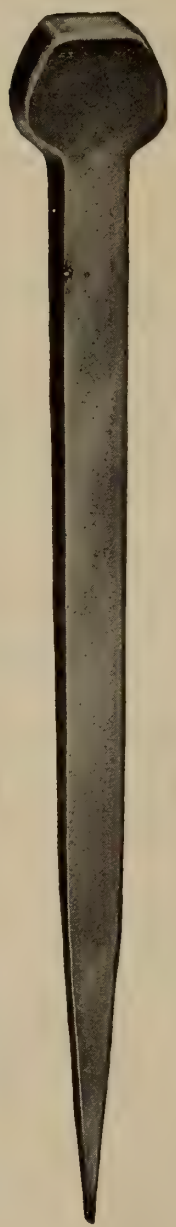
812. Pearl Handles—A Birmingham firm wishes to find a market in Canada for pearl handles.

813. Ores and metals—A French firm in Paris wish to be put in communication with Canadian mines or merchants who would like to export ores and metals. Correspondence solicited.

818. Lubricating oils, etc.—A Yorkshire firm manufacturing lubricating oils, oleines and all classes of oils and greases used in woollen mills invites correspondence with Canadian buyers.

819. Lawn mowers, etc.—A Hull firm invite correspondence and catalogues for lawn mowers and general goods handled by hardware merchants.

No Horse Nails in the World



are made of better material than is used for the "C" brand. It is a special quality of Swedish Charcoal Steel Nail Rods, which have the highest tensile strength combined with great toughness. This is demonstrated by the average of several tests which shows that the test piece of these rods will stretch over one-third of its length, and require a force equal to 55,000 pounds per square inch before breaking.

No Horse Nails in the World

have ever, or do now excel the "C" brand in any test of quality impartially and scientifically applied. We challenge comparison with the product of any maker in the wide world.

No Horse Nails in the World

will drive easier or make better clinches, or hold the shoes on longer. They are of the right temper, which, combined with the fine hardened bevel points, penetrate the hardest hoofs easily. You will never bend or buckle a "C" nail in driving, or find split or crooked nails.

No Horse Nails in the World

can offer you forty years continuous manufacturing experience in producing by Canadian labour for Canadian requirements except the makers of the "C" brand.

No Horse Nails in the World

are better entitled to your preference for reasons of quality and fair price. They may be obtained on order from all the leading Hardware Merchants in Canada. If not obtainable through them, we shall supply you direct. Samples and quotations furnished on application.

Canada Horse Nail Company

MONTREAL

ESTABLISHED 1865

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Illustrated Price List.

The Guelph Stove Co., of Guelph, Ont., now under the management of N. L. Stewart, are the manufacturers of the Perfect Idea range, and a new line of Oak Idea heaters, also the Grand Idea cold base burner. They are adding other new lines of steel ranges which will be ready for the Fall trade. Mr. Stewart is at present in the Northwest looking over the situation there. They have branches in Winnipeg and Calgary, and the trade in the west can be supplied from these branches, which will insure prompt shipment. A new illustrated net price list is now ready and will be sent to the trade on request.

Saw and File Catalogue.

Henry Disston & Sons, Adelaide street east, Toronto, and Philadelphia, Pa., have issued a new catalogue and circular illustrating cross-cut saws, cross-cut saw tool, saw handles and files.

Asbestos Sad Irons.

A handsome and neatly arranged catalogue has recently been issued by the Dover Mfg. Co., Canal Dover, Ohio. The company manufacture asbestos sad irons for every purpose and are made in a variety of shapes, sizes and weights. They are packed for shipment in various combinations to provide the proper tool for every grade of ironing. Dealers interested should send for catalogue.

Ice Cream Freezers.

The Dana Mfg. Co., Cincinnati, Ohio, are issuing a seasonable catalogue of ice cream freezers. A good feature of the Dana make is that the gearing is outside the freezer, thus insuring cleanliness and freedom from salt and ice.

"Sovereign" Catalogues.

"Sovereign" means first — nothing above — and that briefly outlines the quality of the new "Sovereign" radiator catalogue "F" received this week from the Taylor-Forbes Company, Guelph. Typographically it is a sovereign and the quality of the contents, illustrations, descriptions, sectional measurements, tabulated information, plans, specifications, and reading matter is all worthy of special mention. The illustrations of "Sovereign" radiators show all sizes and forms for use under windows or stairways, in corners, around columns, on walls, etc., as well as showing the valves, fittings, etc., used with the "Sovereign."

Catalogue "G," devoted to hot water and steam "Sovereign" boilers, has also been received, it showing and describing the Canadian, Western, and Western Junior, steam boilers, Sovereign, Advance, Western, and Western Junior, hot water boilers, and Little Giant and Improved Giant tank heaters. Sectional cuts accompany the regular engravings, tables and descriptive matter also being given regarding each line. The construction of the boilers is plainly shown and the book on the whole is a valuable one for any fitter to have on file.

Any person in the trade who has not secured copies of these catalogues as yet should send for one at once before the supply is exhausted.

FIRE-PROOF GLASS WINDOWS THAT ARE FIRE-PROOF

These windows in a fire-proof building, complete the security, and in any building will thoroughly prevent the spread and advancement of the fiercest flames.

Better than iron shutters (even if they happened to be closed at the needed time); fire-proof glass remains intact, resisting both the intense heat of the fire and the action of water.

Many practical tests have proved it's efficiency.

Used in conjunction with our hollow sheet-metal frames and other fire-proof fittings, it gives the most perfect protection available.

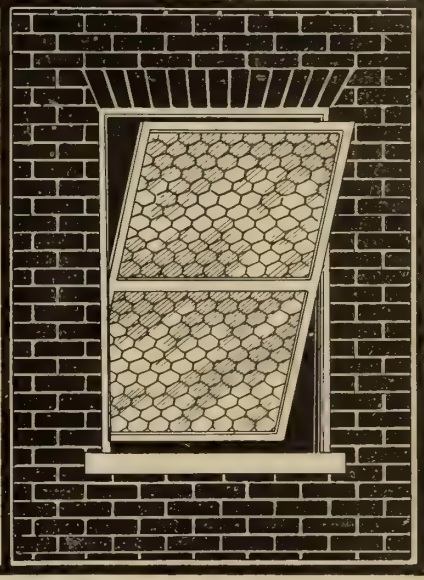
It's adoption lessens insurance rates.

If you want to know more about "fire-proof windows," write us, it's an interesting subject.

...THE...

Metallic Roofing Co., LIMITED,

TORONTO, Canada.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

SITUATION VACANT

WANTED—First-class hardware clerk of four or five years experience, one who can speak French preferred. Apply stating wages and experience to the Geo. Taylor Hardware Co., Cobalt, Ont. (28)

DISSOLUTION OF PARTNERSHIP

We, Fred B. Hope, of the town of Toronto Junction, in the County of York, hardware merchant, and Frank A. Noden, of the said Town of Toronto Junction, hardware merchant, the sole members of the firm of "Hope & Noden," heretofore carrying on business as hardware merchants at Number 2 Dundas Street East, Toronto Junction, under the style of "Hope & Noden," do hereby certify that the said partnership was on the twenty-third day of June A.D. 1906, dissolved by mutual consent.

Witness our hands at Torono Junction, this ninth day of July A. D. 1906.

Witness
Nellie Townsley

Fred. B. Hope
Frank A. Noden

Department of Railways and Canals, Canada

WELLAND CANAL
PORT COLBORNE ELEVATOR

NOTICE TO CONTRACTORS

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Elevator," will be received at this office until 16 o'clock on Wednesday, the 15th August, 1906, for the construction and erection of an 800,000 bushel capacity Elevator at Port Colborne, Ont.

Plans and specifications of the work can be seen on and after this date at the Office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Office of J. A. Jamieson, Consulting and Designing Engineer, Board of Trade Building, Montreal, at which places forms of tender may be obtained.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation and place of residence of each member of same, and, further, an accepted bank cheque for the sum of $25.000 must accompany the tender; this accepted cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the parties tendering decline entering into contract for work at the rates and terms stated in the offer submitted. The accepted cheques thus sent in will be returned to the respective parties whose tenders are not accepted.

The lowest or any tender not necessarily accepted.

By Order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, July 6, 1906.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

FOUNDRY AND METAL INDUSTRIES

Japanese metal buyers are looking to Canada for future supplies of nickel and carbide.

The Vulcan Boiler Works have commenced the manufacture of boilers at New Westminster.

The works of the Dominion Steel Co. have been shut down temporarily for a clean up of the plant.

E. A. Wallberg, Montreal, has secured the contract for the new 132x364 foot steel and concrete car repair shop to be erected at Moncton, N.B., for the Intercolonial Railway.

The Hamilton Steel & Iron Co. have decided to build their new blast furnace at Hamilton, at a cost of $250,000. It will be completed by 1907, and according to the bargain the company made with the city its total assessment will be $300,000.

For the year ending June 30, the output of the different colleries of the Nova Scotia Steel & Coal Co. exceeded all previous records. In 1904-5, the total production amounted to 476,510, as against 558,316 tons in 1905-6. This is over 80,000 tons in excess of last year, and with the installation of modern machinery, and the opening up of the old Queen pit, there is no reason to doubt that the ensuing year will mark an epoch in mining for this industry. There are at work in the mines over 2,800 men, exclusive of the office staff.

NEW TREATMENT OF IRON ORE.

Australian inventors have for some time been experimenting with an improved process for the treatment of iron ore, and results achieved are claimed to have been so successful from an economical and practical standpoint, as to influence capitalists to take hold of the enterprise and exploit it throughout the world. A trial of this new process—which is called the Heskett-Moore patent—was recently made at the works of the inventors in Melbourne, where operations were in full force for the treatment of ferruginous ore for the manufacture of iron and steel by a direct and continuous method of manipulation. A number of experts present expressed the opinion that the trial was most satisfactory, and as a consequence were emphatic in predicting a revolution in the recognized methods of iron and steel manufacture throughout the world.

The Heskett-Moore process is a method for directly converting iron ore into malleable iron or steel by a continuous system, and it is claimed effects a saving of 25 per cent. in the manufacture. The ore is simply concentrated by ordinary methods, or if it is magnetic it is separated electrically until the pure oxide of iron is obtained. The oxide of iron is passed through a revolving cylinder heated by waste gases from subsequent operations, and brought in that cylinder to a dull red heat. It drops from the cylinder to a second similar cylinder, and in the latter it is brought into contact with the deoxidising gas, which is forced through, and brought into contact with the heated ore. The heated ore is thus converted into a pure iron. Accompanied by, and protected by, the deoxidising gas, it is passed into a third chamber, or melting hearth, where it falls into a bath of molten iron, and is converted directly into steel, or balled up as malleable iron. Briefly, the savings claimed for the process are those of time, labor—the whole process being automatic—fuel and avoidance of flux. The inventors claim that they have discovered a direct method of producing steel from one operation, instead of using the blast furnace and converter.

The inventors state that the cost of erecting a large smelting plant on the Haskett-Moore system would be less than one-fourth of the cost of a smelting plant on the existing methods to produce the same quantity of metal. Any iron ore can be treated by this process, but the immense deposits of iron sand in New Zealand—in consequence of its natural fineness—is particularly adapted for this new treatment.

Patent rights for this process have been applied for throughout the world, and in some instances have already been secured. The Department of Trade and Commerce, Ottawa, now has available a detailed description and blue print drawings of the process, supplied by D. H. Ross, Canadian commercial agent at Melbourne. A number of copies of these specifications will be available to Canadian ironmasters who may be disposed to investigate the great advantages claimed for this new method of ore treatment. It is the intention of the inventors to dispose of their foreign and over-sea patent rights, retaining only Australia and New Zealand as a field for their own enterprise.



WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

MACHINERY STEEL

IRON FINISH
SINGLE OR DOUBLE REELED
COLD ROLLED

Large assortment in stock.

Close Prices for Import.

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

"PERFECT" GALVANIZED SHEETS

Is a Synonym for

GILBERTSON'S

COMET

Brand

Flat, well selected, soft and smooth, easy to work up The price—Less than other high-grade brands Get the prices.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

MAIL ORDER PAINTS ANALYZED

In North Dakota a new law compels paint manufacturers, whose products are used in the state, to give the analysis where adulterants are used.

The North Dakota agricultural college, in Bulletin No. 67, gives information regarding paints that every consumer and dealer ought to know, says the National Hardware Bulletin.

They declare some paints contain constituents which lower the value and injure the quality, and this should be known to enable the consumer to make an intelligent selection for his own use. They further say they cannot find a single reliable statement anywhere showing that the presence of either water or alkaline soap adds value to paint. They quote authorities to show water is only used to cheapen paint; that it makes it look thicker and deceives the buyer into thinking he is getting more for his money; that its presence denotes alkali—alkali injures the oil and shortens the life of any paint. "If a paint contains water it is not a good paint." "If water and alkali constitute a fraud, the people know it and have an opportunity to judge the character of the paint they desire to use upon their buildings?"

On page 596 of the bulletin, analysis No. 48 applies to "Seroco," a ready-mixed paint made by Sears, Roebuck & Co., a Chicago catalogue house, and shows twenty-four per cent. of the liquid portion of this paint is water. This analysis also shows that over fifty-one per cent. of the pigment is nothing more nor less than whiting and barytes (mineral clay)—products that sell on the market for about seventy-five cents per hundred pounds. As the best white lead or zinc sells around $7 per hundred, it is easy for anyone to see why.

The Guarantee.

The Sears, Roebuck Co's guarantee reads:

"We guarantee our paint to be the highest grade of mixed paint made, regardless of price; guarantee it to wear under all climatic conditions for at least ten years. We guarantee that at the end of seven years it will look better than any other paint at the end of two years. We guarantee it will not chalk, peel off or blister. We guarantee it will adhere to wood, tin, iron, galvanized iron, stone, tile, cement, or plaster; in short we guarantee it superior to any other paint made regardless of price, guarantee it to cover double the surface and last twice as long as any other paint made."

The absurdity of the statements made in this guarantee stamp it purely as a bait to catch suckers with.

Analyzing the report made in the North Dakota bulletin referred to above it shows first that the package examined was short measure. Now, the net weight of the quarter gallon can in question was 3 lbs. 2 oz. or 12 1-2 lbs. to the gallon. Of all the paints analyzed and reported in this bulletin, 23 in all, there were only three which weighed less than the brand in question and one which weighed just the same. The balance of the paints all weighed considerably more, ranging as high as 16 1-4 lbs. with the exception of one paint which weighed 19 1-2 lbs., which, however, was a semi-paste as is shown by the analysis.

Now, comparing this 12 1-2 lb. paint to the 16 1-2 lb. paints, there is a difference of four pounds in the weight per gallon which must be accounted for in some manner. The question is, where does this difference come in? The bulletin shows that 63.1 per cent. of the total weight was pigment, the balance, or 39.9 per cent., fluid. This shows then 7.89 lbs. pigment in a gallon of paint. This is made up, according to the percentages in the bulletin, as follows:

Analysis of Seroco Paint.

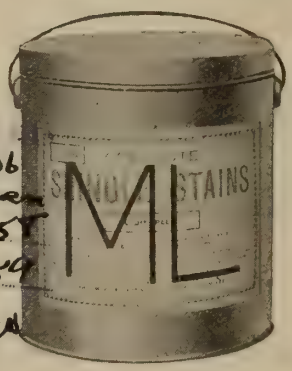
Pigment.

	per cent.	lbs.
Lead (calculated as white lead)	13.85	1.09
Zinc oxide	34.83	2.75
Calcium carbonate	26.84	2.12
Barytes	23.10	1.82
Undetermined	1.33	.11
	100.00	7.89

Fluid Portion.

Vegetable oil	72.2
Volatile oil	3.8
Water	24.0
	100

(Continued on page 48.)



Nothing better can be made for beautifying or preserving shingles than our

M. L. Creosote Shingle Stains

We have a good range of shades and make special colors to order.

SEND FOR SLATS SHOWING COLORS

The Imperial Varnish & Color Co.
LIMITED
TORONTO, ONTARIO, CANADA

THE MORE YOU SELL IT
THE MORE YOU ARE DELIGHTED TO SELL IT

ALUMINUM PAINT

The "necessary thing" for Steam Pipes, Radiators, Hot Water Tanks, Registers, etc. Scarcely a home that isn't thinking of applying paint to the registers or tank. The winter's work has left its mark. A hardwareman without **ALUMINUM PAINT** on his shelves is a hardwareman without purpose. A hardwareman with our **ALUMINUM PAINT** is a hardwareman wise enough to select the leading paint and live enough to get after business.

"Forty-two pages of FACTS" is what dealers call our Catalogue.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

Most Floor Paints

are very unsatisfactory. By the time they are thoroughly dry, they have begun to wear out.

They always make a sticky floor, and are more or less affected by washing.

These are the paints you have always needed to apologize for.

Want Something New?

Our Floor Enamel

is just what you are looking for.

It gives a mirror-gloss finish to the floor. It dries hard over night, and is never sticky. Moreover, it will outwear any floor ***paint*** on the market.

WRITE US FOR COLOR CARD AND PRICES.

R. C. JAMIESON & CO.
LIMITED
Sole Manufacturers, MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

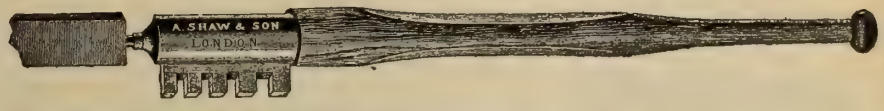
Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
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21 St. Peter Street., Quebec
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Temple Bldg., Montreal

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PENINSULAR HOUSE, MONUMENT ST., E.C.
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GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent
GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

A Man is Known by the Company He Keeps

and Painters are known to be good or bad by the quality of the ingredients they use.

The fact that

BRANDRAM'S B. B. GENUINE

is the only White Lead used in

ANCHOR LIQUID HOUSE PAINTS

is one reason why dealers find their customers giving repeat orders for this brand.

HENDERSON & POTTS LIMITED, HALIFAX, N. S. ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 13 1906.

Linseed oil has developed a decidedly weak tone and prices are now being quoted 2 cents lower than last week. Early in the week jobbers began to shade prices on round lots, but the decline became more noticeable and quotations dropped in consequence.

Turpentine maintains its normal figure and conditions point to steady quotations for some time to come.

The week just past has been remarkable for the great call for paris green. So many specifications have been received that the Canadian manufacturers have been cleaned out of every keg they have made, and were compelled to advise their travelers by wire not to take any more orders for the season. The demand is chiefly from Kingston eastward to the sea, and it looks as though a shortage would be experienced in the retail trade as well as with the manufacturers.

General painting supplies move along very actively and the market may be briefly described as steady.

TURPENTINE — Conditions now apparent make for a steady market. We quote as follows: Single barrels, 86c. per gallon; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

LINSEED OIL—The tone of the market is somewhat weaker, and prices are shaded on good quantities. Our quotations are: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

GROUND WHITE LEAD — We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal

DRY WHITE ZINC—Our prices are: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5½c. to 6½c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7½c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD — Prices are firmly held as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC — We quote: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—We quote the following prices, which are subject to withdrawal or change: Barrels, 600 lbs., 19½c. per lb.; kegs, 250 lbs., 19½c. per lb.; 50-lb. drums, 20c. per lb.; 25-lb. drums, 20½c. per lb.; 1-lb. pkts., 100 lbs. in case, 21c. per lb.; 1-lb. pkts., 50 lbs. in case, 21c. per lb.; ½-lb. pkts., 100 lbs. in case, 23c. per lb.; 1-lb. tins, 100 lbs. in case, 22c. per lb. Terms 2 per cent. 30 days.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at 24c. in bbls.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, July 13, 1906.

Although we have no price changes to report this week another drop in linseed oil is considered probable on account of the continued weakness in the English market. Last year large importations of English oil were being made by Canadian buyers, but this season the native

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

Ramsay's Creosote Stains

Sometimes you are asked for Creosote Shingle Stains. Are you ready for the trade? Look at our sample slats, and look at our prices.

Ramsay's Creosote Shingle Stains are away below imported goods and away up in quality. This is becoming a popular line. With Ramsay's prices, and Ramsay's quality, popularity will increase. Let us send you our samples and prices. It will mean information and business for you.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

TAKE NOTE

That the quality of

Brant-Lac

Brantine Oil Finish

Turpentine Shellac

is always **away up.**

Sell goods with a high standard and first-class trade will gravitate to you.

Yes, now is the time to order the three.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

SPECIAL

TO THE TRADE

ONLY

WE ARE FREQUENTLY ASKED TO TAKE BACK LIQUID PAINTS OF OTHER MAKERS AND GIVE OUR BRANDS IN EXCHANGE. WE BEG TO REPEAT THAT ON NO ACCOUNT CAN WE DO THIS. WE CANNOT MAKE ANY ALLOWANCE FOR, OR TAKE INTO OUR PREMISES, ANY RETURNED LIQUID PAINTS.

THE CANADA PAINT COMPANY LT'D

crushers are practically supplying the local market. This, of course, deprives English crushers of a large customer. Turpentine is holding very firm.

Paris green has been having an enormous demand and paint business keeps up very brisk in all lines, the volume for the year having made a record-breaking total. One Toronto manufacturer reports a 30 per cent. increase, while another reports sales for the nine months from September to July as nearly $30,000 greater than the same months the year previous. The large business done last Fall has apparently had no effect in decreasing the volume of this Spring's trade.

WHITE LEAD— Ex Toronto, pure white, $6.30; No. 1. $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., —$5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN— Canadian Government standard, 600-lb. barrels, 19 1-4c.; 20c.; 25-lb. drums, 20 1-2c.; 1lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH— Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 56c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels 85c.; 2 to 4 barrels, 81c., f.o.b. point of shipment, net 30 days. Less than barrels, 90c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS— Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9½c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

MAIL ORDER PAINTS ANALYZED.

(Continued from page 44.)

On the basis of the prices given in the North Dakota bulletin, which are

White lead, dry	.05
Oxide of zinc	.07
Barytes	.01
Calcium carbonate	.01

(taken at Paris white price) we have the following:

1.09 lbs. lead (calculated as white lead)	.0763
2.75 lbs. zinc oxide	.1375
2.12 " calcium carbonate	.0212
1.82 " barytes	.0182
.11 " undetermined (figured as calcium carbonate)	.0011
Cost of pigment in one gallon paint	.2543

Now, compare against this one of the brands of paint shown on this bulletin which weighs 16 1-2 lbs. per gallon and we have a paint representing 63.57 per cent. pigment and 36.43 per cent. fluid, both by weight, representing 10.49 lbs. of pigment in each gallon can. This is made up as follows:

	per cent.	lbs.
Lead (calculated as white lead)	43.45	4.56
Zinc oxide	45.75	4.80
Calcium carbonate	10.39	1.09
Undetermined	.41	.04
Total	100.00	10.49

Now, figuring this out the same way, we have

4.56 lbs. lead	.3192
4.80 " zinc oxide	.24
1.09 " calcium carbonate	.0109
.04 " undetermined (figured as Paris white)	.0004
Cost of pigment in 1 gallon can	.5705

This comparison speaks for itself. In the first paint we have a product, the pigment cost of which in a gallon of paint is practically 25 1-2 cents per gallon. In the second paint the pigment cost in a gallon of paint is 57 cents. This, of course, does not include cost of making, package, etc.

The same line of figuring could be followed out with the fluid portion and would show just about the same comparison. As a matter of fact, the fluid portion of the paint in question shows 24 per cent. of water. While Professor Ladd of the North Dakota Government Experiment Station has recently stated in an official letter that he considers 1 1-2 per cent. of water in a prepared paint as incidental, there can be no question as to the motives which

prompt the user of so large a percentage as is shown herein, namely 24 per cent. Cheapening the paint is the sole motive and this is done purely and simply at the expense of the quality of the product.

Not in the Same Class.

Those reputable manufacturers who are using the best materials known to the present science of paint making and who are utilizing the best experience and the best facilities, including chemical laboratories for the purpose of analyzing and watching all crude materials, as well as improved machinery, etc., should not in justice to themselves and in justice to the conscientious consumer, be put in the same class with makers of products such as that in question. A paint made purely and simply to sell at a price and which will yield to the manufacturers the greatest possible revenue can at best be but a short lived proposition, and the only hope its manufacturers can have in continuing its sale from year to year is the fact that this country is so large that each year new fields are found for the sale of their wares.

Paints like the above could be taken up and discussed at length, such as, for instance, their instructions that raw linseed oil should never be used and that boiled oil should be employed for the reduction of their paint. To all paint people who are keeping abreast of the times and watching developments it is a well known fact that boiled linseed oil does not dry upon the right principle, and on account of the ease with which it can be adulterated, as compared to linseed oil, the latter should always be used, particularly for under coats.

FRANCIS-FROST FACTORY.

Work has commenced on the new $30,000 factory for the Francis-Frost Co., at Toronto Junction. The building will be 50 x 150 and is to be completed by Sept. 15, by which date the old factory on Queen street east, Toronto, will be vacated.

TOUGH PAINT.

A formula given by Karl Holm for a paint that is very hard is as follows: "Mix your color, as usual, to the tint and shade wanted, in pure boiled linseed oil to a stiff batter; then take some old paint skins, which you burn, and when cold gather up the ashes and grind them in turpentine. For driers use sugar of lead and turpentine. For thinners use pure boiled linseed oil. For body zinc is preferable to lead. The action of the ashes is to harden the paint. When using this kind of paint use it the same for all the different coats, using more or less turpentine for the under coats. You can varnish over this paint, if desired."

BORING FOR OIL.

R. R. Gamey, M.P.P., reports that drilling for petroleum is still going ahead on the eastern end of Manitoulin Island and that hopes are entertained of a big strike being made shortly. The depth of the oil bearing stratum is about 450 feet, and three or four drills are working steadily prospecting at likely points.

IMPURE LINSEED OIL.

In the case of Pilcher vs. Price in the Portsmouth County Court, England, judgment was rendered in favor of the plaintiff for $500 damages and costs for the sale by defendant to plaintiff of linseed oil containing 30 per cent. of kerosene. Evidence showed that the use of this oil ruined a job and necessitated cleaning off the work, at great expense.

TILBURY OIL WELLS.

There are now thirteen wells in the Tilbury oil fields and every one is a producer. A firm from Ohio is establishing an oil tank factory at Tilbury and a West Virginia firm will start manufacturing nitro-glycerine and dynamite shortly.

DURABILITY

Don't Forget That's a Characteristic of "Ark Brand" Paints.

These paints have to go the whole paint journey because they have a through ticket of ingredients.

Durability is the most important factor to be considered when buying paints.

The business a dealer has to depend on is the business that depends on the goods.

Take "Ark Brand" Paints into your family and thereby add figures to your sales account.

THE FRANCIS-FROST CO. LIMITED
TORONTO, ONT.



ARK BRAND FLOOR PAINT is unequaled for Quick Drying and Long Wearing



IT'S TIME for buying as well as looking in the Wall Paper business. It's time for you, Mr. Merchant, to choose between the various claimants for your trade and select the best-selling line of

WALL PAPERS

Our salesmen represent a factory established for fifty years: every man in it practical and skilled in this particular business, and every bit of machinery of the best and latest model. You can depend on the quality of the STAUNTON LINES because we are just as particular in buying the raw materials for our papers, and select them from the original sources as carefully as if we were making Wall Paper for our own homes instead of selling it to you. It takes time, and experience too, to know just where to get and how to choose the best materials. Think of that when you are considering what factory to buy from.

When the STAUNTON salesman opens his trunks, you will see many pleasing surprises in values and prices, as well as new achievements in designs and colorings. We are showing many attractive and fast-selling specialties in addition to our standard lines.

Wait for the STAUNTON Salesman.

STAUNTONS, Limited
Wall Paper Manufacturers
TORONTO, ONT

Borders and Side Walls at Same Prices

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Hamilton Bridge Works are to build an addition to their works 400 x 420 feet.

The Canadian Folding Box Co., Brantford, are looking for a site for enlarging their plant.

The Cockshutt Plow Co., Brantford, intend to build an addition to their three storey warehouse.

The C.P.R. is to establish a larger repair shop at Medicine Hat and other improvements will be made to the company's plant there.

Goderich has passed a by-law to guarantee bonds amounting to $150,000 for the Maitland River Power Co.

The Climax Road Machinery Co., Marathon, N.Y., proposes establishing a Canadian factory and may locate at Hamilton.

The Peterboro Radiator & Boiler Co. are asking Hastings for a $5,000 bonus and other inducements to locate a factory in that town.

James J. Hill is said to be planning a canal from Lake Winnipeg to Lake Superior in order to control the grain trade of the Canadian Northwest.

Glencoe has carried a by-law to aid the Fletcher Mfg. Co. to the extent of $3,000, the company agreeing to employ at least 25 skilled mechanics.

The Canadian Northern Railway Co. is adding this season 1,500 box cars, 100 flats and 16 new locomotives to the rolling stock equipment of the western end of their system.

The Canadian Northern Railway has closed a contract with J. T. Schell, M.P., for Glengarry, for the construction of a branch from Hawkesbury to Ottawa, a distance of 55 miles.

Application has been made for incorporation of the Perth Bolt & Forging Co. This company has acquired the old bolt works property at Perth. The company is capitalized at $50,000.

The Robbins Irrigation Co. have entered into a contract to spend $1,000,000 on irrigating a tract of land near the Crow's Nest Pass line of the C.P.R. Canning and beet sugar factories will also be established at Medicine Hat.

Berard & Major, Montreal, have been incorporated with $200,000 capital by Dominion charter proposing to make vehicles of all kinds. The incorporators are A. Berard, E. Major, J. Berard, G. Major and J. M. Mercier, all of Montreal.

Cornwall has passed a by-law giving a bonus of $20,000 and 10 years exemption to the Modern Bedstead Co., of Sherbrooke, Que., who agree to form a joint stock company with $150,000 capital, and establish a factory to employ 100 or more men.

The Supreme Heating Co. have been formed at Owen Sound with $200,000 capitalization by S. J. Parker, A. J. Ross, W. R. Hampden, W. Taylor and A. G. MacKay, all of Owen Sound. The company proposes to manufacture stoves, ranges, furnaces and other heating goods.

The Clark Automatic Nut Lock Co., Montreal, capitalized at $500,000, has secured a Dominion charter and propose to manufacture bolts, nuts and other metal goods. J. D. Good, E. James, W. J. Henderson, J. Rockwell, and E. Lanquedoc, all of Montreal, are the incorporators.

Contracts have been closed by an influential grain firm with the Northern Construction Co., Winnipeg, for the erection of 10 to 15 modern grain elevators to be ready for the handling of this season's crop. This firm has also commenced the erection of a large storage elevator in Point Douglas for the Canada Paint Co.

Arrangements are being completed by the Grand Trunk Pacific Railway for the transportation of 289 cars, engines and steam shovels from Montreal to Portage la Prairie, the point at which the construction of the new transcontinental line commenced. These cars and locomotives form Grand Trunk Pacific rolling stock, and their movement to the west means the inauguration of advanced construction work.

Two dastardly attempts at belt-cutting and arson have occurred recently at the Rathbun Works, Deseronto. On Wednesday last somebody cut the big belt which runs the machinery of the cedar mill. The engineer discovered the cut just as he was starting up. The same night somebody started an incendiary fire in the mill, which was discovered and extinguished. On Saturday the belt was again cut. A detective is now working on the case.

Thos. Ahearn, president of the Ottawa Car Co., says that negotiations with the Coventry Ordnance Works for the establishment of a factory near Ottawa for the manufacture of heavy guns, are well advanced. His partner, Mr. Soper, returned from England last Monday, where he had been conducting negotiations. The fact of the car company having made many gun and ambulance wagons for the Imperial authorities has encouraged them to embark upon the wider field. The Coventry con-

cern will establish itself in Canada only on condition of the Dominion Government giving a guarantee that all new guns required for the Canadian batteries will be obtained from their Canadian factory.

BUILDING NOTES.

Toronto colored Baptists are to build a $7,000 church.

J. Malcolm is to erect a $16,000 hotel at Claresholm, Sask.

Work on the new C.P.R. depot at Port Arthur will commence at once.

A large addition is being made to the New Ontario hotel at Fort William.

P. J. Manion is preparing plans to erect a $250,000 hotel at Fort William.

A new Presbyterian church is to be built on Reid avenue, Toronto, to cost $5,000.

W. Bentham, Montreal, is to build a large apartment house to be called the "Cavendish."

Christie & Phippen are erecting a block of one-storey stores at Winnipeg to cost $15,000.

Building operations at Port Arthur this week are expected to exceed the million dollar mark.

New buildings, etc., being erected at Weyburn, Sask., this year will total in value to $400,000.

Vancouver issued permits amounting to $296,000 in June as compared with $131,000 in June, 1905.

The Minnesota Threshing Machine Co. have decided to establish a distributing warehouse at Regina, Sask.

The Great Northern and Northern Pacific railways are talking of erecting a $750,000 hotel at Vancouver, B. C.

The valuation of new buildings put up at Craig, Sask., during the past three months is estimated at over $70,000.

The Bell Telephone Co. are to erect a $33,000 telephone exchange in Toronto and another at Kew Beach to cost $5,000.

Building permits in Fort William for this year amount to $260,000, not including the Canada Foundry Co's works, the Ogilvie elevator or the C.P.R.'s new freight sheds, which will total $1,000,000.

Residences are being built at Winnipeg as follows: For C. A. Baskerville, to cost $10,000; T. Collins, $4,800; J. J. Manley, $3.500; B. M. Fraser, $3,000; Johannson & Blondall, $4,000; C. S. McDonald, $3,600; Simmons & Tennerton, $5,000; John Thompson, $5,500; T. J. Hallgrimson, $3,000; Dr. J. M. Teney, $3.500; J. M. Johnston, $15,000; C. McKenzie, $4,000; W. P. Wallace, $5,500; H. P. Falls, $4,000; D. H. McLean, four houses, $8,000; G. Thomas, $4,000; W. A. Kemp, $3,000; D. A. Volume, $3,000; Mrs. Wade Forrson, three houses, $9,600; S. Bjornson, $3,500.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

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TRADE MARK

F. Dieckmann

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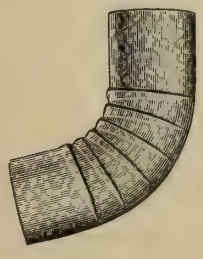
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6 Materials.

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1,225 Varieties.



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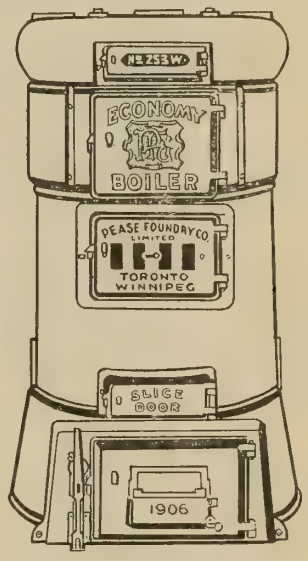
Boiler Beacons

By E. CONOMY.

Signal 4.—The Fire-Box

While all sorts of claims are made for the fire-boxes of all sorts of hot-water boilers, it seems but common sense to believe that the fire-box of one boiler can only be tangibly superior to the fire-box of another boiler by reason of greater depth, greater surface, for then, obviously, it enjoys the advantages that go with a deep body of fire.

These advantages are: 1, Small Consumption of Fuel; 2, Small Consumption of Attention; 3, Quick Distribution of Heated Water.



This Boiler leads them all.

The Fire-Box of the

"Economy"

Hot-Water Boiler

is unusually deep, besides it has radial arms and is corrugated all around the interior. That is why an "Economy" user has a dwarf coal bill and good eyesight. It's only now and then that he has to feed the fire and only now and —— —— then that he has to look at it.

If his memory should be off color and his "Economy" Boiler be neglected for, say, 24 hours, the fire would not go out for lack of fuel.

Naturally the question arises, "Of how many other hot-water boilers can the same be said?" and Echo answers Echo "None!"

☞ More "light" will follow.

Pease Foundry Co., Ltd.

TORONTO

Pease-Waldon Co., Ltd.

WINNIPEG

THE CEMENT INDUSTRY

Manufacture of Portland and other Hydraulic Cements.

The revolution in engineering construction now going on, due to the increase in the use of cement, has been aptly compared to that following upon the general use of the Bessemer or open hearth process of making steel. In its importance to our present civilization, cement is surpassed among mineral products only by iron, coal and oil; in rate of increase in annual production during the last decade, even these three products cannot be compared with it. In 1890 the total production of Portland cement in the United States was 335,000 barrels, while in 1905 it exceeded 36 million barrels. In the latter year the total production of hydraulic cement, including Portland, natural rock, slag or fuzzolan varieties, exceeded forty million barrels, valued at over 36 million dollars. The development of the cement industry has been accompanied by the growth of various industries depending upon it, as, for example, the manufacture of concrete mixing machinery and concrete block machines.

Natural cements are produced by burning a clayey limestone, containing 15 to 40 per cent. of silica, alumina, and iron oxide, without preliminary mixing and grinding, at a temperature that is usually little, if any, above that of an ordinary lime-kiln. As the burned mass will not slake if water is poured upon it, it is necessary to grind it rather fine; after it is ground, if the resulting powder (natural cement) be mixed with water, it will harden or set rapidly, either in the air or under water. Satisfactory natural cement materials are widely distributed and of common occurrence. Hardly a state is entirely without limestones sufficiently clayey to be available for natural cement manufacture. The sudden rise of the American Portland cement industry, however, has acted to prevent any great expansion in the manufacture of natural cement. Natural cements vary widely in composition and consequently are of varying industrial importance. It has become customary to give to natural cements local geographical names, indicating the place of their manufacture, as the natural cements made in a given locality have the same general characteristics, being all made from the same sedimentary rock. The manufacturing methods at a natural cement plant are of the simplest kind, including merely the burning of the cement rock and the pulverizing of the product.

Slag cement is a by-product of the blast furnace and is made by intimately mixing granulated blast furnace slag of proper composition with slaked lime and reducing this mixture to a fine powder. The first step in the manufacture is the granulation of the molten slag, which is produced by bringing the slag into contact with cold water. The usual process is to allow the slag as it issues from the furnace to fall into a trough containing a rapidly flowing stream of water. The slag sand, as the granulated product is called, is next usually dried in a cylindrical drier. To 100 pounds of slag there is added from 20 to 40 pounds of lime, depending upon the composition of the slag. There is considerable difference in practice in regard to grinding and mixing the lime and slag. In some plants the two materials are ground together; in others they are ground separately and then mixed. Slag cement plants in this country produced in 1905, 382,447 barrels of cement.

The cement used by the Romans in their hydraulic masonry construction was made by mixing volcanic ashes with lime in the proper proportions. It may be noted that in origin materials of this class resemble closely the granulated slag used in slag cement manufacture, both volcanic ashes and granulated slag being due to the two processes of (1) fusion of a silico-aluminous material, and (2) rapid cooling of the resulting product by ejection into air or immersion in water. These volcanic or puzzolan cements are still made in countries where volcanic materials are plentiful.

The production of cement by mixing lime and clay in the proper proportions, calcining the mixture to a clinker at a temperature of incipient fusion, and then finely grinding the resulting product, is considerably less than a century old. This product was patented in England in 1824 by Joseph Aspdin, a Leeds' brickmaker, as an "artificial stone." It received its name from its similarity in appearance to the noted oolitic limestone from the Isle ol Portland. Aspdin mixed pulverized lime stone, taken from the public macadamized roads, with clay, by adding water enough to reduce it to a liquid form. This was then dried and burned "in a furnace similar to a lime-kiln till the carbonic acid is entirely expelled." The necessity of burning to a clinker was not given in the specification, and was probably not known at the time; neither was the proper proportion of clay mentioned. His success was, therefore, something of an accident, as was doubtless the discovery of the hydraulic property of the mixture itself.

Aspdin began manufacturing his cement at Wakefield in 1825. After the London Exhibition of 1851, at which many tests were made with the new material, its use soon became general in England.

Many failures marked the first thirty years of the Portland cement manufacture, because of entire neglect of the chemical analysis of the ingredients. Reliance was placed solely on the empirical knowledge of workmen ignorant of chemical science, and much sophistry and deception were used to cover up their failures. It is now known that good Portland cement can be made anywhere by properly combining, burning, and grinding a mixture of carbonate of lime and a suitable clay, the only elements of commercial success being economy and scientific direction.

There are three stages in the manufacture of Portland cement: (1) The grinding and intimate mixing of the raw materials, limestone and clay, in the proper proportions; (2) the burning of the mixture at the proper temperature, (3) after burning, the resulting clinkers must be finely ground.

The limestone used in cement manufacture occurs in two forms, either as solid rock or as marls, which are incoherent limestones that have been deposited in the basins of existing or extinct lakes. So far as chemical composition is concerned, marls are practically pure limestone. Physically, however, they differ greatly from the compact rocks which are commonly described as limestones, as they are granular, incoherent deposits.

In the preparation of the mixture for the kiln the raw materials must be reduced to a very fine powder and intimately mixed. The raw materials are usually crushed more or less finely, then mixed, and then ground to powder. Two general methods of treatment, the dry and the wet, are in use at different plants. Unless the limey constituent of the mixture is a marl, already full of water, the dry method is almost invariably followed. In this the materials are kept in as dry a condition as possible throughout the entire process of crushing and mixing, and if they originally contained a little moisture they are dried before being powdered and mixed. In the wet method, on the other hand, the materials are powdered and mixed while in a very fluid state, the mixture containing 60 per cent. or more of water.

With the exception of the marls and clays used in the wet method of manufacture, Portland cement materials are usually dried before the grinding is commenced, as they almost invariably carry appreciable, though often very small, percentages of water, which reduces the efficiency of the grinding mills and tends to clog the discharge screens. The type of drier commonly used is a cylinder approximately five feet in diameter and about forty feet in length, set at a slight inclination to the horizontal and rotating on bearings. The dried raw material falls from the lower end of the cylinder into an elevator boot and is then carried to the grinding mills.

The drying cylinder is heated either by a separate furnace or by waste gases from the cement kilns.

For dealing with high percentages of water, such as are encountered when marl is to be used in a dry process, double-heating driers are frequently used. In this drier a double cylinder is employed.

When the dry method is employed, after the two raw materials have been separately dried they may be mixed immediately, or each may be further reduced separately before mixing.

Wet methods of preparing Portland cement mixtures date back to the time when millstones and similar crude grinding contrivances were in use. With such imperfect machinery it was almost impossible to gring dry materials fine enough to give good Portland cement material. The advent of improved grinding machinery has practically driven out wet methods of manufacture, except with materials such as marls, which naturally carry a large percentage of water.

At the mill the clay is commonly reduced in a disintegrator or in edge-runner mills, after which the material is further reduced in a pug mill, sufficient water being here added to enable it to be pumped readily. It is then ready for mixture with the marl, which has been screened to remove stones, wood, etc. The slurry is further ground in pug mills or wet grinding mills of

the disk type, while the final reduction commonly takes place in wet tube mills.

After the cement mixture has been carefully prepared; it must be burned with equal care. With the exception of a very few of the older plants, which have retained vertical kilns, all American Portland cement plants are now equipped with rotary kilns.

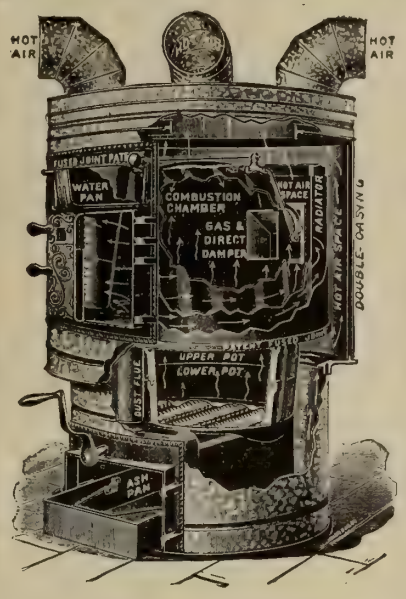
The rotary kiln is a steel cylinder about 6 feet in diameter and, for dry materials, 60 or 80 feet long. For wet mixtures a kiln 80 to 100 feet long, or even longer, is frequently employed. This cylinder is set in a slightly inclined position, the inclination being approximately one-half inch to the foot. The kiln is lined except near the upper end, with fire brick, to withstand both the high temperature and the destructive action of the molten clinker. The intense heat first drives off the water and carbon dioxide from the mixture and then causes the lime, silica, alumina, and iron to combine chemically to form the partially fused mass known as "cement clinker." This clinker drops out of the lower end of the kiln, is cooled so as to prevent injury to the grinding machinery.

At the plant of the Great Northern Portland Cement Co., Marlborough, Michigan, which has a capacity of about 1,800 barrels per day, the marl is pumped up by a dredge and conveyed to the storage vats in 120-inch pipes, from which vats it is pumped into the mixing compartments. After the clay and marl have been thoroughly mixed the material is pumped to the grinding mills. After being thoroughly ground the mixture is then passed into storage vats from which it is pumped into the kilns. Here it is burned at a temperature of about 2,700 degrees F. for about two hours. The remaining clinker is carried by bucket conveyors to the clinker storage house and from there to the grinding machine by belt conveyors. From the grinding mills the cement is carried by belt conveyors to the packing and storage rooms.—Valve World.

A WONDERFUL LOCK.

Neuman Tobias, of Kingston, Jamaica, has invented a remarkable lock. The combination consists of four sets of 24 letters of the alphabet, which can be set to a sentence in most modern languages. When one letter is used in one alphabet and another in the second set and so on it becomes a very complicated matter indeed. Furthermore, instead of letters, the inventor has employed four sets of numerals. Assuming that the lock is set to a figure in the number of 3,030,303,030,303,030, it would take any one who undertook the job of unlocking the safe 96,090,278 years, 269 days, 30 minutes and 30 seconds, working at the rate of sixty numbers a minute, to arrive at the proper combination. During that time he would have no time for eating, drinking or sleeping.

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A Cast Iron Dome or Combustion Chamber which cannot be burned out no matter how strenuously fired.

There are many other features which we will be pleased to explain if you will write us for our Catalogue.

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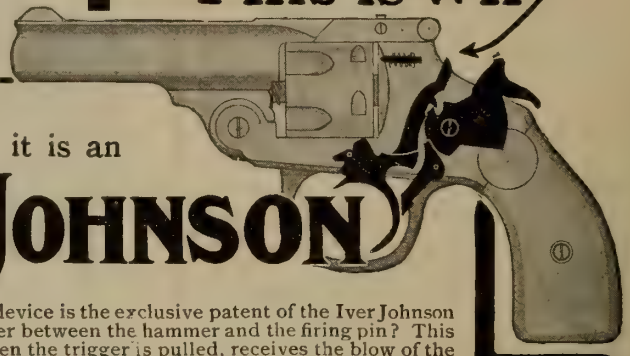
All merchants, no matter what line of business they are engaged in, know that it is not so much the amount of trade that they handle as the profit on their goods that will make them rich. As a corollary to this it may be stated that the more profitable a line of merchandise, the more difficult it is to handle successfully. Goods in which the competition is most keen must be sold on a close margin and consequently they bring the smallest margin of profit. Some goods must be sold close. Much of the stock in any store must be sold with little profit. For example, it would be hardly possible to conduct a hardware store without carrying a stock of nails, and it also would be impossible to sell these goods to large buyers—to contractors or to builders—anywhere in the east, at a profit large enough to pay the running expenses of the store. Now, this being the case, the wise merchant is the one who is constantly on the lookout for any line which pays a good profit, and at the same time will find a ready sale. The sporting goods and hardware dealers must also realize that each year their fields are being encroached upon by dealers in other lines—the modern house, the general store, the department store, and in some cases the competition is making itself felt from the jobbers in nearby towns. The dealer, therefore, must make an effort not only to hold his present trade, but to take advantage of changing conditions.

"How to enlarge my profits without noticeably increasing my expenses?" This is a question that nearly every thoughtful merchant is asking himself, and this best can be accomplished by gradually adding profit-making lines to his business. One such line is fishing tackle. In the hardware business no branch pays a better profit that sporting goods, and nothing in sporting goods can be made as profitable as fishing tackle. This branch of the business has great possibilities. The trade is only in its infancy. Each year the ranks of the old enthusiasts are being added to by a large number of boys and young men, who are for the first time taking up the sport of fishing. Unlike many other outdoor sports or games, fishing is not a fad. A man who has once been a fisherman always remains so. Another reason for an increase of these goods is because good fishing each year is made more possible. The millions of fish that are being planted every year by the Government is having its effect now in making it more easy for a sportsman to find a place to use his tackle. A few years ago if a man was run down from overwork or worry, his physician would recommend a sea voyage. To-day he would be told to take a trip in the woods—to spend a few weeks camping, and this is giving men an opportunity to find the rare sport in fishing and is consequently making an increased and large demand for the goods.

Men are buyers of fishing tackle and men are customers of the sporting goods and hardware stores—consequently it is these dealers who can best handle this line of goods, and it is the most natural place for the sportsman to look for his tackle. It is also true that the larger assortment of fishing tackle and better display of fishing tackle that is made, the greater amount that will be sold. It is possible for a boy with a 5-cent line and a pin fish hook to catch fish. Every man realizes this; also he realizes that the best sport can be had not in the number of fish that he gets as much as going after them and preparing for the trip. So it is that the better display that is made the more goods will be sold, as fishing tackle more than almost any other line of merchandise is largely purchased because the fisherman thinks that with it he will have better sport. If it appeals to the eye it will find a sale, and it can not appeal to the eye unless it is well displayed. In putting in the line of fishing tackle it is of great importance to start right — to have the goods that are best adapted to local trade. A dealer being located in a country where most of the fish are trout would be very foolish to put in a stock of heavy bass or salt water tackle. It would not sell and he would soon become discouraged with the trade. It is, therefore, of great importance not only to have a well assorted line, but to have one that is made up of goods that are used in the locality in which the dealer is. Also, in putting in a new line of fishing tackle, like any other class of merchandise, it is of great importance to have the goods at the right prices. Therefore, the line should be purchased of a manufacturer who would be able to put the dealer in a position to meet any competition and yet the dealer should not over-buy. Fishing tackle being seasonable goods, the stock should be kept fresh. Each year new articles are brought out and, therefore, the stock should be purchased with care.—Sporting Goods Dealer.

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The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

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IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

ABRASIVE MATERIALS.

The United States Geological Survey is about to publish its annual report on the production of abrasive materials during 1905. The report takes note only of that small part of the production of these materials which is actually used for abrasive purposes.

The aggregate value of the production of the natural abrasive materials during 1905 was $1,427,780, which is an increase of $20,679, as compared with $1,407,101, the value of the 1904 production. This includes oilstones and scythestones at $244,346, grindstones and pulpstones at $777,606, buhrstones and millstones at $37,974, pumice at $5,540, infusorial earth and tripoli at $64,637, crystalline quartz, including feldspar, at $88,418, garnet at $148,095, and corundum and emery at $61,464.

The value of the artificial abrasive materials—such as carborundum, crushed steel, and alundum—manufactured during 1905 is estimated at $701,400, as compared with the estimated value of $830,926 of the 1904 production, a decrease of $129,526. This, however, is a large increase as compared with $493,815 in 1903 and with $390,245 in 1902.

PREFERRED CREDITOR DEFINED.

Willie—Pa, what is a "preferred creditor?"

Pa—A preferred creditor, my son, is one who doesn't care whether you pay him back or not.—Philadelphia Ledger.

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$2,500 will buy the stock of stoves and tinware, tools, patterns and raw stock of a live business in the thriving town of Burlington. Apply, Lock Box 113, Burlington. [30]

FOR SALE—In Ontario, large retail hardware business, doing immense trade; grand opportunity; good reasons for selling. Hardware Merchant, care of HARDWARE AND METAL, Toronto.

HEATING, plumbing and tinsmithing business, with complete set of tools; stock, $3 000; located in best town in Ontario; will sell in whole or part. Box 541, HARDWARE AND METAL, Toronto. [28]

HARDWARE business for sale in good northern town, population twenty-five hundred; no opposition; stock about four thousand, turnover fourteen thousand; good chance to add tinsmithing; reasons for selling, going to British Columbia; this is a money-maker; write quick. Box 542, HARDWARE AND METAL, Toronto. [28]

SITUATIONS WANTED

IMPLEMENT AND HARDWARE FACTORS, Engineers, etc.—Englishman (35, single) desires berth with either of above; first-class traveller, thorough accountant and office man; accustomed to engineering trades; highest credentials; would be prepared to invest in a small genuine business after trial. Address, Box 537, HARDWARE AND METAL, Toronto. [28]

BOOKKEEPER and stenographer wanted; a young man who understands double entry bookkeeping and can do typewriting and write shorthand; town of 7 000; state qualification and salary. Box 539, HARDWARE AND METAL, Toronto. [29]

HARDWARE clerk wanted; young man with three or four years' experience in general hardware, who can make and close sales; must be good stock keeper, tidy and of good appearance; for hardware in town of 7,000 population; state experience and salary expected. Box 540, HARDWARE AND METAL, Toronto. [29]

AGENCIES WANTED

ENGLISHMAN about to return to London, well connected in hardware trade, would be glad to communicate with manufacturers with a view to taking up agencies either buying or selling. Address, Box S, HARDWARE AND METAL, Montreal. [29]

AGENCY WANTED

WE wish to act as buying agents for firms who buy English goods; can buy close, pack and ship promptly; commission basis; correspondence and trial invited. Bishop, Mary Ann street, Birmingham. (30)

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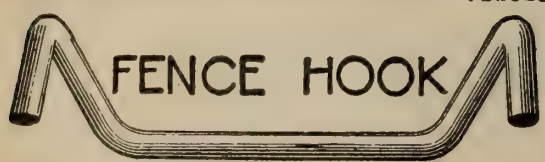


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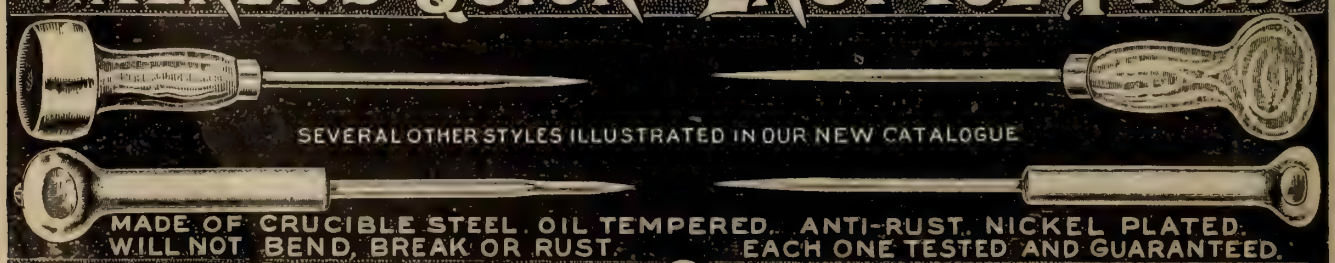
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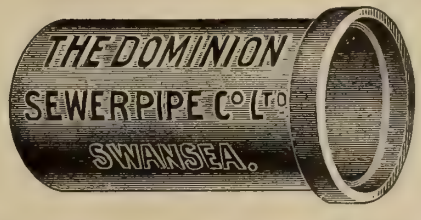
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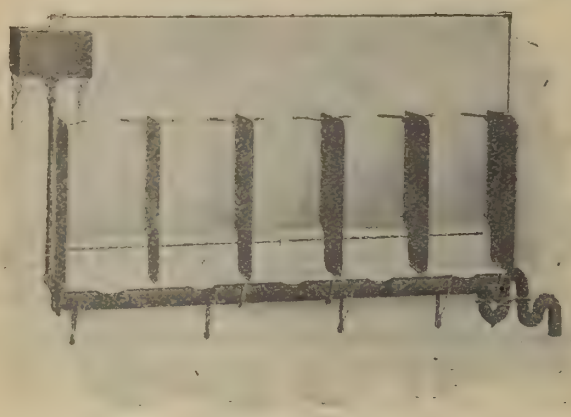


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SOME PUMP AND ENGINE IMPROVEMENTS.

FIGURE 1 represents a combined air and circulating pump on which we made an improvement in the crosshead. As originally designed, the steam and water pistons were connected by a continuous rod and the crosshead was slipped over this rod and held in place by a set-screw. This crosshead would slip on the rod sometimes, but if you wanted to take it off, a 10-pound sledge hammer would not persuade it to slip. The half of the rod between the crosshead and the water piston had to be renewed every once in a while, as the circulating end of the pump gets more or less sand. The cylinder heads (D) and (E) are cast solid with the frame of the pump, so they cannot be removed, and in order to renew the crosshead or the

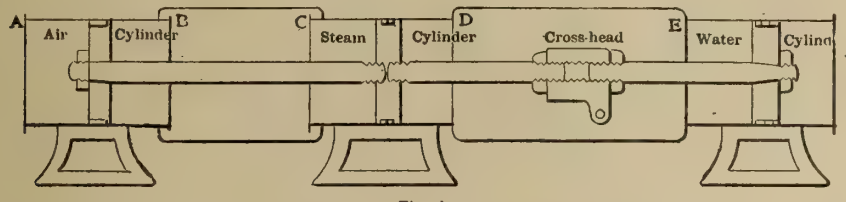


Fig. I.

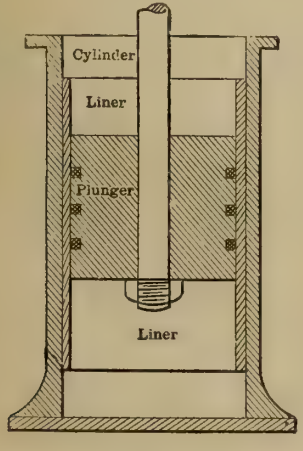


Fig. II.

rod it was necessary to take off the heads (A) and (B), then remove the water piston and slide the air and steam pistons out of their cylinders, loosen the lock-nut on the water piston rod and then unscrew the rod out of the steam piston. By substituting the crosshead here shown for the old one and cutting the rod in two all this trouble was eliminated. The rods being screwed in and held by lock-nuts, there is no chance for the crosshead to slip, and each rod is independent of its neighbor. There is quite a saving of brass also in a year's run, as the steam rod can be made of steel. Care should be taken that the nuts do not strike the glands, which will occur if the crosshead is made too long.

Fig. 2 shows an improvement that was made to a vertical duplex pump. The sketch shows a cross-section of the cylinder of the water end, its brass liner and brass plunger. In this type of pump the builders intend the solid brass plunger to run unpacked in the brass liner. That is all right as long as there is no wear, but I have yet to see one that does not wear. Of course they can be renewed, but brass is no cheaper in this part of the country than elsewhere; so we hit upon the following scheme to cut this expense down:

Grooves similar to the packing-ring grooves of a piston are turned in the plunger 5-8 inch wide and a little less than 5-8 inch deep, depending on how much the plunger is worn. We insert 5-8 inch hydraulic packing in these grooves, put the plunger in the cylinder and connect the rods together, and we know the pump will work at its rated capacity for three months.

If the reader is thinking of fixing a pump up like this, however, he must not get too industrious and try to cover the whole length of the plunger with grooves. We tried that and at the first stroke the pump made the lower end of the plunger went below the end of the liner, as the builders intended it should, and the end rings of packing came about half way out, and when the plunger started up it went about an inch and stopped. It took three jack-screws to get the plunger out and after that we put packing around the central part of the plunger only.

Fig. 3 shows how a broken bonnet was repaired. The collar on the end of the dash-pot plunger had a habit of working off, and this of course makes the dash-pot rod too long. It is possible to braze some small bonnets, but on the larger ones it does not seem to work. These bonnets usually break at the point marked (X), and generally do no other damage, although once in a while a stem will be bent. The bonnet was bored out and the sleeve was made and pressed in. The end of the sleeve was threaded and the round nut (N) was screwed on by means of a punch, and the holes drilled in the circumference of the nut. A collar (C) was shrunk on the end of bonnet

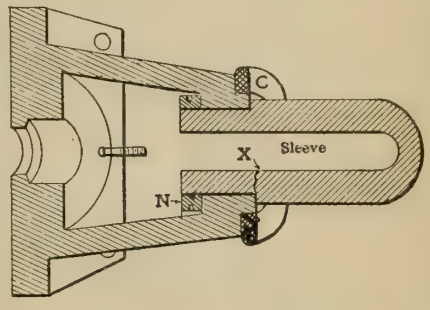


Fig. III.

to keep it from splitting when the sleeve was pressed in.

Fig. 4 shows how we ended our dash-pot troubles. The collar (K) would work off the plunger and make dash-pot rod too long. The screw (B) was supposed to hold a small threaded section tight enough to keep the collar from turning, but it did not do so. A hole was drilled through the collar at (A) and about 3-4 inch into the plunger at (D).

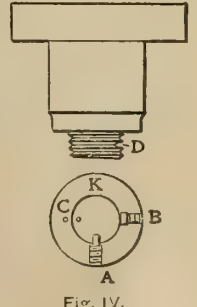


Fig. IV.

The holes in the collar are tapped out, the larger ones for 5-8 inch and the smaller for 1-2 inch screws. We used steel screws with the ends turned off to enter the hole (D). The other end is slotted for a screw-driver. The bottom of the plunger and the collar are marked with a centre punch, as at (C), so as to

show when the holes are in alignment. The set-screw (A) cannot get out because the collar is surrounded by the wall of the dash-pot. It is also certain that the collar will not turn with 3-4 inch of screw in the hole (D). This collar has only one position on the plunger, so that if one leather is not as thick as the one we had on when the hole (D) was drilled, we make up the difference with a piece of thick paper.—"Practical," in Power.

FINANCIAL CONDITION OF THE PLUMBERS.

In Contrast to that of Men in Other Walks of Life Who do not Possess Technical Knowledge.

By John E. Dugan, Albany, N.Y.

It is an old saying and a just one that "a laborer is worthy of his hire," but at no time in the history of the world, or, to be more accurate, in so far as we have any knowledge, has this truism been applied in human industry. Certainly here and there we find exceptions to this as we do to every other rule, but generally speaking, the industry of man has ever lacked its just reward, of course financially speaking, for it is true that there are other rewards, one of which, for instance, and perhaps after all the most satisfactory, is that which tells one that to his own satisfaction he has performed worthy labor and through that service has contributed to the aggregate good of humanity and to the material progress of civilization, the benefits of which will redound to his and unborn generations, and in which his children and their children will, to a greater or less extent, participate. There was never meritorious work performed which did not shower its blessings upon someone, at some time, somewhere, though it may be that the author suffered in the performance.

Man's Gradual Progress.

From the remotest period of time down through the ages we note the gradual progress of man. We observe a steady evolution from a lower to a higher plane of development and at all times and under all circumstances it has been a bitter struggle; sometimes against the destructive elements of nature and at others against human oppression, and often perchance against both. Notwithstanding, at no time has the spark of ambition been annihilated, for supported by the instinct of self-preservation and the inborn hope of the human breast, it has soared upward and onward until to-day with all the shortcomings and injustices we may well feel proud of those generations of forefathers who struggled and suffered and long since passed to eternal and well-earned rest, that we might enjoy the blessings common to the times and which are, more or less, accessible to a large proportion of the multitude.

The most beautiful structures of ancient and modern times, perfect examples of strength, symmetry and refinement; the greatest productions from the brush of artistic man, so true to nature that the difference is barely discernible; the most intricate and wonderful mechanism of the ages as well as all other wonderful productions, save possibly those inherent in nature herself, are all the result of human labor applied to the earth's resources. And although these wonderful buildings, paintings and machinery have conferred no end of pleasure and benefit upon mankind, yet is it not true that the men engaged in their production have as a rule suffered for the common necessaries of life? Indeed, were not many of our ancient structures erected by slave labor, pure and simple? Again, are not our modern productions erected by an underpaid army of wage workers? And admitting this to be so, is it not slavery only in other form?

Technical Knowledge Unpaid.

With few exceptions, men of technical knowledge seldom derive more than a living from their labor and more rarely acquire a competency for that period of life which as an ever-present spectre constantly stares one in the face, namely, old age. On the other hand, we observe men possessed of no technical or other knowledge of real value to the world's progress, yet able to accumulate vast fortunes. Individuals who seem to render no service to their fellow men, unless speculation may be called service—speculation upon the labor and misery of others and for the avowed purpose of filching all.

And so, while it seems true that most men of technical knowledge are in about the same predicament, we at this moment have to do with plumbing particularly, but it is well to hesitate in our consideration of the subject and learn that we are not alone. There is some consolation in knowing that there are others; that it is a condition which we have inherited from the ages long since passed into history; that every age demonstrates an improvement, and that by our agitation and determination, assisted by others similarly imposed upon, we are bound to leave better conditions than we found; and perhaps in due course of time the labor of many will be remunerated in accordance to its value to humanity, and not be measured by the whims and impositions of an unjust age of industrial darkness and commercial slavery.

Importance of the Plumber.

Of vast importance to the world is the plumber. Except to himself, however, this importance was unknown until recent years. Indeed, he kept his importance to himself and from his fellow competitor, and so under such circumstances it is not to be wondered at that he found little or no appreciation on the part of his fellow men, for they had their part to play in the drama of life and had little time to stop in the midst of their struggle to discover the merits of such men as were in hiding. Being of a docile disposition, and seemingly of no great public importance, it was only natural to expect that his service would be undervalued. Service is largely measured by one's own standard. As we respect ourselves, so may we to the same extent anticipate the respect of others, and for the same reason if we are to be valued by others we must place a value upon ourselves.

That a value is being placed upon our service by the public goes without saying, and we can modestly claim some credit for this result. From the moment that we began to unite as a body for the purpose of helping one another we placed a value upon our craft never before appreciated. That was the beginning of the end of both craft and public prejudice. A new disposition was born and year by year since that awakening we have seen our craft and its calling increase in public estimation. The revolution which has taken place in the modern scientific world, as regards the germ of theory of disease, and the recognition of the close alliance thereto of sanitary plumbing as a preventative of its spread, has added to the value of our profession and for this result we must give much credit to the scientists and physicians. The great advancement made as regards the character of the fixtures of the trade due to the inventive genius of men in and out of the craft has had its effect in the growth of public sentiment. The press, trade and otherwise, in whose columns have appeared, for some years back, the thoughts and opinions of our foremost sanitarians on the subject of plumbing and its importance to the public health has performed its share in the work of education, and so one might go on indefinitely, but it seems unnecessary, for I am sure you have thought along these lines and entertain similar opinions.

Business Knowledge Necessary.

Our financial condition as a trade will become more favorable in proportion as we progress and are appreciated. We must, through our organization, endeavor to keep up the work of education, perfecting ourselves and never cease working for the public good. We must leave nothing undone which will aid in the elevation of our profession in the public eye. We must seek to become business men as well as artisans. Technical knowledge is not all, as many of us have long since discovered. We must perfect ourselves in commercial knowledge, and in the education of our apprentices we must instil this important knowledge, together with the spirit of the golden rule, for while we desire to be justly dealt

with. We have a similar obligation to our fellow men and we cannot hope long for a general appreciation unless we engage in the world movement for the betterment of society. In other words, we must be citizens as well as plumbers, cognizant of our rights and willing to perform our duties as we see them. As a rule, I firmly believe that we now compare favorably with the most advanced of all other crafts and that we will continue to keep pace with them. But this is not sufficient. We must strive to excel and to the degree that we excel will we be valued.

With a more substantial organization seeking each other's welfare, and a more general participation as citizens in the world's movement for an equitable distribution of opportunity and the productions of labor, I see no reason to doubt that the time must come when men possessed of technical knowledge, be they plumbers or others, shall participate to a greater extent in the wealth of the world, assuming, of course, always, that they render a service in return. Perhaps in those days there may be fewer millionaire plumbers (?), but if there are fewer poor ones, which condition seems to prevail quite generally at the present time, we would feel much gratified at the change for the better.

The laborer is truly worthy of his hire no more, no less. Were this principle applied to modern industrialism there would be few millionaires to be sure, but then we would have little or no poverty and what a blessing that would be to not only ourselves but all mankind; what an heritage to bequeath posterity, plumbers and all other workers in the harvest fields of this brief existence so dear to us all, and which we call life.

TORONTO'S CIVIC INVESTIGATION

The search for scandal with Judge Winchester's "muck rake" has practically been concluded, the judge making his report to the city council on Monday last. The report dealt with various subjects, and was very severe on ex-Ald. Dr. Lynd and Architect Lennox, both of whom it contended were clearly guilty of accepting bribes.

City Hall Plumbing.

After referring at some length to the various Lennox accounts, aggregating $3,158.43, written off by Bennett & Wright, the report said: "In the Bennett & Wright contract the evidence shows that the city was charged with much larger sums than those which appear in the Bennett & Wright books of original entry for such extras, and that the greater number of these increased charges are allowed by Architect Lennox. Two or three items in this account are exceptionally large."

Judge Winchester says that S. S. Clarke, of the Bennett & Wright Co., paid $1,000 to Worthington, Garrett, & Armstrong, and $2,000 to Purdy & Mansell, in connection with city hall contracts. "It was found impossible," continues the report, "to follow up this line of inquiry successfully in the absence of S. S. Clarke. I find that while I am unable from the evidence so far produced before me to find that there was such a combination as to bring the parties within the criminal code, yet in my opinion their actions prevented the city from obtaining honest and fair tendering, and that such actions were against public policy, and that the firm of Bennett & Wright obtained an advantage over the city of at least $3,000 by such actions. Their large profits, $50,000 or $60,000, as stated by Mr. Lennox, on such a large contract would enable them to pay a much greater sum than that named to secure the contract, and this was undoubtedly done.

"The cash books of Bennett & Wright for the years 1896, 1897, 1898, 1899 and 1901, and the cheques and cheque stubs for 1896, etc., are missing. In consequence of this, I have been unable to obtain evidence respecting payments which were made by the Bennett & Wright Co. in connection with their contracts on the city hall during this period. That there were such payments made is shown by the fact that Mr. Mansell received the sum of $3,000, as already mentioned. I therefore desire to keep this part of the investigation open until such time as these books can be recovered, and Mr. Clarke and other witnesses that may be necessary can be examined in connection therewith and with the evidence already given."

Metal Roofing.

"I find from the evidence with reference to the St. Lawrence Market that the two contracts for roofing were obtained by fraud through the combination of competitors: the successful tenderer paying the others the sums mentioned, namely, $2,205 and $1,000, respectively, and compelling the city to pay same by adding that amount to their respective tenders.

"The architects, Mr. Siddall and Beaumont Jarvis, were paid between $200 and $300 each by the contractors, Douglas Brothers, when this contract was being performed, and that they most improperly received such sums, although they state that such payments were not made for an improper purpose. The receipts of these payments, however, vitiated all certificates issued or orders given by them to these contractors in connection with the building in question.

"I found upon the evidence that this contract was obtained by the Metallic Roofing Co. from the city by fraud, in consequence of which the city paid the sum of $2,205 without receiving any consideration therefore.

"In my opinion the sum of $850 was added to the Manufacturers' Building tender of the Metal Shingle & Siding Co. in addition to their profits, and was paid by the city to that company without any consideration."

STRIKE AT WINNIPEG.

Winnipeg plumbers and fitters are on strike over a disagreement with the bosses on a new wage schedule. Twenty of the smaller shops, employing one or two men each, have signed the agreement with the union, but at the time of writing the larger employers were refusing to grant the advance in wages asked for.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 13, 1906.

Lead products furnish the only price changes of the week, and it is a peculiar thing that, while solder shows another decline, the discount on lead pipe has changed so as to increase the price. From 20 to 15 per cent. represents the fluctuation in this line. Solder has declined a half-cent in both grades.

Aside from these fluctuations prices have continued firm. Big business is being done in nearly every branch of the plumbing supply trade.

RANGE BOILERS—A steady trade is being done by the supply houses here. We are quoting as follows: Iron clad, 30 gal., $5; 40 gal., $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—Despite a sagging condition in pig lead, quotations on pipe have advanced and we are now giving a discount 5 per cent. lower. Ruling discounts are now quoted as follows: 15 per cent., f.o.b., Montreal, Toronto, St. John, N. B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Business is still brisk, and quotations are unchanged. We still give discounts on all sizes of nipples up to 6-inch, 67½ to 70 per cent.

IRON PIPE—Dealers continue to wonder at the fact that prices have not advanced. Conditions on the Montreal market are very firm, and there is no talk of cutting. We are still quoting: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — The trade has a very healthy tone. We still quote the following discounts: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Another decline in the price of both half-and-half and wiping solder is the direct result of a further falling off in pig lead and ingot tin. We are now quoting: Bar solder, half-and-half

guaranteed, 23½c. ; No. 2, wiping solder, 19c.

ENAMELWARE — Current prices are as follows : Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 13, 1906.

A steady market with no price changes is the report this week. Lead pipe is held firm at last week's advance and solder is unchanged from former figures. Pipe and fittings are steady a good business is being done in these lines.

Business in plumbing supplies continues brisk. Enamelware manufacturers are doing their utmost to keep up with their orders, but even with the large increase in producing capacity made this year they are having difficulty in keeping up with the enormous demand. Heating goods are selling in fair quantities for this season.

LEAD PIPE—Prices are firm following last week's advance. We quote: Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS — Our quotations are as follows : Medium and extra heavy pipe and fittings, 60 per cent. ; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE — A steady business is being done. We quote as follows : Black, 1 in. pipe, $4.37 ; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67½ per cent. ; cast iron plugs and bushings, 67½ per cent. ; flange unions, 65 per cent. ; nipples, 75 and 5 per cent. ; iron cocks, 60 per cent. ; Canadian malleable, 35 per cent. ; American malleable, 25 per cent. ; malleable unions, 65 per cent. ; malleable bushings and plugs, 60 and 10 per cent. ; C. I. ceiling plates, plain or N. P., 70 per cent. ; C. I. floor, 80 per cent. ; hook-plates, 65 per cent. ; expansion plates, 65 per cent. ; headers or branch tees, 65½ per cent. ; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote : 12 gallon capacity, standard, $4.50 ; extra heavy, $6.50 ; 18 gallon, standard, $4.75 ; extra heavy, $6.75 ; 24 gallon, standard, $4.75 ; extra heavy, $6.75 ; 30 gallon, standard, $4.75 ; extra heavy, $7.50 ; 35 gallon, standard, $5.75 ; extra heavy, $8.50 ; 40 gallon, standard, $6.75 ; 40 gallon, extra heavy, $9.50 ; 52 gallon, $11 ; extra heavy, $14 ; 66 gallon, standard, $18 ; extra heavy, $20 ; 82 gallon, standard, $21 ; extra heavy, $24 ; 100 gallon, standard, $29 ; extra heavy, $34; 120 gallon, standard, $34 ; extra heavy, $40 ; 144 gallon, standard, $47 ; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Business is satisfactory for this season. We quote: Hot water, 50 and 2 1-2 per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER — Prices are unchanged. We quote : Bar solder, half-and-half, guaranteed, 24c. to 25c. ; wiping, 22c.

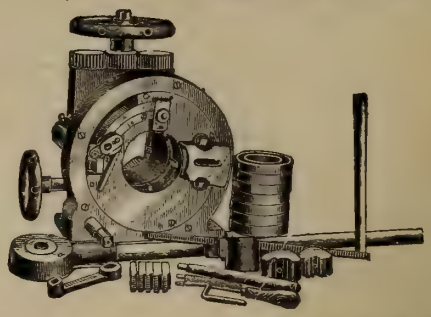
ENAMELWARE — We quote as follows : Plate E1, 5 feet, first quality, $20.65, special $18.65 ; plate E11, 5 feet, first quality, $19.15, special $17.15 ; plate E21, 5 feet, first quality, $19.15, special $17.15 ; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

PLUMBING IN FARM DISTRICTS.

A. Vance Cline, plumber, Grimsby, was a caller at the Toronto office of Hardware and Metal last meek. Mr. Cline states that during the past year he has done a business amounting to over $16,000—a pretty good report for a town without a waterworks system. Over half of his plumbing jobs were for systems to be installed in farm houses and practically all his heating contracts were secured from farmers. A waterworks system is to be installed at Grimsby, so there is plenty of work in sight for some time.

F. R. J. McPherson, plumber, Peterboro, was a visitor in Toronto this week.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

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Catalogue for the asking.
Quick shipments.

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finest brass goods made



ALL SIZES GUARANTEED 5 YEARS ALL KINDS

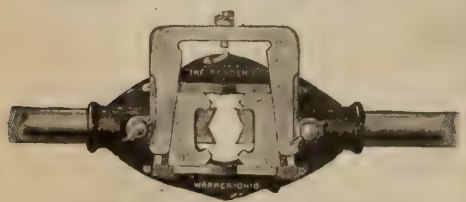




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Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
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At prices that will warrant your inquiries.

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An Adjustable Bushing

Saves all the trouble of separate bushings for each size of pipe. Centres the pipe instantly by a twist of the cam plate. Made for all sizes of genuine Armstrong Die Stocks. Sold separately from the stock. A very very useful device.

Write for catalogue and prices.

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292 Knowlton St., Bridgeport, Conn.

Those Peculiar Oxford Grate-Bars— Help Sell the Oxford Boiler for You

The hollow, triangular Oxford grate-bars make a big point for the man who is selling the boiler.

It's so plain to be seen that such a grate-bar must save fuel,—and money. Plain, too, it must save bother—and money.

When one of these bars needs to be replaced, it's two minutes work to take that bar out—and it isn't necessary to touch any other bar in taking out the one.

Independent grate-bars, that burn fuel with real economy, and that work on a positive gear **EASILY** so that they can't get clogged nor jam and break———

That's just **ONE** selling point about

The Oxford Hot Water Boiler

There's eleven other points to it, and every one of them means easier selling for you, and more profit and reputation. Why wouldn't it be as well for you to ask us questions about our proposition to really **LIVE** dealers? And do that right **NOW**?

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

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Manufactured and Guaranteed by

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Stocked by all Leading Wholesale Houses.

SPECIALTIES

Hot Air Furnaces. Cash Weights and Washers.

Fine Grey Iron Castings.

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There can **only be one first** although there may be lots of claimants and those who would be mighty glad to get a "tie."

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have been accorded first place by a discerning public. There are more "Daisy" Boilers sold than any other boiler. There are fewer "Daisy" Boilers being repaired than any other boiler.

The "Daisy" is the "no-complaint" boiler. People who take "others" in preference to the "Daisy" are people who buy without reason. They are anxious to invest their cash in coal—have money to burn.

An ounce of "Daisy" is worth a pound of all other boilers. Sell the "Daisy" and success awaits you.

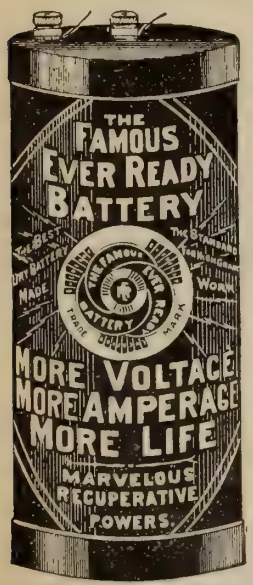
Large stock of Iron Pipe, Cast and Malleable Fittings, Brass Goods, everything to complete a Heating System.

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This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



KERR'S GENUINE WEBER

GATE VALVES

have many imitations, but none equal the "real" article made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

The KERR ENGINE CO., Limited

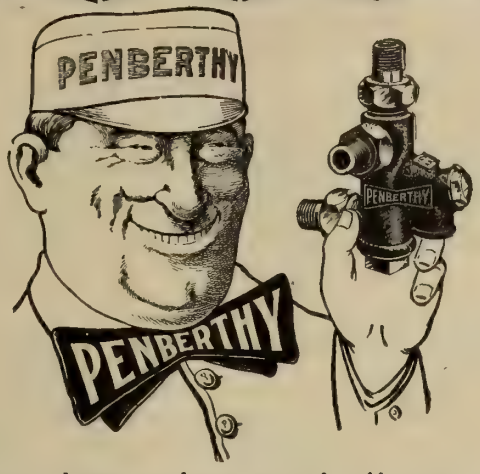
Manufacturers

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

GET OUR PRICES ON
Air Cocks, Lubricators, Air Vents,

QUALITY
GUARANTEED



GET OUR PRICES ON
OILER AND GREASE CUPS

PRICES
THAT SATISFY

The injector that makes good all over the world.

An injector that is given the severest tests on capacity, long lift, hot water, vacuum, etc.
An injector that has won the confidence of every intelligent engineer and mechanic

BECAUSE IT IS

RELIABLE

ARE YOU SELLING PENBERTHY INJECTORS?

Manufactured by

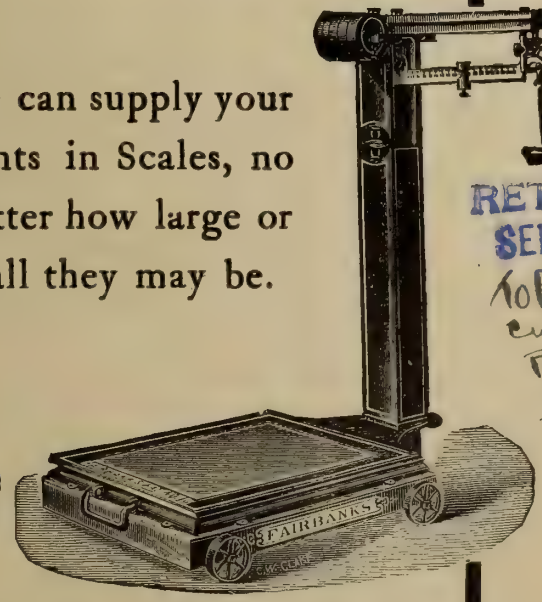
Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

FAIRBANKS

STANDARD SCALES

We can supply your wants in Scales, no matter how large or small they may be.



SEND FOR CATALOG.

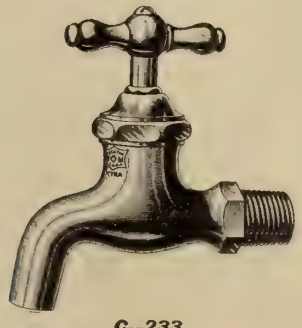
The Canadian Fairbanks Co., Ltd.

MONTREAL
TORONTO

WINNIPEG
VANCOUVER

RETURNED
SEP 12 1906
To Duplicate Book 55
Page 2

Mueller
Extra Pattern
Compression Bibbs.



C—233

The washer in Mueller Extra Compression Bibbs is encased full depth in a recess or cup in the stem disc, which prevents it from spreading or getting ragged.

THE MARK OF UNCONDITIONAL DECATUR H⊙M ILL. U.S.A. GUARANTEE
MUELLER GOODS

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

"Joliette" and "Cyclone" and "Black Diamond"—

They're the Brands that Sell

¶Our shippers would say, "Well, we guess we know that!"

¶Pretty hard for men to keep Joliette and Cyclone and Black Diamond out of their mind when they are always filling Joliette and Cyclone and Black Diamond orders.

¶Just to prod your memory we might say that "Joliette" and "Cyclone" are Canada's Best Brands of **Sheathing.** "Black Diamond," Canada's Best Brand of **Tarred Felt.**

N.B.—We are a "Building Paper," "Wrapping Paper" and "Ready Roofing" House also

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

July 14, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$43 00 $45 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	....
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base	....	2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Jowett's Diamond J	0 06½	0 07
" Best	0 11	0 11½
Best sheet cast steel	....	0 12
B. K. Morton & Co.—		
"Alpha" high speed	....	0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J quality, best warranted	....	0 18
"I" " warranted	....	0 14
"B.C" quality	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"	....	0 65
" " annealed	....	0 65
Chas. Leonard	0 08	0 09
CrucibleSteel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special	....	0 16
" Silver steel	....	0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed	....	10½

BABBIT METAL.

The Canada Metal Co.:

Imprieal, geunine	0 30
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge	....	2 70
17 gauge	....	2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10½ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ "	....	5 60
" 5-16 "	....	4 45
" ⅜ "	....	3 85
" 7-16 "	....	3 70
" ½ "	....	3 55
" 9-16 "	....	3 45
" ⅝ "	....	3 35
" ¾ "	....	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	
Jack chain, brass, single and double, discount 40 p.c.	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 00

Bars.

Cut lengths, round, ½ to ⅝ in.	....	26 00
" round and square,		
Cut lengths, 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	....	25 00
Plain, 14 oz.	....	26 00
Tinned copper sheet	....	27 00
Planished	....	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned } Spun }	35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	25	7 50
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	....	8 00
Part casks	....	8 25

LEAD.

Imported Pig, per 100 lb.	4 35	4 50
Bar, " "	....	4 65
Sheets, 2½ lb. sq. ft., by roll	....	0 05½
Sheets, 3 to 6 lb. "	....	0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb.	0 27	0 28

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E¼, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300	650 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	2 92
¼ "	2 09	2 92
⅜ "	2 42	3 27
½ "	3 05	4 20
1 "	4 37	6 20
1¼ "	5 96	8 21
1½ "	7 15	9 86
2 "	9 54	13 10
2½ "	14 50	21 80
3 "	19 00	28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 75 per cent.

Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	1 90
No .7 Fuller's "	2 35
No. 4½ " "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208 2 25

Square head brass cocks, discount 65 per cent

" " iron " " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20,00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, dis. 60 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	...	0 85
" 18 x 30	....	1 00
" 18 x 36	....	1 40

SOLDERING IRONS.

1½-lb. per lb.	....	0 37
2-lb. or over "	....	0 34

SOLDER.	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25½	0 24
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	....	0 08
Chrome yellow	....	0 15
Golden ochre	....	0 08
French "	....	0 08
Marine black	....	0 04½
Chrome green	....	0 10
French permanent green	....	0 13
Signwriters' black	....	0 15

GROUND WHITE LEAD IN OIL.	Per 100 lbs.	
Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4	....	4 75
Munro's Select Flake White	....	6 50
Elephant and Decorators' Pure	....	6 30
Monarch	....	6 50
Standard Decorator's	....	6 25
Essex Genuine	....	5 75
Brandram's B. B. Genuine	....	7 50
" Anchor," pure	....	6 00
Sterling Pure	....	6 00
Ramsay's Pure Lead	....	6 00
Ramsay's Exterior	....	5 75
Crown and Anchor," pure	....	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt	....	$6 00
Genuine, 100 lb. kegs, "	....	6 25
No. 1, 560 lb. casks, per cwt	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5¼	0 06¼

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 45
" " " ½ gal.	....	1 40
" " " gal.	....	1 35
Canada Paint Co.'s pure	....	1 25
Toronto Lead & Color Co's pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.		1 45
" " " " " ½ gal.		1 40
" " " " " 1 gal.		1 35
Sterling House Paint	....	1 25
" Floor "	....	1 25
National	....	1 05
Jamieson's "Crown and Anchor"	....	1 20
Jamieson's floor enamel	....	1 50
" barn paints, in bbls, per gallon	....	0 60
Senour's Floor Paints gal.	....	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	C 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
" Kyanize " Interior Finish		2 40
" Flint-Lac," coach		1 80
" Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	025

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅝ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅝ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, conepoint	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt	per ton	55 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise		0 37½
Dry Sheathing	per roll, 400 sq. ft.	0 35
Tar "	" 400 "	0 45
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 65
O. K. & I. X. L	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Root Coating, in barrels	per gal.	0 17
Roof " small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80 0 90
Slater's felt	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

" Lafarge " (non-staining) cement in wood	3 40
" Lehigh " Portland cement, in wood	2 54
" Lehigh " Portland cement, in cotton sacks	2 39
" Lehigh " Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

It Won't Cost You Anything

to know that Paterson's Wire Edged Ready Roofing is made from Pure Wool Felt saturated with Refined Coal Tar, and the different plies cemented together with the highest grade of Bitumen. Our Roofing contains nothing that will evaporate at less than 300° Fahrenheit, and that's why it lasts so long.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70 "	10	"
Kearney & Foot	70 "	10	"
Disston's	70 "	10	"
American	70 "	10	"
J. Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	70 "	10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to 75		"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33½ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ⅜-inch	per gross	....	9 00
" " ½ "	"	....	10 00
" " ⅝ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10 1 20

Sledge.

Canadian	per lb.	0 07 0 8½

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge— to 10 in	per 100 lb.	.... 4 50
12 in. up	"	 25
Spring, No. 20, per gro. pairs		.... 10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00 4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	.... 0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base		3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	.... 2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$ 3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes	....	2 50

Woodyatt, ball bearing, 12 to 20-in 5 60 to 7 45
Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.
Maxwell Ball Bearing—

11½ in. wheel, size 21, 23, 25	$10 00 14 00
10½ in. ball bearing 12 to 20	5 50 6 75
9 in. 3 or 4 knives	2 75 3 25
10½ in. high wheel	3 75 4 75
8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.	

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz. Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33½ per cent.

Gem	each	.... 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	.... 6 75
Plumbers	"	.... 3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	.... 9 60

PLANES.

Wood bench, Canadian discount 40 per cent. American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
man ..... " 0 60 0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 22 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 2 00
Canadian pitcher spout ... 1 80 3 16

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood..... per doz. net 1 20 up

RAZORS. per doz.

Elliot's 4 00 18 00
Boker's 7 50 11 00
" King Cutter 13 50 18 50
Wade & Butcher's..... 3 60 10 00
Wilkinson's..... .... 12 50
Carbo Magnetic..... .... 15 00
Griffon Barber's Favorite 10 75
Griffon No. 65..... .... 13 00
Griffon Safety Razors..... .... 13 50
Griffon Stropping Machines.. .... 13 50
Lewis Bros.' "Klean Kutter" 8 50 10 50
Hindoo 10 50 14 00
Orgsteom's Swedish..... 3 50 10 00
Henckel's 7 50 20 00
Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 10½
Pure Manilla 0 15
"British" Manilla..... 0 11½
Cotton, 3-16 inch and larger.....0 21 0 23
" 5-32 inch 0 25 0 27
" ⅛ inch 0 25 0 28
Russia Deep Sea 0 16
Jute..... 0 09
Lath Yarn, single 0 10
" double 0 10½
Sisal bed cord, 48 feet.....per doz. 0 60
" " 60 feet..... " 0 75
" " 72 feet..... " 0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 75
" No. 50, nickle-plated, " 0 80
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... .. 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb. 2 00 2 25
Solid ..... " 1 50 1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shove (No. 2 pol.).$18 50

	(Hollow Back)	(Reinforced S Scoop.)
Moose.....	$17 50	$16 30
Bear	15 00	15 30
Fox	12 50	14 30
Black Cat....	10 00	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz. 1 90 2 25
" No. 493 ..... " 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb. 0 28 0 60
Hindostan ..... " 0 06 0 07
" slip ..... " 0 09 0 09
Labrador..... ..... " 0 13
" Axe..... " 0 15
Turkey ..... " 0 50
Arkansas..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton.... .... 25 00
" under 40 lb., " 28 00
" 200 lb. and over 31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk...85, 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and apanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.
German.....per doz. 4 75 5 00
S. & D., scou 35 per cent.

TWINES.

Bag, Russian .....per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" 4-ply 0 29
Mattress .....per lb 33 0 45
Staging..... " 0 27 0 35

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... ..... 4 50 9 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge..... $2 15
10 " ..... 6c. extra.
11 " ..... 12c. "
12 " ..... 20c. "
13 " ..... 30c. "
14 " ..... 40c. "
15 " ..... 55c. "
16 " ..... 70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

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Galvanized barb..... .... 2 60
Galvanized, plain twist 2 75
Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

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HighCarbon, No. 9..... $2 60
" No. 11 .... 3 25
" No. 12 ..... 2 85

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Painted Screen, per 100 sq. ft., net.. 1 45
Terms, 2 per cent. off 30 days.

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Dowswell " 36 00
New Century, per doz 72 00
Daisy..... 48 00

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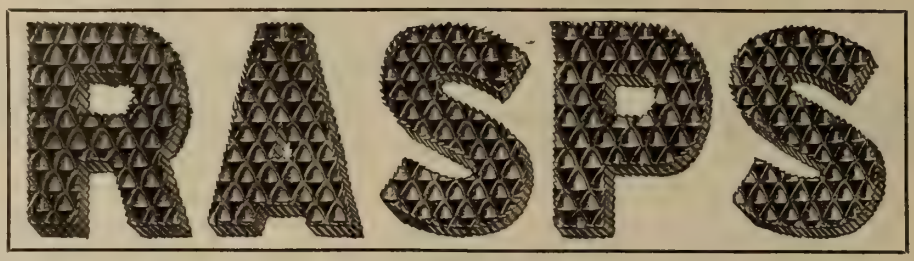
Leader, 11 in.....per doz. 32 00
Royal Canadian, 11 in. " 29 00
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Terms, 3 months, 2 per cent. 30 days

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INDEX TO ADVERTISERS.

A

American Shearer Mfg. Co..... 21
Armstrong Bros. Tool Co 53
Armstrong Mfg. Co 62
Atkins, E. C., & Co..... 13
Atlas Mfg. Co..... 20
Auer Light Co 57

B

Barnett, G. & H., Co....outside back cover
Barrett, Jos., & Sons..... 68
Batty Stove Co..... 20
Berry Bros. 47
Birkett, Thos., & Son Co. 1
Borden Co 62
Bowmanville Foundry Co..... 21
Bowser, S. F., & Co..... 19
Bradstreet's..... 18
Brantford Roofing Co..... 16

C

Cameron & Campbell.. 24
Canada Foundry Co 20
Canada Iron Furnace Co..... 43
Canada Metal Co..... 21
Canada Paint Co..... 48
Canada Paper Co 20
Canada Smelting Works 43
Canadian Bronze Powder Works..... 45
Canadian Fairbanks Co..... 65
Canadian Heating & Ventilating Co.. 22
Canadian Rubber Co....outside back cover
Canadian Sewer Pipe Co. 43
Canadian Shovel & Tool Co..... 4
Carriage Mountings Mfg. Co 21
Caverhill, Learmont & Co..... 9
Chicago Spring Butt Co..... 16
Clare Bros. & Co..... 53
Clauss Shear Co..... 67
Cluff, R. J., & Co..... 64
Consolidated Plate Glass Co..... 50
Consumers' Cordage Co..... 2
Covert Mfg. Co 55
Outts, C. M. & Co..... 72

D

Davenport, Percy P..... 72
Davidson, Thos., Mfg. Co..... 4
Deseronto Iron Co..... 43
Dieckmann, Ferdinand..... 51
Dominion Cartridge Co. 11
Dominion Sewer Pipe Co 57
Dominion Wire Mfg. Co 10
Dorken Bros. ....outside front cover
Down Draft Furnace Co..... 53
Dowswell Mfg. Co 56

E

Eadie, H. G..... 43
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co. of Pa 19
Erie Specialty Co..... 56

F

Fenner, Frederick 45
Forman, John 64
Forwell Foundry Co 62
Fox, C. H..... 18
Francis-Frost Co..... 47
Frothingham & Workman 7

G

Galt Art Metal Co..... 55
Gibb, Alexander..... 18
Gilbertson, W., & Co..... 43
Glauber Brass Co..... 62
Greening, B., Wire Co..... 17
Guelph Spring and Axle Co..... 70
Guelph Stove Co..... 23
Gurney Foundry Co.... ..... 22, 63
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hanover Portland Cement Co..... 15
Harrington & Richardson Arms Co 14
Harris, J. W., Co..... 17
Hart & Cooley Co..... 72
Heinisch, R., Sons Co..... 15
Heney, E. N., & Co..... 72
Henderson & Potts Co 46
Hobbs Hardware Co..... 6
Hobbs Mfg. Co 14
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 18
Hyde, F. & Co..... 56

I

Imperial Cement Co 15
Imperial Varnish and Color Co..... 44
International Portland Cement Co.... 15

J

Jamieson, R. C., & Co..... 45
Jardine, A. B., & Co. 43
Johnson's, Iver, Arms and Cycle Works 54

K

Kemp Mfg. Co 24
Kerr Engine Co..... 64

L

Leslie, A. C., & Co..outside front cover, 43
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 57
London Foundry Co..... 22
Louden Machinery Co. 20
Loughead, J. S., & Son 20
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McArthur. Corneille & Co. 19
McCaskill, Dougall & Co..... 45
McClary Mfg. Co..... 21
McDougall, R., Co..... 17

M

Maple Leaf Harvest Tool Co 8
Martin-Senour Co..... 13
Merrell Mfg. Co..... 62
Metal Shingle and Siding Co..... 24
Metallic Roofing Co 41
Mitchell, D., & Co 18
Mitchell, H. W..... 18
Montreal Rolling Mills Co 55
Morrison, James, Brass Mfg. Co..... 58
Morrow, John, Machine Screw Co 15
Mueller, H., Mfg. Co 65
Munderloh & Co..... 69

N

Newman, W., & Sons 55
Nicholson File Co.. 70
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 4
Novelty Mfg. Co 12

O

Oakey, John, & Sons..... 43
Ontario Lantern & Lamp Co..... 39
Ontario Tack Co..... 42
Ontario Wind Engine and Pump Co .. 21
Orford Copper Co..... 43
Oshawa Steam & Gas Fitting Co..... 64
Owen Sound Wire Fence Co..... 17

P

Paterson Mfg. Co..... 68
Pearce, Frank, & Co 18
Pease Foundry Co. 51
Pelton, Godfrey S 45
Penberthy Injector Co..... 65
Peterborough Lock Co..... 16
Peterborough Shovel & Tool Co. 16
Phillips, Chas. D 15
Phillips, Geo., & Co..... 57
Pink, Thos..... 11

Q

Queen City Oil Co..... 45

R

Radford, H..... 55
Ramsay, A., & Son Co..... 47
Reid, David, & Co..... 39
Robertson, James Co....inside back cover
Roper, J. H 57
Round, John, & Son..... 15

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 47
Scott, Bathgate & Co..... 18
Seymour, Henry T., Shear Co..... 15
Sharratt & Newth 24
Sherwin-Williams Co..... 42
Silberstein, A. L..... 1
Silica Barytic Stone Co..... 15
Spear & Jackson 10
Stairs, Son & Morrow..... 70
Standard Paint and Varnish Works... 45
Standard Ideal Sanitary Co..... 58
Stanley Rule and Level Co..... 20
Stauntons Limited 49
Steel Trough and Machine Co..... 21
Stephens, G. F., & Co..... 39
Stewart, Jas., Mfg. Co..... 18

T

Taylor-Forbes Co.....outside front cover
Tees & Persse..... 18
Thompson, B. & S. H., Co. outside back cover

U

United Brass Mfg. Co..... 63

V

Vickery, O..... 18

W

Wallace Barnes Co 64
Welsh Tinplate & Metal Stamping Co. inside back cover
Western Wire Nail Co 56
Wilcox Mfg. Co..... 13
Winnipeg Paint and Glass Co 39
Wright, E. T., & Co 20

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter.
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Robertson, Jas. Co,, Montreal.

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Glauber Brass Mfg. Co., Cleveland, Ohio.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
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Taylor-Forbes Co., Guelph, Ont.
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Canadian Bronze Powder Works, Montreal.
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Ramsay, A., & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Cumming Mfg. Co., Renfrew.

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Hyde, F., & Co., Montreal.
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Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
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Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Winnipeg Ceiling & Roofing Co., Winnipeg
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Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

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Guelph Spring and Axle Co., Guelph.

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Greening, B., Wire Co., Hamilton.
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Phillips, Geo. & Co., Montreal.
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Silberstein, A. L., New York.

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Safety Door Hanger Co., Hamilton, Ont.
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Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

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Cameron & Campbell, Toronto.

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Kerr Engine Co., Walkerville, Ont.

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Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

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Bradstreet Co.

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Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

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Diamond Saw & Stamping Works, Buffalo

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McDougall, R., Co., Galt, Ont.

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Kemp Mfg. Co., Toronto.
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Maxwell, D., & Sons, St. Mary's, Ont.
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Deseronto Iron Co., Deseronto, Ont.
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Lysaght, John, Bristol, Eng.
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Vickery, Orlando, Toronto.

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Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
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Winnipeg Paint & Glass Co., Winnipeg.

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Diamond Saw & Stamping Works, Buffalo

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Cameron & Campbell, Toronto.

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Montreal Rolling Mills Co., Montreal.
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Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
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Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

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Peterboro Shovel & Tool Co., Peterboro.

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Davidson, Thos., Mfg. Co., Montreal.
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Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co., Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

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Winnipeg Paint & Glass Co., Winnipeg.

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Wheelbarrows
London Foundry Co., London, Ont.

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Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

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Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
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Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

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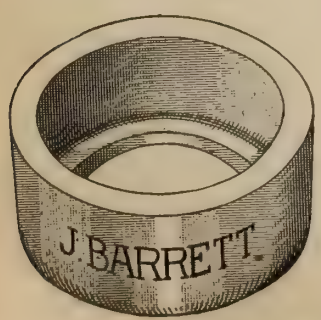
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Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our Illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1808. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"Apollo" Galvanized
American Bessemer
Bessemer Blue Annealed
Polished Steel Sheets, etc.

We can furnish Steel Sheets in different qualities suitable for all purposes, and shall be glad to make quotations on receipt of particulars of your requirements.

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

Dominion of Canada Sales Agents UNITED STATES STEEL PRODUCTS EXPORT COMPANY Sheet Steel and Tinplate Departments.

"Star Red"
SHEET PACKING

(In use over 30 years).

Other Sheet Packings are good Packings—

"Star Red" is better.

Write our Branch stores for sample.
Halifax, Montreal, Toronto,
Winnipeg, Vancouver.

THE

CANADIAN RUBBER CO.

OF MONTREAL, LIMITED

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, JULY 21, 1906 NO. 29.

E. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
THE INVICTA
ELDORADO
CAMBRIDGE & Co. ENGLAND SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

EVERY SHEET BRANDED

Unscrupulous dealers have been known to ship out bundles with a sheet of "Queen's Head" on top and cheap unbranded sheets inside. Every sheet of "Queen's Head" and "Fleur de Lis" is branded and the quality guaranteed

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

Sovereign Radiators and Boilers

are fully described in our beautiful NEW CATALOGUE

All STEAMFITTERS and PLUMBERS should make sure they get a copy of this CATALOGUE.

☞ Only the trade supplied.

☞ Send for yours before its too late.



TAYLOR-FORBES COMPANY, LIMITED

TORONTO: 1088 King St. West

Head Office and Works: GUELPH, ONT.

MONTREAL: 122 Craig Street

See Classified List of Advertisements on Page 71.

SPORTING GOODS

BASEBALL

TENNIS GOODS

GOLF CLUBS

CRICKET NEEDS

LAWN BOWLS



GLOVES



MASKS

BASEBALL SUPPLIES



TENNIS RACQUETS

FOOTBALL WANTS



GOLF CLUBS



TENNIS NETS



GOLF CLUBS

Write for Prices.

RICE LEWIS & SON

LIMITED

TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

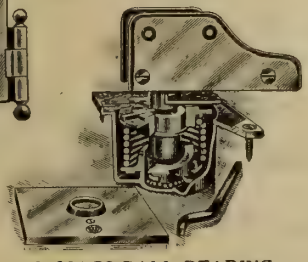
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

THE GOODS THAT ARE ASKED FOR

The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾

WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED

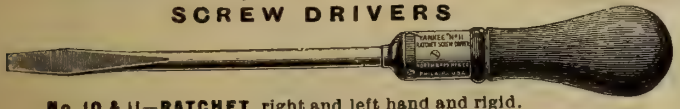
OTTAWA, ONT.

Other Tools are very Good Tools, but

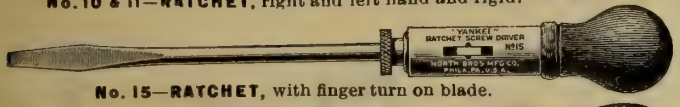
"YANKEE TOOLS" ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " " (heavy pattern)
No 20— " " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade.

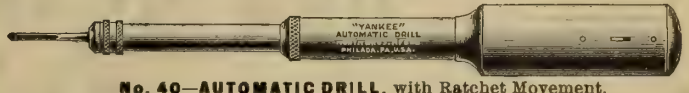


No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.

DRILLS



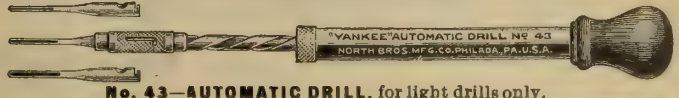
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



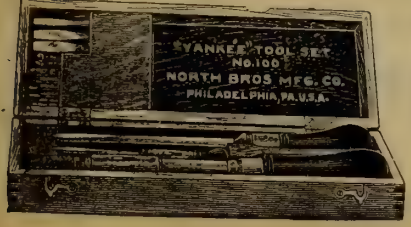
No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.



SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

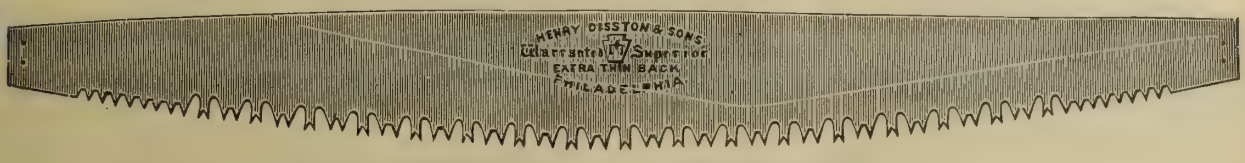
Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

IS *YOUR* BUSINESS SICK?
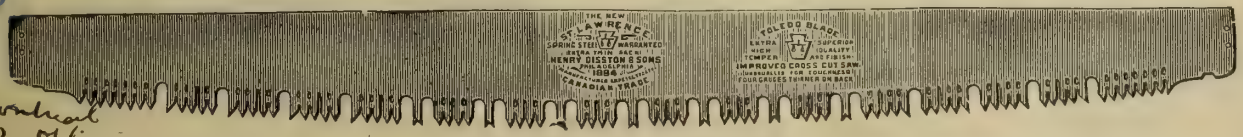
TURNED
JL 21 1906



DISSTON'S No. 1 CHAMPION TOOTH

Ground 4 gauge thinner on back than on teeth. First quality cast steel.

ETURNED
L 21 1906
Montreal
Book 52. Office
Page 97
saw.



DISSTON'S ST. LAWRENCE

Toledo blade, ground 4 gauges thinner on back than on teeth. Very best quality spring steel.
The fastest cutting saw in the world.

Are things running as nicely as they used to, or do you find "times hard" and nothing doing in the line of good profits and quick sales ?

It's not the fault of the "times," they were never better in the history of the country ; it must be the business. Something in the internal arrangement has gone wrong. Business is feeling sick and can't digest the line of saw-stuff you are feeding it on. Change the diet ; feed it on **Disston's Cross Cut Saws** for a few months, and watch the change. It will pick up, regain some of its original strength and look brighter than it has done for years.

Disston's Saws and Our Prices make a health food that any weak business can thrive on.

Write us to-day. Your business has been paying your expenses for years, and you should retaliate now by doing everything in your power to help it out of its present difficulties, especially when "everything" means only writing us for prices. Once you get the prices, you also get the medicine.

LEWIS BROS., LTD.

Ottawa ***Montreal*** ***Vancouver***
Toronto ***Winnipeg*** ***Calgary***

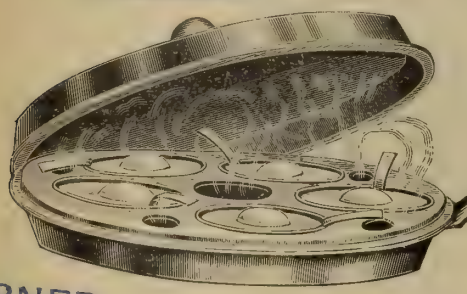
Davidson's Kitchen Specialties

PROFIT MAKERS

RETURNED
APR 5 - 1907

"EXCELSIOR" JELLY CAKE PLATE

Removes the Cake from the bottom. Cuts it out neat and clean every time.



RETURNED
5/6/07
to Owner
Cut Book No. 62
Page No. 92

Steam Egg Poacher

Turns out a dainty tempting breakfast in one minute.

EVERY HOUSEHOLDER NEEDS ONE.



RETURNED
Owner
Book 52
Page 101

ENAMELLED

Cereal Steam Cooker and Vegetable Boiler

Comprises four practical cooking utensils. Cooks Oatmeal by steam and makes it delicious.

TRY A SAMPLE LOT. *THEY MOVE QUICK.*

THE THOS. DAVIDSON MFG. CO., Limited

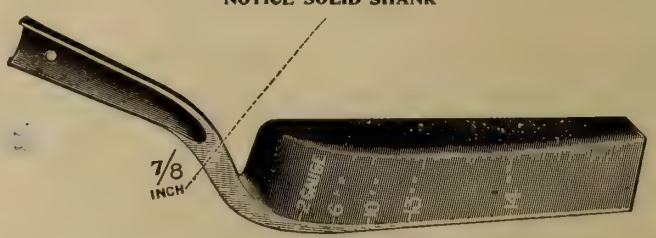
MONTREAL and WINNIPEG

BULL DOG

SHOVELS and SPADES



NOTICE SOLID SHANK



Sectional view of finished one piece shovel, showing gauge of steel or thickness at different points.



Canadian Shovel & Tool Company

LIMITED

HAMILTON, CANADA

H. S. HOWLAND, SONS & CO. LIMITED

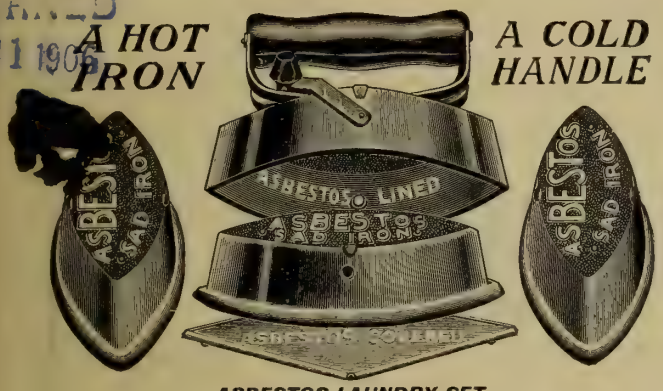
HARDWARE MERCHANTS

Only Wholesale

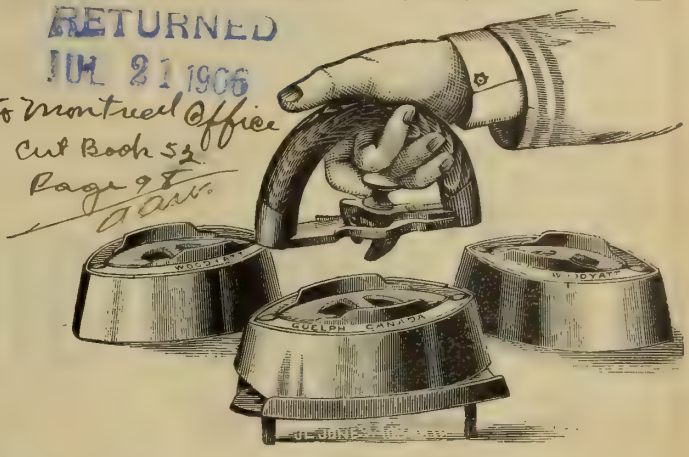
138-140 WEST FRONT STREET, TORONTO

Wholesale Only

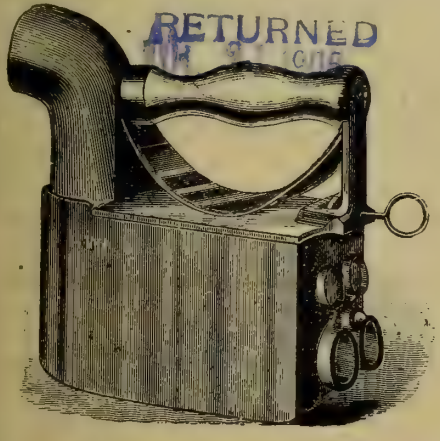
RETURNED JUL 21 1906
To Montreal Office
Cut Book 52
Page 9 F
Gen.



ASBESTOS LAUNDRY SET
One set in a wood box, one Iron 4 lbs., two Irons, 5-lbs. each. 3 Irons, one handle and stand in a set.



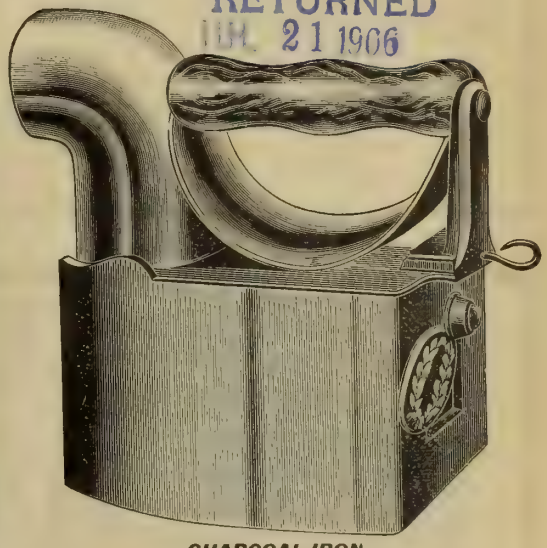
MRS. POTTS
Plain polished and Nickel-Plated



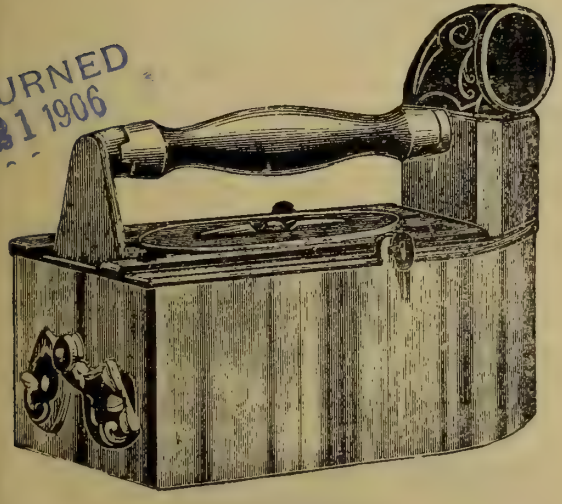
CHARCOAL IRON
No. 114 - 7 lbs., double flue
B. S. & M. - 9 lbs. "



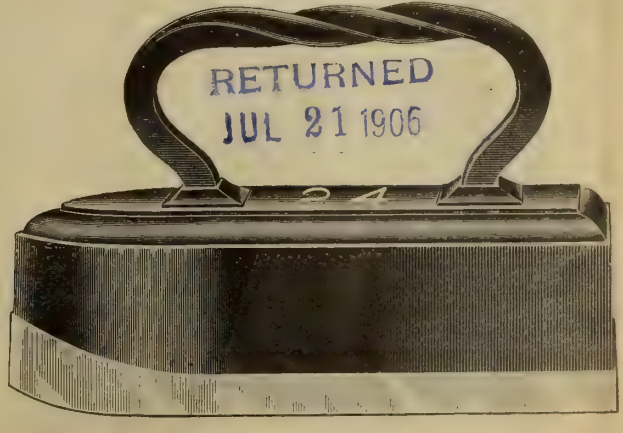
HARDWOOD CHARCOAL
in paper bags and Jute sacks



CHARCOAL IRON
English - 7 lbs. single flue
" 8 " "



CHARCOAL IRON
No. 8. 20 lb. double flue.



TAILORS' GEESE
Weight 11 to 24 lbs.

For other line of Irons see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

We Ship promptly

GRAHAM NAILS ARE THE BEST

Our Prices are Right

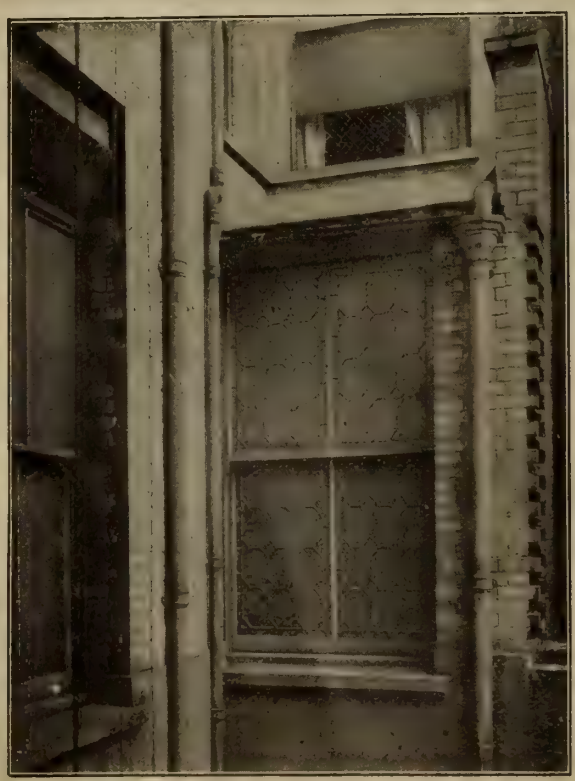
THE CANADA METAL CO.

TORONTO

Solder and Babbitt

WHOLESALE

PIG LEAD, TIN AND ANTIMONY



The Ornamental Glazing

of

MAXIMUM LIGHT GLASS

is illustrated herewith

The product can be cut, glazed and mounted in lead, copper, or iron intersecting bars, from architects' special designs.

Do you ask the price of **MAXimum Light Glass?**

It's the same as that of ordinary sheet prismatic glass.

— YOU CAN SECURE SAMPLES —

SOLE CANADIAN AGENTS:

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS

WHOLESALE DISTRIBUTORS

FOR

Stanley Tools and Planes
Parker Vises
Community Silver
Universal Food Choppers
Bread and Cake Makers
Winchester Rifles
Stevens Rifles



When making out mail orders address them to us for good goods at right prices.

All orders are given every care.
Quick shipping facilities.

If you are not already a customer of ours, you are cordially invited to become one, and enjoy the privilege of selecting your goods from an immense stock, properly assorted, securing quick shipment and low prices.

DO NOT HESITATE
JUST TRY IT

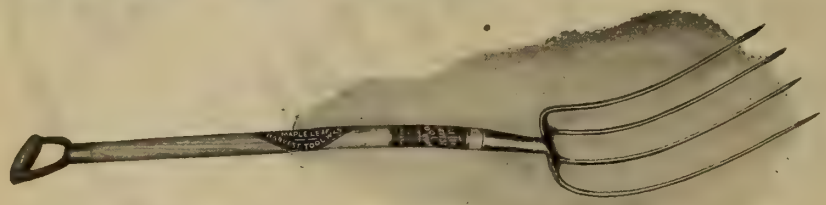
Caverhill Learmont & Co

MONTREAL AND WINNIPEG

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



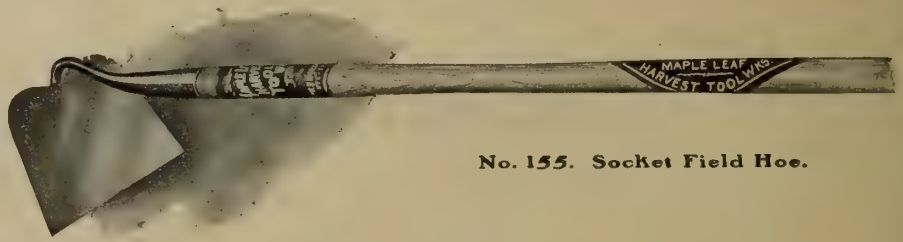
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



No. 155. Socket Field Hoe.

To the Merchants:

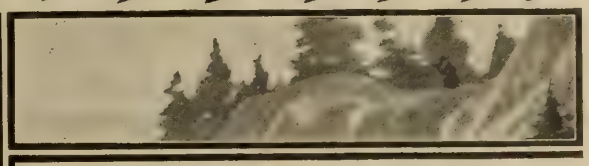
The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

WINCHESTER







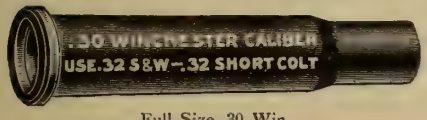
Model 1886 **Winchester** repeating rifle is one of the strongest made and one that will successfully withstand the shock and strain of shooting such tremendous charges of powder and lead as are contained in .45-70-405 and other big cartridges. This model is very popular with big game hunters all over the world on account of its strength, accuracy and great killing qualities. This gun has been tested on all kinds of game, and has invariably given such splendid satisfaction that it is doubtful if it will ever be equalled for the heavy cartridges it was designed to handle.

We keep it in stock in a great variety of calibres from .33 to .45-70-405.

It is only **one** of **40** different **Winchester** rifles in our stock made to suit every taste and adapted to every use.

Is it not best to buy where you find the variety to select from ?

WINCHESTER SUPPLEMENTAL CHAMBERS



Full Size .30 Win.



Sectional View.

Made from solid steel, nickel-plated. Exact size of high powered cartridges, but chambered for smaller pistol and revolver sizes. Will retail at 75c. or less.

The **Winchester** Supplemental Chambers are new and are designed to adapt pistol and revolver cartridges for use in rifles of high power. The only change necessary is the adjustment of the sights. The rifle can then be used for short range shooting or indoor target practice. It is thus an aid to attaining proficiency in the use of a regular hunting rifle at a minimum expenditure for ammunition. Made in eight rifle sizes.

The **Winchester** Supplemental Chambers are selling. Their price is low. Will you not add them to your stock ?

Our "**Sporting and Fall Goods**" catalogue contains 88 pages of goods you will sell in the Fall and Winter. A copy for the asking.

FROTHINGHAM & WORKMAN, LIMITED

WHOLESALE

1809 HARDWARE AND IRON MERCHANTS, 1906

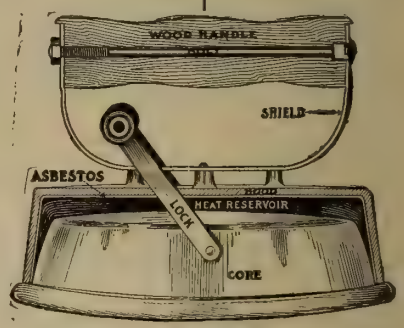
MONTREAL, CANADA.

ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE

HOT WEATHER BULLETIN

¶ Ironing is pretty tough on the women in the hot days of summer. ¶ And it is an instance of the Irony of Fate that, when ironing is most fatiguing, there's just so much more of it. ¶ White dresses, shirts and shirtwaists, underclothes, and a host of other summer garments—how often they must be ironed! ¶ Do you know that the features of Asbestos Sad Irons appeal more to women in the summer than at any other time? ¶ If only your salespeople would show up these features earnestly and intelligently to the perspiring women who iron, we know that the result would be what you want most of all—sales! ¶ Let us send your clerks some pointers. ¶ We wish to mention merely a few of the hot weather features of Asbestos Sad Irons: ¶ 1st. The handle is always cool and comfortable because of the asbestos-lined hood with its dead air space. Heat cannot get to the handle either by conduction or radiation. ¶ 2nd. The "Asbestos" retains heat longer than ordinary irons. When it has once been thoroughly heated, the fire can be "checked," thereby reducing the temperature of the room. ¶ 3rd. Frequent trips to the stove are unnecessary, so that the stove can be in one room and the ironing done in another. ¶ Just consider the advisability of making Asbestos Sad Irons a hot weather special. ¶ Ask your jobber about our Free Display Stand proposition.



Sectional View of an Asbestos Laundry Iron

Showing how they are built



FLOUNCE IRON

A hummer in the summer

THE DOVER MFG. COMPANY

BOX 824

CANAL DOVER, OHIO

TURNED
L 26 1906
Owner
Book 53
Page 3



Pink's Lumbering Tools

MADE IN CANADA

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Round Bill Peavys, Handled in Split Maple

Pink's Duck Bill Winter Cant Hooks, Handled in Split Maple.

Finest Quality Split Maple Cant Hook and Peavy Handles, Car Load or Dozen.

Boom Chains, Pike Poles, Skidding Tongs, Boat Winches, etc.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants. I can furnish you with the

Brazil Patent Snow Plough and Road Maker; also The Desjardin Patent Log Sleighs

Send for Catalogue and Price List

THOMAS PINK, Pembroke, Ont., Canada.

Long Distance Phone No. 87

THE SUCCESS OF

"DOMINION"

Cartridges and Shot Shells

IS DUE TO

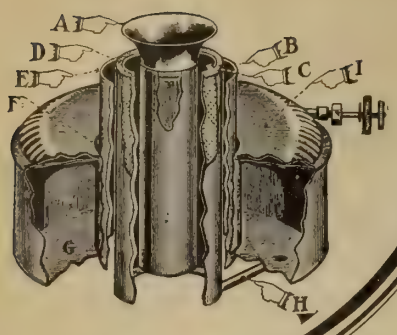
The use of the best material obtainable.
Eighteen years experience.
A most thorough and perfect system of inspection.
Constant effort to improve quality.
Determination that every cartridge shipped will do us credit.

DOMINION CARTRIDGE COMPANY, LIMITED

MANUFACTURERS

MONTREAL

Send for Price List



THE ALUMINUM OIL HEATER

More Than a Million in Use

The only Oil Heater absolutely safe because the only Oil Heater equipped with a perfect Safety Burner. Note the construction of our Grand Safety Burner.

A—Flame spreader. B—Air space outside wick tube. C—Air space inside wick tube. D—Wick. E—Outside casing to Burner. F—Air space between fount and outer casing. G—Fount for oil. H—Feed pipe. I—Shield resting on top of fount with air space underneath.

No odor, no smoke, no perforations to clog up, no danger. A furnace for heat. Radiates heat like a base burner from sides, bottom and top. Wick taken out and replaced in a minute. Any child can re-wick it.

We guarantee every Aluminum Oil Heater to give satisfaction or refund money. Isn't this the heater you want to sell your customers?

The demand for Aluminum Oil Heaters this year is double that of last. People are not satisfied with anything but the best. That's why. Be on the safe side—let the other fellow have the trouble.

Get your orders in quick—you can't get in touch with a good thing too soon. We are making prices that bring the everlasting smile.



LEWIS BROS. Limited

MONTREAL TORONTO OTTAWA WINNIPEG VANCOUVER CALGARY



From now on

it is the Peerless Iceland Freezer and how to be sure ice cream is pure—in every magazine the woman picks up.

Be ready for her.
Ask your jobber.

THE DANA MFG. CO.,
10 Warren Street, New York. CINCINNATI



KEEP THE BOOKKEEPER BUSY

It's much pleasanter figuring up profits at the end of the month than it is to have a lot of blank space in the order book, and it's a great satisfaction to feel that your trade is steadily growing and that you are not only holding your own but are on the up grade.

The Martin-Senour Paint
100 PER CENT PURE

is one of the things that helps to keep things lively —competition can't touch it when it comes to a question of good paint for its made of unadulterated White Lead, Zinc and Linseed Oil and is good for inside or outside work. You will find it one of the most satisfactory articles in the paint line that you can put on your shelf for sale. Write for our special proposition to agents—a money maker.

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142-144 Inspector St., Montreal
2514-2522 Quarry St., Chicago (Est. 1878)

THE WINNIPEG PAINT & VARNISH CO., Ltd.
Winnipeg

THE MARITIME PAINT & VARNISH CO., Ltd.
Halifax, N. S.



Wilcox Parlor Door Hanger

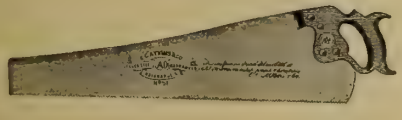
No. 106

Absolutely Noiseless Adjustable Track

Brass Bushed Roller Bearings

Write for prices and full description

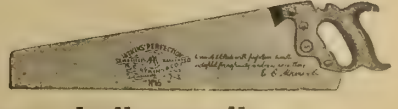
WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.



ATKINS HIGH-GRADE SILVER STEEL SAWS

Do more work and do it easier than any other. Because they're made right—by men that know how. Our name on every blade. Ask your Dealer for an Atkins.





E. C. ATKINS & CO., Inc.

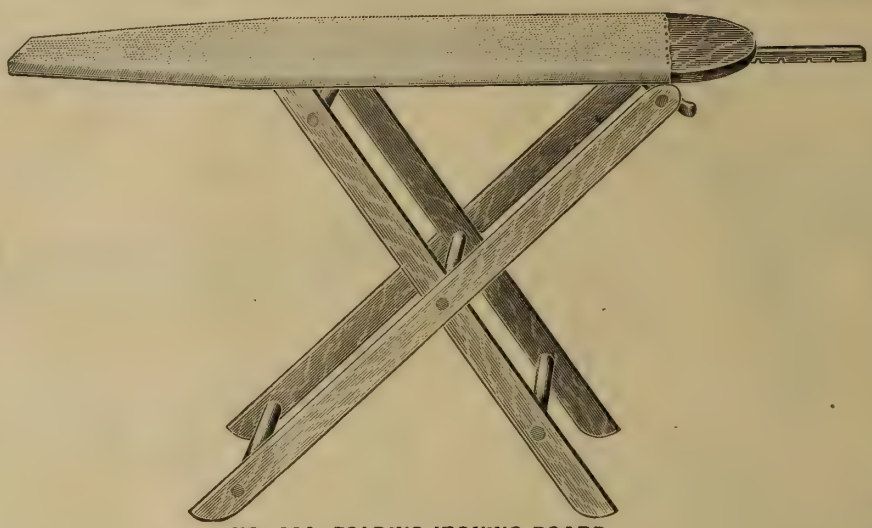
Home Office and Factory—Indianapolis.

Canadian Branch : 56 King St. E., Toronto, Canada.

CUMMING'S GOODS ARE GOOD GOODS

Strong and Rigid

Covered with a good grade of Cotton.



NO. 444—FOLDING IRONING BOARD

A Hot Seller that pays Big Profits

Don't forget to ask your Jobber for them.

Get Our Illustrated Catalogue

Western Representatives:
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J. J. MACUIRE,
608 Ashdown Bldg.
Winnipeg.

MADE BY

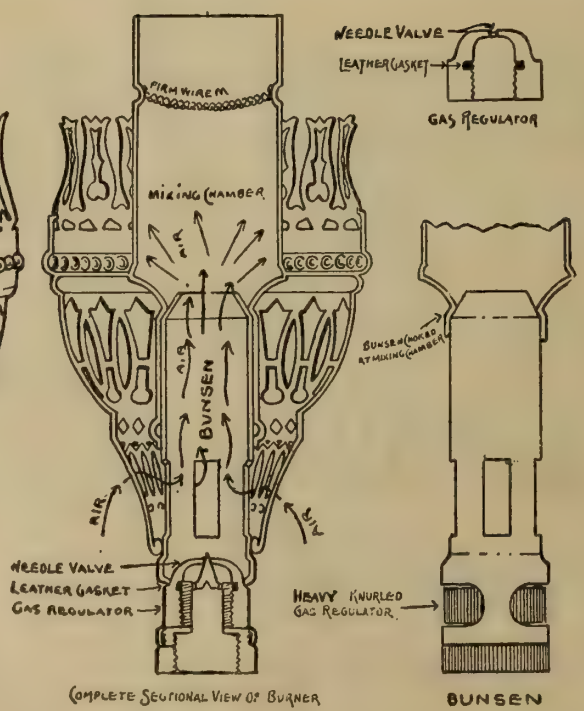
THE CUMMING M'F'G. CO., Limited

RENFREW, ONT.

1906 Improved "INTERNATIONAL" BURNER 1907



COMPLETE EXTERIOR VIEW.



COMPLETE SECTIONAL VIEW OF BURNER

BUNSEN

TRY A SAMPLE DOZEN

Satisfaction Guaranteed

THREE FINISHES
CLOSED OR OPEN BASKET

	PER DOZ.
Polished Brass -	$4 25
Brushed Brass -	4 90
Oxidized Copper -	4 50
Deck Plates - -	0 15

The most Scientific Burner on the market today. Nothing to equal it in efficiency or appearance.

AN ORNAMENT IN THE MOST ARTISTIC HOME

Leather Packing or Gasket makes it absolutely impossible for any leakage of gas from the needle valve adjustment. Cannot light back into the bunsen or puff out when lit. The accompanying detailed sketch cannot fail to convince the most skeptical of its many advantages over every other burner on the market.

Manufactured expressly for and controlled in Canada, Great Britain and United States by

The International Gas Appliance Co., Limited

535, 537 and 539 Queen St. East, TORONTO, CAN.

Telephone: *Main 1678.*

Factories: *Sheffield, England*

JOHN ROUND & SON, Limited

Manufacturers of

HIGHEST GRADE TABLE CUTLERY,
SILVER PLATED AND NICKEL SPOONS AND FORKS,
PEARL HANDLE DESSERTS AND FISH EATERS IN CASES,
COMBINATION CABINETS, OAK GOODS, Etc.

REGISTERED TRADE MARKS



ESTABLISHED 1847

Hotel Silverware Our Specialty

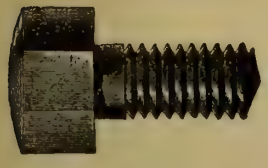
(We guarantee the actual deposit of silver on each individual dozen.)

For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

CANADIAN OFFICES AND SALES ROOMS

CORISTINE BUILDING, MONTREAL

WRITE FOR CATALOGUE



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

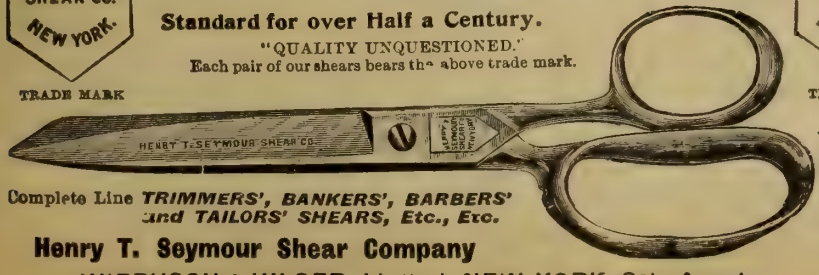
HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipments

The Imperial Cement Co., Limited

Makers of the Celebrated Brand

"IMPERIAL" PORTLAND CEMENT

OWEN SOUND, ONT.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.

Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

Cable Address, "Grautoff London," Liebers Code.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

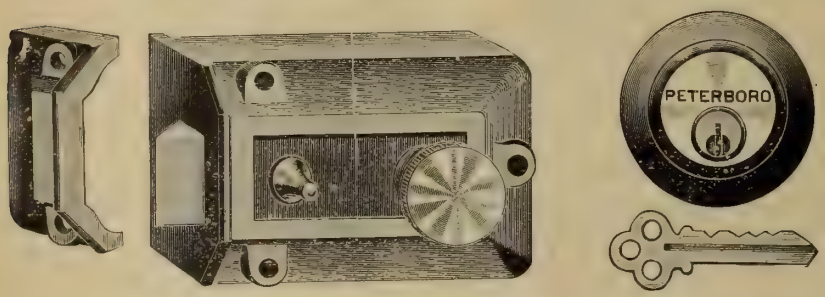
BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

REGISTERED TRADE "B" BRANTFORD ROOFING CO. LIMITED MARK
BRANTFORD, CANADA

Made in Brantford, the home of good things. We have the best in this line—It's only a question of time when they will be generally used—Why lose time finding it out? Be in the march of progress—mail us a sample order.

SAMPLES—PRICES ON APPLICATION.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

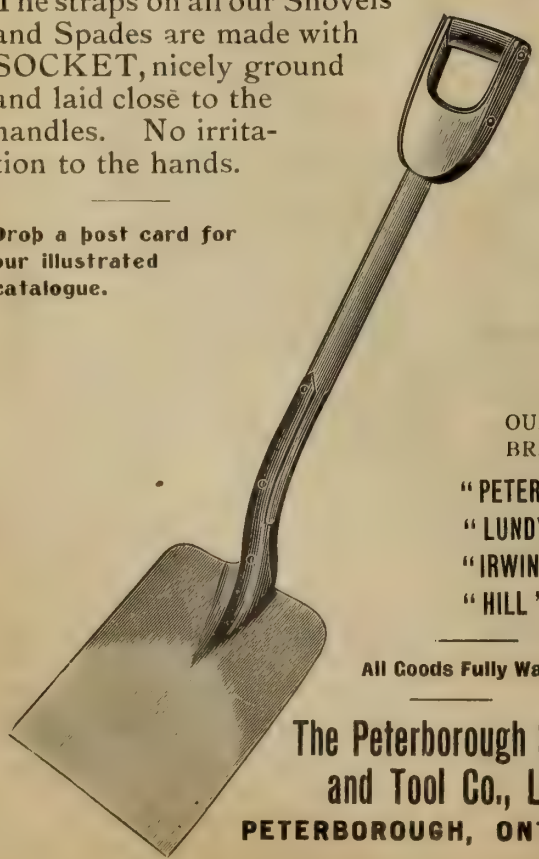
Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

The straps on all our Shovels and Spades are made with SOCKET, nicely ground and laid close to the handles. No irritation to the hands.

Drop a post card for our illustrated catalogue.



OUR BRANDS:

"PETERBORO"
"LUNDY"
"IRWIN"
"HILL"

All Goods Fully Warranted

The Peterborough Shovel and Tool Co., Limited
PETERBORO, ONTARIO

RETURNED
JUL 21 19[illegible]
To Montreal Office
Cut Books 2
Page 99



This Display Case is given away with every order for this set of the R. Berg Cutlery Co's. Penknives, which comprise leading lines in price and quality. Highest grade in temper and workmanship. Every knife guaranteed. For sale by all leading wholesale houses.

F. W. LAMPLOUGH & CO.
MONTREAL

WIRE ROPE

GREENING

"ACME" brand

Highest grade of hoisting rope made.

Extra tensile strength for heavy work.

Use Greening's Rope Grease for lubrication.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.



It's Really So

Suppose we offered you a supply of

DILLON HINGE-STAY FIELD FENCE

gratis ? You would accept the offer quickly. If the "Dillon" was not the selling kind, however, "got-for-nothing" stock would be no better than "over-charged" stock. Ah ! But you would grasp the "gratis" opportunity because you know the "Dillon" will sell. Then, why not order a stock at a reasonable price and get the advantages accruing from sales.

Business duty says "Answer Now."

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.



When you hear a man say it is a good pump, the chances are about 10 to 1 that he refers to a

McDOUGALL PUMP

which is Standard anywhere the Union Jack flies.

Now, why not be with the majority ? We have them of all kinds and for all purposes—Quality first and price satisfactory.

Full information awaits you as soon as we know you are interested.

Now it is up to you.

The

R. McDougall Co.,

Limited

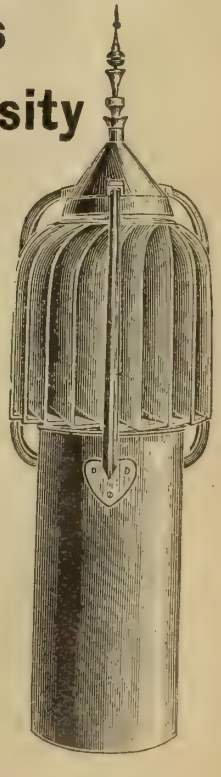
Galt, Canada.

It Saves Lives

A Building Necessity

These are the names that have been made synonymous with the

AEOLIAN VENTILATOR



We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern buildings can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony

MONTREAL, June 12th, 1903.
Canadian Pacific Railway Company.
Messrs. J. W. HARRIS CO., LIMITED,
7 St. Elizabeth St., Montreal, Que.

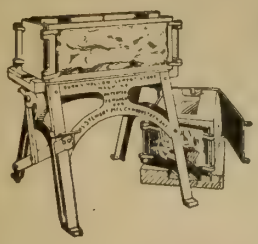
Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "AEOLIAN" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory, Yours truly,
E. H. MCHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS

General Contractors and Manufacturers

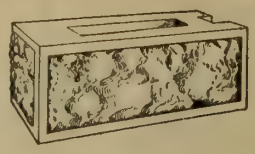
MONTREAL



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

ORLANDO VICKERY

Manufacturers' Agent

178-180 Victoria Street, TORONTO

SELLING:

STOVES, FURNACES, HOT WATER BOILERS, RADIATORS AND ALL HEATING GOODS.

ENAMELED BATHS, LAVATORIES, SINKS, CLOSETS, BRASS GOODS AND ALL PLUMBERS' SUPPLIES.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. Offices Throughout the Civilized World

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

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HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents and Brokers

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.

Winnipeg Storage in BOND or FREE

For all kinds of Merchandise.
Negotiable Receipts Issued.
Low Insurance

TEES & PERSSE Limited

Wholesale Brokers and Warehousemen

WINNIPEG CALGARY EDMONTON

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

IF YOU WANT TO SAVE

$ 'S

YOU MUST HAVE SYSTEM

The Crain Monthly Account System is the recognized system for the retail trade. No retail shop is complete without it. It saves time. It saves money. It saves worry. Accounts are always ready to render.

We are at your service and would be pleased to give you further information. Write us.

The Rolla L. Crain Co., Limited

OTTAWA, Canada

BRANCHES and AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Building, 107 St. James St.
WINNIPEG OFFICE—Sylvester-Wilson Eld.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.



Why is the *Marlin* Repeating Shotgun, Model No. 17, the best low-priced repeating shotgun in the world?

By making this gun with a solid frame and a straight grip stock a number of parts have been eliminated. The result is a stronger, simpler, cleaner gun than any other repeating model and a very much less costly one.

The exclusively *Marlin* solid top and side ejection are features of Model 17 and to these famous *Marlin* ideas are added the new double extractor and a two-piece safety recoil block—devices which repeating shotgun users will welcome.

The *Marlin* breech block and working parts are *cut* from solid drop forgings. The barrel of special rolled steel is bored for both smokeless powder and black. The guaranteed *Marlin* pattern of 325 pellets with 1¼ oz. No. 8 shot in a 30 in. circle at 40 yards is maintained in Model 17.

When the ducks come rushing in among the decoys or the grouse roar off through the dead leaves you cannot be armed with a better, quicker, harder-hitting gun than the *Marlin* Model 17.

It is a first-class quail gun. For woodcock, snipe, prairie chickens, sharp tail grouse or any other bird shooting it is unsurpassed.

Its records at the traps are wonderful.

TO ALL DEALERS HANDLING FIREARMS:

The above is one of seven advertisements to be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their QUALITY, known to be bought and read by a class of people financially able to buy Marlin repeaters and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary.

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use Marlin repeaters or not

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know of who carries a good stock of Marlin goods and is enterprising enough to follow up an inquirer and try to sell the man a Marlin repeater.

We also send to the dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

There are many other valuable Marlin ideas included in every Marlin gun. Send six cents in stamps for our handsome catalog, which explains all and contains much other valuable information.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

Best English Bars, Hoops (W.I.W.), Sheets
"Sword and Torch" Dead Flat Galvanized Sheets
English Pig and Sheet Lead
Straits and Lamb and Flag Ingot Tin

If you are thinking of importing at present, let me have your specifications.

Closest Prices for Wholesale Buyers

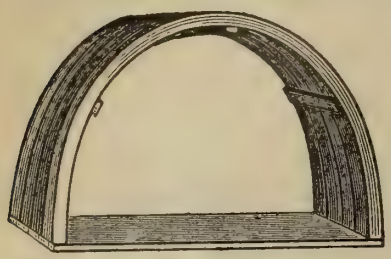
J. A. HENDERSON, **Board of Trade Building,** **MONTREAL**

GENERAL HARDWARE AND METALS

TRADE MARK
This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

ESTABLISHED 1867
J. S. LOUGHEAD & SON, Sarnia, Ont.



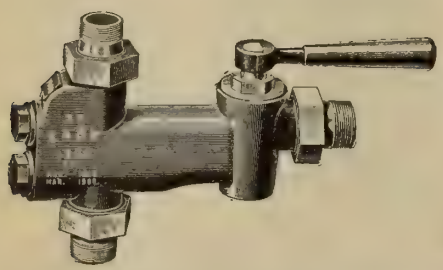
Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a complete line of parts for ***Wagons, Carts, Sleighs, Buggies*** and ***Cutters.*** We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making ***Heavy Stock*** for Wagons, Carts and Sleighs, also ***Straight Heel Shafts*** and ***S.B. Poles*** in all sizes.

We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD,**
21 St. Peter St., Quebec, P. Q.



EASY INJECTORS

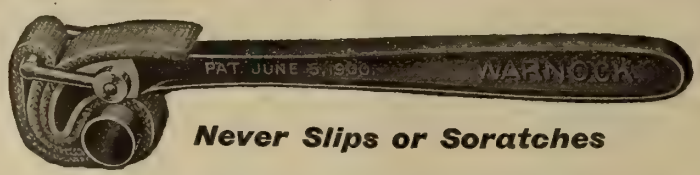
A Double Tube Machine at Single Tube Price.

SURE ACTION FEW PARTS

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

THE WARNOCK WRENCH



Never Slips or Soratches

For Use Where All Other Tools Fail.
Send for Sample.

Warnock Mfg. Co., Worcester, Mass., U.S.A.

Sharratt & Newth's Glaziers' Diamonds

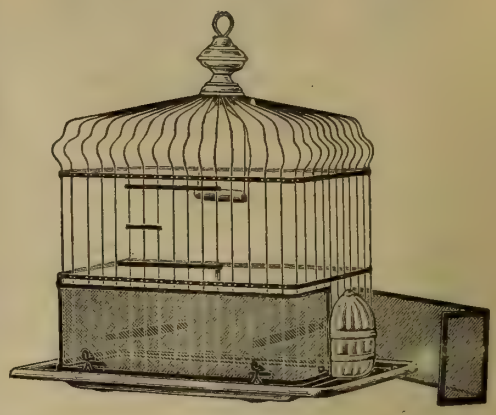
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works.

CAGES



Bird Cages. Japanned and Brass Parrot Cages, Squirrel and White Rat and Mouse Cages, Breeding Cages. The most complete line of Cages manufactured on this continent. Styles, sizes and prices to suit every purchaser.

E. T. WRIGHT & CO., Manufacturers, HAMILTON



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

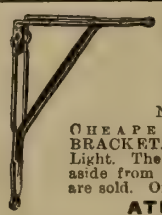
182 Adelaide Street West

Wanted Hardware Dealers

As Agents for

Iron Fencing,
Fire Escapes,
Window Guards,
Lawn Seats,
Railings, Etc.

DENNIS WIRE & IRON WORKS CO., LIMITED
London, Ont.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

PRESERVING UTENSILS are now in demand



Enamel Preserving Kettle, from 2 to 30 qts.



Masher and Strainer



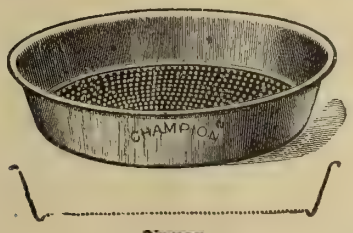
Fruit Funnels, enamel or tin, 2 sizes

Do Not Lose Sales by being out of Seasonable Goods

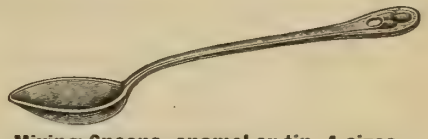
WE HAVE LARGE STOCKS



Colanders, enamel or tin



Sieves



Mixing Spoons, enamel or tin, 4 sizes

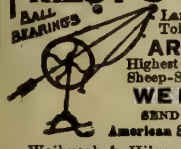
Your orders will receive prompt attention

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

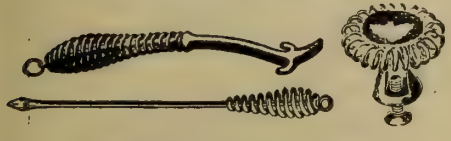
SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.

GALVANIZING AND TINNING

THE CANADA METAL CO.

TORONTO, ONTARIO.

WORK AND PRICES RIGHT

GALVANIZING

ONT. WIND ENGINE & PUMP CO.

TORONTO, ONT. LIMITED.



GET THEM SURE

Made on Exclusive Patents
Made on the Best Principle

Hamilton Rifles

The Easiest to Sell
The Most Profitable to Sell

MODELS 15 and 19 (for boys) sell respectively at $2.00 and $2.50.

MODEL 23 (for men) sells at $3.50.

YOUR JOBBER HAS A STOCK.

THE HAMILTON RIFLE CO.

Dept. 71. PLYMOUTH, Mich.

C.H. KENNELS PHILA.

If the

Canned Goods

you buy

are packed in tins manufactured by us they are contained in the most perfect cans made on this continent.

We use only the finest

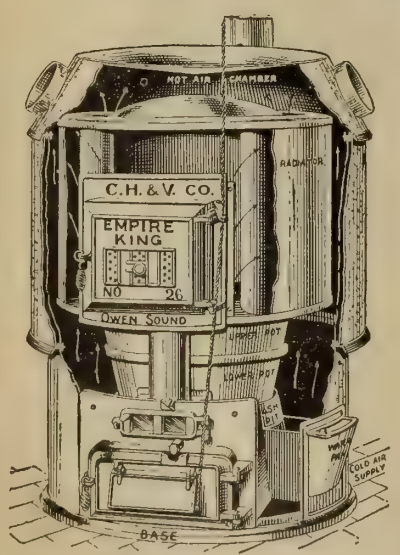
British tin plate—our machinery is the most modern and complete—and we guarantee every can we make

Acme Can Works

MONTREAL

THE FIRE-POT

OF THE



"Empire King" Furnace

is made in two sections with cup joints, and is extra heavy.

LOTS OF OTHER FEATURES!

Read about them in **"Empire King" Booklet.**

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

The Better The Range Bakes

The Better The Range Sells

Loading a range with nickel work and faddy ideas will, maybe, make it sell one season—if the price is low enough.

But it takes merit—merit that shows in everyday kitchen use—merit that makes the range's owner boast of it.

It takes that kind of merit to make it sell year after year, and more this year than last.

The test of merit, first and last, in any range, is just this: Does it do good baking?

If we can't prove to you that there never was a range made that will bake so well as The Imperial Oxford, we don't want you to stock it.

That we can prove to you—and you can prove it to your customers.

There's a proposition we want to make to you on this range—on the only range with the right principle of oven construction.

Suppose you ask us what we have to say to you, personally, about

The Imperial Oxford The Range With Eleven Improvements

There's eleven other points to it, and every one of them means easier selling for you, and more profit and reputation. Why wouldn't it be as well for you to ask us questions about our proposition to really **LIVE** dealers? And do that right **NOW**?

The Gurney Foundry Company

Limited

Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.

The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

107



THE

"OAK IDEA"

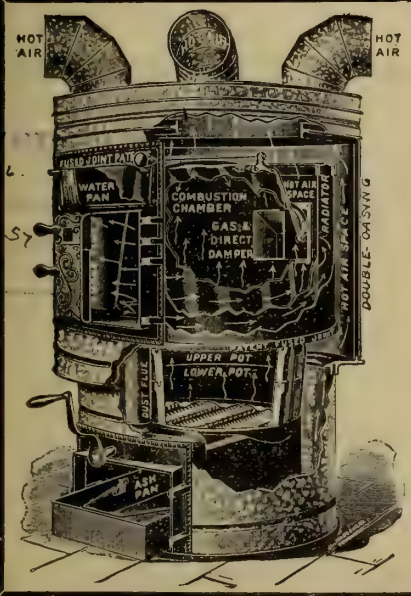
THE LINE THAT WILL PLEASE YOUR CUSTOMERS

GET OUR PRICES
THEY ARE RIGHT

GUELPH STOVE COMPANY

LIMITED

GUELPH, ONT.



TO MAKE IT PAY

your furnace business must show a satisfactory increase resulting from the successful operation of heating systems you have already installed. This requires good workmanship and a reliable furnace.

THE HECLA FURNACE

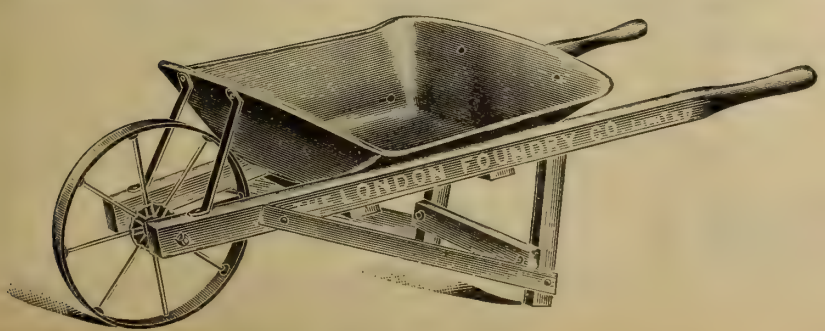
will meet your every requirement in price, durability and efficiency. It has special talking points found in no other furnace, such as the ***Patent Fused Joint,*** which never fails to impress intending purchasers with its advantage over the cement joint.

Let us tell you how we help you sell them.
Write for our new catalogue.

Clare Bros. & Co., Limited, Preston, Ont.

BRANCH HOUSES:

Clare & Brockest, Winnipeg, Man. **Cunningham & Worth, Vancouver, B.C.**



THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

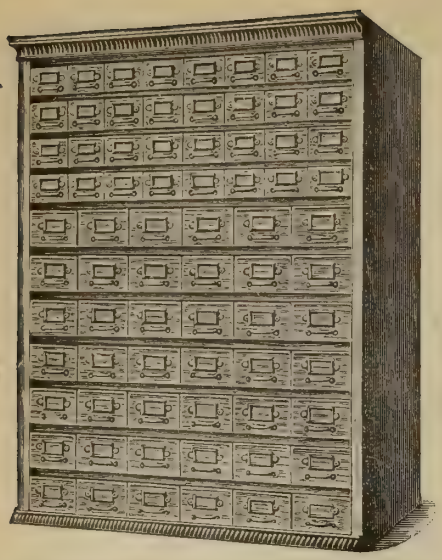
WHEELBARROWS

ALL KINDS

Railroad, Dock, Concrete Work,
Farm and Garden Barrows

SEND US YOUR ENQUIRIES FOR

Cider Mills and Presses
Drilling Machines
Forges
Trucks, for all purposes
Washing Machines
Butter Workers and Shipping Boxes
Blacksmith Machine Tools
Wagon Skeins



SCREW CABINETS

Saves Time—Nothing is more annoying to a customer than to have to wait ten or fifteen minutes while a clerk searches his stock for a certain size or style of a screw or bolt. Get a reputation for neatness and quickness. It will be worth hundreds of dollars to you.

Saves Space—Few hardwaremen have more space than they need. A screw case enables you to keep all your small articles together and no space is wasted. The case we illustrate contains 74 Bennett patent steel drawers which can be divided into 150 compartments.

Saves Your Stock—This case is made with a steel back, which keeps out all dust. If you have a screw case there will be no danger of some day stumbling on a box of screws in some corner which you did not know you had.

Drop us a post card and we will give you full information as to size, different finishes of wood and prices.

CAMERON & CAMPBELL, - - TORONTO

SOLE MANUFACTURERS IN CANADA.

CLASSICAL METAL CEILINGS

are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited
Preston, Ontario

PRESERVING KETTLES FOR PARTICULAR PEOPLE . . . .



KEMP'S "Onyx" "Diamond" "Pearl" "Garnet"

Enameled Preserving Kettles suit discriminating customers

Every Piece Guaranteed, We Can Ship Promptly.

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

AN IMMENSE MAIL ORDER BUSINESS

The announcement that Sears, Roebuck & Co., Chicago, have recently been incorporated as a New York corporation, succeeding the Illinois corporation of the same name, with an authorized issue of $10,000,000 preferred stock and $30,000,000 common stock, is of interest to merchants in all lines of trade. The business in the past has been in the hands of shrewd business men, but it is now to pass into the control of Wall Street financiers, whose usual method is to incorporate for a large amount, divided so that the new cash put in will be represented by preferred stock while the common stock is simply an added bonus to the buyers of the preferred—the men who put up the cash. If this procedure has been followed then the $10,000,000 preferred represents nearly a like amount of cash while the $30,000,000 is wind and water. The farmers and other customers of the concern will continue to buy goods which they cannot see—cash in advance—while the stock gamblers on Wall Street clip the coupons off the stock paper of the mail order trust to the tune of upwards of $30,000,000 annually.

A detailed statement has been given out in the new trust's prospectus showing the success which has attended the mail order business of this single concern, a total business of $50,000,000 per year being quite probable this year. The figures given show the rapid and steady growth of the business during the past five years. The uniformity with which during this period of extraordinary expansion there has been realized a net profit of 7½ per cent. on the sales is significant and striking. Many a merchant and manufacturer would deem himself fortunate if his balance sheet showed as substantial results for his enterprise and efforts.

The company's sales in 1905 amounted to $38,708,526, while for the first five months in 1906 the total sales aggregated $20,322,160, as against $14,247,794 for the similar period in 1905. The officers of the company state that it sells this enormous output without the extension of any credit, the terms being "cash before delivery;" that the business is distributed among upward of 6,000,000 customers in all parts of the United States, whose orders for merchandise are received by mail; that the incoming letters averaged for the past year about 75,000 per day; that the newly completed buildings for handling the merchandise and for administrative purposes cover a large part of 37 acres of land in the City of Chicago, and that the foregoing does not include any of the various manufacturing concerns in which the corporation owns a controlling interest.

Net Profits and Sales.

The following statement is made of the net profits of Sears, Roebuck & Co. for the four years ending December 31, 1905, over all charges, as follows :

1902	$1,215,824.75
1903	1,768,599.07
1904	2,276,871.24
1905	2,868,061.31

The sales of the company during the years above mentioned were as follows :

1902	$16,416,792
1903	24,000,264
1904	28,711,693
1905	38,708,526

Comparative Statement of Sales.

The principal departments into which the business of the company is divided and the sales of each of these departments during the past three years is here given as follows :

Departments :	1903.	1904.	1905.
Furniture	$1,598,642	$2,013,858	$2,941,008
Jewelry and silverware	1,075,598	1,209,150	1,454,452
Groceries	687,553	983,512	1,687,903
Drugs and surgical instruments	504,520	661,445	709,520
Harness	638,946	724,811	1,060,181
Vehicles	1,008,747	1,121,626	1,496,921
Musical goods	983,895	1,125,357	1,337,966
Clothing	2,504,786	2,779,657	3,430,093
Dry goods and carpets	1,424,346	2,006,716	3,070,272
Men's and women's furnishings	1,220,042	1,777,486	2,388,011
Shoes	944,582	1,449,578	2,432,210
Ladies' cloaks, waists, furs	1,056,472	1,554,884	2,111,298
Bicycles	732,837	497,262	634,941
Stoves	1,818,291	1,844,864	2,203,710
Sewing machines	1,387,245	1,323,489	1,327,709
Books and stationery	301,400	318,148	374,217
Paint and wall paper	454,516	700,469	919,381
Agricultural implements	472,816	489,996	650,699
Hardware and house furnishings	2,373,430	2,862,356	4,596,425
Millinery and notions	793,443	1,013,186	1,180,771
Photograph, phonograph and optical supplies	583,888	675,408	897,716
Sporting goods	1,338,777	1,421,594	1,548,317
Binder twine	40,993	65,929	81,599
Electrical goods	54,747	90,755	153,091
Seeds and bulbs	.....	.....	20,103

The facts thus presented call for careful study on the part of those engaged in the hardware and allied trades, whose goods form so large a proportion of those marketed by the mail order house. Conclusive evidence is thus afforded of the formidable competition which the retail dealers of the country are called upon to meet.

Largest Sales in Hardware.

To hardwaremen in Canada who have felt the competition of departmental store mail order concerns in the past, and who are likely to soon have as a competitor a monster mail order concern now in process of formation, the large percentage of hardware lines in the above table will come as a great surprise. The grocer and jeweler does not appear to have been affected much, but the drygoodsman is hit about as hard as the hardware and machinery dealer. The items which can roughly be summed up under the heading of wearing apparel total to $14,612,655, while the hardware lines total to $14,693,077, these latter figures being made up as follows :

Hardware and house furnishings	$4,596,425
Stoves	2,203,710
Bicycles	634,941
Sporting goods	1,548,317
Electrical goods	153,091
Paint and wall paper	919,381
Agricultural implements	650,699
Harness	1,060,181
Vehicles	1,496,921
Sewing machines	1,327,709
Binder twine	81,599
Seeds and bulbs	20,103
	$14,693,077

The two classifications referred to comprise over three-fourths of the total business, this form of competition bearing most heavily upon hardware and dry goods dealers, and proving the necessity of measures of self protection upon the part of both jobbers and retailers in these branches of trade.

Discussing the subject from the standpoint of one interested in the work of the hardware associations in the United States, the Iron Age Says :

"It must be remembered as a partial explanation of this remarkable growth in catalogue house business that the figures relate to years of great prosperity, in which there has been an increase in the volume of business in every branch of trade, of which merchants generally have doubtless received their proportion. With the advance in the financial well being of the people of practically every class and the consequent growth in luxury and in expenditure there has been an increased volume of trade for practically every merchant, and some merchants can doubtless show as large a proportion of growth in their business as the catalogue house in question. After making allowance, however, for this consideration, there remains before the trade

impressive evidence of the growth of the retail mail order business, as shown in the figures presented by the Chicago house. How strongly this growth militates against retail hardware interests is indicated by the fact that this company's sales in hardware and hause furnishing goods increased in 1904 as compared with 1903 about 20 per cent., and in 1905 as compared with 1904 about 60 per cent.

Mail Order House Factories.

"The prospectus also makes a significant reference to the manufacturing establishments in which the mail order house in question holds a controlling interest. It would add much to the enlightenment of the trade if more explicit information was given on this point. It is well known, however, that in an increasing number of lines the great catalogue houses are establishing their own sources of production and becoming manufacturers as well as distributors. There is thus brought into the market a further disturbing influence which has its direct bearing not only on the merchants, wholesale and retail, but on the manufacturers, who are thus confronted with a new and troublesome form of competition. While there may be some who believe that concerted action among the jobbers and manufacturers to shut off the supply of the catalogue houses might diminish the disturbance of their competition so far as leading and trade-marked goods are concerned, it is difficult to see how they are to be prevented from becoming interested in manufacturing plants which they establish or at least control.

"There is no doubt that the joint catalogue house committee, representing the best talent of both the jobbers and the retailers, has accomplished something in connection with the sale of certain special lines of goods by the mail order houses, and that manufacturers generally are entitled to credit for the strenuous efforts they have made for the protection of the trade from the competition of such houses. The trade, however, cannot escape a feeling of disappointment at the result of these measures. In view of what has been done for the repression of the catalogue house business in hardware lines, the discovery of the notable growth of their transactions in the hardware field is a painful and perplexing experience. What should be done in the presence of these facts is a question which may safely be lelt with the committee which so ably represents wholesale and retail hardware interests. Meanwhile, whatever questions there may be in regard to association or concerted action in one form or another, there is no question as to the responsibility which rests on individual hardware merchants to meet the efforts of the catalogue houses with new resourcefulness and enterprise, with a view to holding their own trade and so occupying their territory that there shall be little room for the encroachments of mail order houses."

BINDER TWINE SEIZURE.

Joseph L. Haycock, binder twine inspector, Kingston, made a valuable seizure near Ottawa of some 5,000 pounds of twine under measurement. The act makes confiscation the penalty.

EFFECTIVE HARDWARE ADVERTISING

The ad of Hunt & Ross, Abernethy, Sask., to be found on this page, is better than the ordinary hardware ad. It has more ginger, more enthusiasm. The ad is attractive looking perhaps chiefly from the fact that it is more like a news item than a paid-for trade announcement. Small type is used for the body of the matter and there is no display line. As to the wording itself, the omission of the first sentence would no doubt have been an improvement. It is not good advertising to call the article you are trying to sell a "new-fangled invention." Parentheses might have appeared after the word "place" and before the word "to" in the sentence beginning "It is then set."

THE ART.

There is absolutely no success without advertising of some kind. Even the preacher must have publicity in order to succeed.

You cannot sell gold dollars for fifty cents unless the offer is advertised. And the man who says he never reads advertising or is influenced by it is deceived.

Advertising for general publicity — to create a demand and meet it either in advance or afterwards—is adapted to some kinds of business, such as proprietary articles, and is distinguished from mail order advertising, which introduces the advertiser to his customer, leaving the future relations between them to be worked up and maintained by correspondence. Present day advertising discriminates very carefully in its mediums and methods, according to what it is exploiting. If the advertiser is prepared to meet a national demand, anywhere, he is advised to use general mediums ; if he can handle only a locality or district, he should select publications covering that territory ; if he is seeking a mail order business, he must use mediums whose circulation goes beyond the local field.

Enough blank space should surround your advertisement to give it prominence. It should contain a convincing argument, such as an offer of a desirable article at a very low price. It should be absolutely truthful. Its statements should be plain and in language the people can readily understand—free from extravagant expressions. It must have a strong personal flavor—a quality of the man who writes it and of the business he is exploiting ; it must bring returns.

Advertising
Creates new business.
Enlarges old business.
Revives dull business.
Rescues lost business.
Saves failing business.
Preserves all business.

—D. M. L.

Your neighbors are using the Universal Bread maker
Why dont you ?

Perhaps because this is one of the new fangled inventions you are dubious of its real worth. We are so confident of the abilities of this machine to demonstrate itself as one of the greatest labor saving devices of the present time that we are putting them out on trial, if it is not up to your expectations after using three or four times you may return it and your money will be cheerfully refunded.

What the Universal Bread maker will do. It will mix and knead your dough thoroughly in three minutes. The dough is not touched by the hands. It is then set in a warm place in the same pail it is mixed in to rise. A few turns of the crank in the morning and it is ready for the baking pans.

Simple, is it not ? and just as simple to make the bread.

Hunt & Ross

(EVERYTHING IN HARDWARE.)

CATCHY HEADINGS.

A number of dealers are still inclined to follow the old style of placing their name across the top of the ads. A catchy heading is far more effective. Here are some headings that any hardware dealer can use :

What we have said below is sterling truth.

Homeward wend your way with one of these articles.

Come one ! Come all !

Buying is easy in our store.

We never over-charge nor under-weigh.

Merit wishes to meet you at our counter.

HARDWARE TRADE GOSSIP

Ontario.

D. D. Robertson, brass founders, Toronto, have assigned.

Gilmore & Son, tinsmiths, London, have dissolved partnership.

John Vance, plumber, Hamilton, was a visitor in Toronto on Monday.

C. Beirl, hardware merchant, Markham, was a visitor in Toronto during the week.

J. B. Reade, of H. S. Howland Sons, & Co., Toronto, is spending a fortnight's holidays.

J. J. Small, hardware and stove merchant, Uxbridge, has sold his business to Henry Shelly.

The traveling staffs of several wholesales will be taking their vacation during the next two weeks.

W. Clark, of Allan, Clark & Co., Hamilton, was a visitor in Toronto the early part of the week.

Louis Payette, of Warden, King & Son, Montreal, made a business trip to Toronto on Monday and Tuesday.

Mr. Blaicher, of Blaicher & Risch, Hamilton, called on the Toronto hardware and paint jobbers on Tuesday.

Wm. Pringle, hardware merchant, Whitby, was a delegate to the Masonic Grand Lodge convention in Toronto this week.

D. E. McDonald, of McDonald & Craig, hardware merchants, Florence, attended the Masonic Grand Lodge meeting in Toronto during the week.

Mr. Kempthorne, of Oliver & Kempthorne, hardware merchants, Saskatchewan, Sask., has been visiting his old home at Whitby and spent a couple of days in Toronto during the week.

The rumor that Seigel, Cooper & Co., Chicago, intend opening a branch of their departmental store business on the corner of College and Spadina avenue, Toronto, has been revived.

The assignees sale of wall paper, paints, varnishes, etc., of the firm of Pink & Co., St. Thomas, takes place on Tuesday, July 31. The stock has only been on the shelves for a few months and the opportunity is said to be a good one.

I. M. Clucas, of Chicago, western representative of the Russel & Erwin Hardware Co., has been visiting his father, W. H. Clucas, Toronto, representative of the Canada Paint Co., during the past week.

Weichel Bros., of Waterloo and Elmira are opening a branch hardware store in Berlin, in addition to the 5 and 10 cent store which they recently established next door to their hardware store at Waterloo. The firm has joined syndicate which intends to establish about a dozen 5 and 10 cent stores in the various parts of Canada.

Douglas Fletcher, formerly of R Fletcher & Son, Toronto, left a few days ago for Winnipeg where he has been engaged by the Ashdown Hardware Co. to take charge of their retail paint, oil and glass department.

V. A. Glebe, hardware, flour and feed merchant, Ayton, Ont., has retired from business. J. Werner has purchased the flour and feed department, but as yet no successor has been secured for the hardware business.

Orlando Vickery, manufacturers' agent, Toronto, is in Pittsburg, competing arrangements for the securing of the Canadian agency for the Ruud Instantaneous Automatic Gas Water Heater, manufactured by the Ruud Manufacturing Co., of Pittsburg, Pa. This is a particularly interesting article, heating as it does, a sufficient quantity of water for the entire household direct from the pipes, without the necessity of having the usual galvanized water tank.

Quebec.

J. A. Peard, master plumber, Montreal, is dead.

Ogilvie Bros., plumbers, Montreal, have registered.

The assets of A. Terriault, plumber, Montreal, are to be sold.

The assets of Huit & Co, hardware merchants, Montreal, have been sold.

R. Kraig, of Chateauguay, visited Montreal on business Wednesday of this week.

T. Gerrard & Co., stove and furniture dealers, Montreal, have discontinued business.

Duquette Bros., have been registered registered as plumbing supply merchants, Montreal.

J. T. Smith, secretary of Lewis Bros., Montreal, is taking his holidays on the Maine Coast.

J. A. Robert, hardware merchant, of Grand Mere, visited Montreal on business during the week.

J. E. Seale, general merchant, Morin Flats, was in Montreal last Wednesday, to make some purchases.

H. E. O. Bull, of Decatur, Bull & Co., manufacturers' agents, Montreal, called on the Ottawa trade this week.

Jos. Huette, hardware merchant and tinsmith, St. Hyacinthe, paid a business visit to Montreal a few days ago.

Aime Lemieux, general merchant, of Henryville, was among the out-of-town hardware buyers in Montreal this week.

Mr. Morrow, of Morrow Bros., general merchants, Grenville, was in Montreal a few days ago purchasing stock.

J. P. Seybold, president of the Seybold & Sons Co., Montreal, is enjoying a three weeks' vacation at Prout's Neck.

G. A. Kohl, vice-president of B. & S. H. Thompson & Co., Montreal, is spending a short holiday at Little Metis.

E. B. Ryan, of the invoice department of Lewis Bros., Montreal, is spending his vacation with his parents in Ottawa.

John Warren, Jos. Aselin and E. F. Price, of Frothingham & Workman's staff, Montreal, are away on their holidays this week.

C. F. Smallpiece, of Lewis Bros., Montreal, accompanied by his family, left on Wednesday to spend a vacation at Norway Bay.

J. Chas. Dietrich, representing Shurly & Dietrich, Galt, stopped in Montreal this week on his way home from the Maritime Provinces.

H. Silvester, of H. Silvester & Fils, hardware merchants, St. Lawrence street, Montreal, is spending his vacation at Larraine, in the Laurentains.

W. J. Thompson, Caverhill, Learmont & Co.'s representative in Toronto and Western Ontario, spent part of the week visiting the head office in Montreal.

Ira J. Strong and John W. Cullen, of the Main Belting Co., manufacturers of "Leviathan" belting, Boston, Mass., were in Montreal on business last Tuesday.

Mr. Shillington, general purchasing agent of the Canada Copper Co., Copper Cliff, was in Montreal on Monday of this week, and called on some of the houses with whom he does business.

W. C. Webster, of W. C. Webster & Son, wholesale and retail dealers in hardware and paints, Coaticook, was a visitor at some of the Montreal wholesale houses this week, as he passed through on his way to Abenakis Springs.

Western Canada.

Sibbett & Palmer, scale dealers, Winnipeg, have dissolved partnership.

Cook, Ryan & Co., dealers in electrical supplies, Prince Albert, Sask., have been succeeded by Cook & Wellbanks.

Wm. Ansley, hardware and lumber dealer, Drinkwater, has disposed of his business.

M. M. Keating, hardware and lumber dealer, Lariviere, Man., has sold his lumber business.

Robert Munro, of the Canada Paint Co., Montreal, was in Winnipeg last week consulting with the management of the western branch.

Wm. Vallance, of Hamilton, who was in Winnipeg last week consulting with the management of Geo. D. Wood & Co., has gone further west.

C. C. Ballantyne, Canadian manager of the Sherwin-Williams Co., and president of the Canadian Manufacturers' Association, was in Winnipeg last week making arrangements for the approaching manufacturers' convention. Mr. Ballantyne was among the first guests at the Royal Alexandra, the new palatial C.P.R. hotel. He returned east on Friday of last week.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.

Executive—Alberta, A. E Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.

Manitoba H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer. Winnipeg.

Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.

Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor J. A. Lindsay, Winnipeg. Man.

Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto
Secretary—Weston Wrigley, 10 Front St. East, Toronto.

Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.

Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

COMING EVENTS.

Convention of Retail Hardware and Stove Dealers' Association of Western Canada, in Winnipeg, July 25.

Convention of Retail Merchants of Western Canada in Winnipeg, July 26 and 27.

Convention of Ontario Retail Hardware and Stove Dealers' Association, in Toronto, on Sept. 4 and 5.

A BELATED REPORT.

The June number of the Retail Merchants' Journal has come to hand, it containing a four-page report of the Ontario Retail Hardware and Stove Dealers' convention held at Toronto, May 15 and 16. The report does its utmost to justify the actions of certain individuals who brought discredit upon the Retail Merchants' Association by their actions at the hardware convention. The report makes repeated attacks upon the president and secretary of the Ontario Retail Hardware and Stove Dealers' Association, even going to the extent to falsely state that the president and secretary admitted that they have stated untruths at the convention.

The whole report is about as reliable as the statements of the Retail Merchants' Association's secretary and his privately owned organ, the Journal, in the matter of membership of hardwaremen to his association. At the Good Friday hardware convention he gave the delegates to understand that about 150 hardwaremen held membership in the Retail Merchants' Association. By the time of the convention in May this number had grown to 275, according to the Retail Merchants' secretary's statements. On page 191 of the Retail Merchants' Journal for June, however, the number is given as 400 in the third column and 550 in the first column. Hardware merchants throughout Ontario should send for a copy of the Journal and compare its report with that given in Hardware and Metal of May 19.

SHOULD JOBBERS SELL TO CONSUMERS?

J. F. Howe, Freedom, Pa., delivered a practical address on the above subject at the last convention of the Pennsylvania Retail Hardware Association, saying in part:

If the question were, Shall my jobber sell to my customers? it would require no discussion, as it has been settled, for I always refuse to acknowledge any jobber as my jobber who sells to my customers, and right there is where the trouble has been. We have only been interested in seeing that the jobbers did not sell our trade, and have been indifferent as to whether he sold to our neighbor's customers or not. We must take hold of this matter in a different way if we would accomplish anything. We must consider every jobber who does business as our jobber, and every customer of every retail store just as though he were our individual customer. Nothing of any importance is ever accomplished without some sacrifice. We must expect at least to make some small sacrifice in this matter if we accomplish anything. At a glance it looks easy to prevent the jobber from selling customers. We know if every retail store should stop buying from Jobber "A," he would cease to be a jobber from that moment. He might think he was a jobber for a short time, like the snake Pat killed by cutting off its head. But you do not find it so easy to refuse to buy from the jobbers that sell to your customers. If the jobber distrusts you know he has been guilty of this offence in your neighboring town he will likely find some way of overcoming your prejudice. He will make concessions as to terms, or he will cut the price on some things, and thus you do not stand by your brother retailer, who has been robbed by this jobber. No matter how favorable it may be for us to buy from him, we must not do it. We must keep in mind the interest of the retail trade. If you had an own brother in business in another town, would you patronize a jobber who sold direct to your own brother's trade? Then you must consider every dealer as your brother, and every retail store as though you were a partner in it. Ah! but there is the rub. It is so hard for us to consider our neighbor's welfare. Why should we interest ourselves in helping our competitor? We have sad recollections of instances where our competitor across the street did not seem to be especially interested in trying to help us get along. Well, that is another subject.

Organization Gives Protection.

But if some of our competitors have erroneous ideas of ways to get business, and cut prices too low, that would be a matter that likely should be talked over in our local associations, and if there are any of us here from communities having no local organization, we should go home and organize one at once. But this jobber question is our common enemy. We retailers must understand that it is a mutual affair, and while we are looking out for the welfare of our competitors we are doing the very best thing possible for ourselves. Now, the jobber knows perfectly well that we have this situation entirely in our own hands.

The jobbers have an association that establishes rules which the manufacturers respect. But the jobber knows the frailties of human nature, and he thinks the retailers will not stick together. But we have come to a point where we must take hold of this subject. If the jobber does not encroach on you now, he very soon will.

Before we had a retail hardware association we had no redress. At the most we could only refuse to buy from such jobbers. But with this organization, with 300 members, we not only have redress, but absolute prevention. If we only stand by each other we can wipe out this evil that is doing more to demoralize the retail hardware trade than any other one thing. Perhaps some here think I am exaggerating this matter, that the jobbers are not really doing us much harm. Any one who says this is ignorant of the facts. Any one who has looked into this question knows they are. They are doing a great deal more harm than many of us realize. Every time a jobber sells a consumer an article at a wholesale price he is doing us an injustice by taking that much trade away, and he is doing many times more injury by the demoralizing and disturbing influence it has on our trade. For all the neighbors and friends of this customer would know about it, and many of them would think they had been charged too much by the retail dealer. Many people cannot understand that the expense of conducting a business necessitates our selling goods at a considerable advance over jobbers' prices. Every time a jobber sells one of your customers an article at a wholesale price he is surely forcing you to cut down your legitimate price, whether you realize it or not.

Do not become passive about this, and accept it as one of the conditions that must be borne. It is not a "survival of the fittest." It is not a natural state of affairs that has come about in a legitimate way. I am the last man to protest against anything that makes for progress, and by progress I mean conditions that tend to make the mass of people more comfortable and happy. If any retail store can legitimately supply my customers with what they want, can serve their needs better and furnish them with the comforts and luxuries of life for less money than I can (continuously, not spasmodically), then I will get out of the way and let them do it, and will not whine about it. But I will protest against helping to build up, and equip, and arm, any piratical jobber craft that will turn their guns on me

and my friends. This thing is illegitimate, and will eventually work to the undoing of the jobber as well as of us, for their prosperity depends upon our prosperity. If we cannot sell goods at a profit, we will soon cease to be their customers. By their cutting in and taking the cream of our trade they are lessening our ability to buy from them.

Killing the Goose that Lays the Golden Egg.

We have given the jobber our trade, and built up for him a position that gives him an unfair advantage when it comes to retailing. You can all see why this is so. We all know he could not afford to come 25, or 50, or 100 miles from his house to get a few small orders from the consumer alone, at wholesale prices, and he would not think of doing it. If the retailer would not buy from him, and he was sent out after this consumer's trade, he could not afford to do it unless he got a price approximately what any other retailer, local or otherwise, would have to ask for the same goods. But you see he is already here, he is on the spot. The trade your retail stores have given him has paid all his expenses, so it doesn't cost him anything to sell that bill to the consumer. Of course he can undersell you under such circumstances as these. Right here is where he has turned traitor. Up to this time he, the jobber, and you have been honest partners. He furnishes you the goods at a certain price, you invest your money, stack the goods up on the shelves, and retail them out as wanted, at a certain advance. Now he sees a chance to get a part of your profits as well as his own. And he is doing an unfair thing, just as much as if he were violating a written contract, for there is always the implied agreement that if the jobber solicits the dealer's trade he will not sell to the consumer. The fact that he sells to consumers only in towns where he fails to get an order from a dealer is no excuse for him. Some dealers have bought and continue to buy from him or he would not be here at all. This particular jobber robs your trade, and another robs mine. What we must do is to exterminate this mongrel breed.

Every one, jobber and retailer, knows the facts exist as I have stated. Both sides know it is not fair. To whom should we look to correct it? To the jobbers? Certainly not. They are satisfied, as they are getting the best of it. Then it is from the retailers themselves that the remedy must come.

The remedy is simple and effective. If every member of this association will only buy from jobbers who do not sell to consumers, neither in his own town nor in any other town, then one serious trouble of the retailer will be ended. We ask nothing unreasonable, we only ask the jobber to play the game according to the rules.

TORONTO HARDWARE DEALERS' MEETING.

A representative meeting of the hardware and stove dealers of Toronto was held last Tuesday evening, and after an interesting discussion on the sale of goods to consumers, a permanent organization was decided upon as a branch of the Ontario Retail Hardware and Stove Dealers' Association. Definite organization was deferred, however, until the next meeting, when permanent officers will be chosen. J. W. Peacock, 1026 Queen street west, was elected temporary secretary of the Toronto branch.

After a short discussion on the nail question and the sale of enamelware said to be manufacturers' seconds at cut prices by the departmental stores, a most interesting discussion took place regarding the white lead situation. Reference was made to the fact that while most dealers are unable to buy pure lead to-day at less than $6.30 from the regular jobbers, certain retail jobbers are selling to the trade at $6.25, and one purely retail house is selling at $6.30. By purchasing in large quantities these retail jobbers were given a quantity discount, and all surplus goods left on their hands after their regular trade had been supplied are, it is said, disposed of at cut prices, not only to retailers but to ordinary consumers, this tending to greatly demoralize the trade. The general opinion was that the grinders should take action to remedy this state of affairs in order to protect the retail trade.

The labelling of white lead also came under discussion, several speakers agreeing that the marking of cans No. 1 was very confusing to ordinary customers, and allowed one dealer to take advantage of another if he so desired.

These subjects will come up for discussion again at the next meeting, the date of which was decided upon as Tuesday, August 21.

WESTERN RETAIL MERCHANTS.

It is becoming increasingly apparent that the Retail Merchants' Association of Western Canada must at once have a new constitution, for it has long ago outgrown the constitution adopted in February, 1905. Its membership extends through the three provinces of Manitoba, Saskatchewan and Alberta, and it is plain that each of these provinces must have its own local organization and its own secretary acting under the supervision of a general secretary in Winnipeg. Distances in the west are too great, and at present the postal service is too miserably inefficient for the affairs of the association in the three provinces to be managed from Winnipeg. There should be a central office, but there must also be local autonomy.

* * *

Then again the organization now includes more classes of trade than grocers and general merchants. Formed as an association of country storekeepers, it has now grown until there are sections of butchers, druggists and even piano dealers. These have all been organized by Secretary Coulson and they are directly under his supervision, but they have had no voice in the election of the general executive, and under present conditions they are not entitled to any.

* * *

The situation is at present an anomalous one. Nominally these new sections of druggists and butchers and piano dealers, et alia, are branches of the Retail Merchants' Association of Western Canada, at the head of which are President Hunter and his associates. But the Retail Merchants' Association of Western Canada, although the parent organization, has really no right to any such position. It is an association of grocers and general storekeepers whose interests and problems are, in many respects, quite different from those of the butchers and druggists and piano dealers. The simplest way out of the difficulty seems to be the recognition of the fact that the retail merchants and the butchers, the druggists and the piano dealers et alia are merely individual sections of a big association, which at present has no head and which is held together by a tie of the loosest possible description. The only connecting link is furnished by the circumstance that all have been organized by Mr. Coulson. Clearly, a new constitution is urgently required.

* * *

As the months have gone by it has become very evident that the affiliation of the western associations with the Retail Merchants' Association of Canada, that is with the Ontario-Quebec association, presided over by Mr. Trowern, has accomplished nothing and is not likely to be of any service. The burden of Mr. Trowern's song at the February meeting was the "contract plan" of arranging prices. In order to induce the manufacturers to put their goods on the contract price basis he was in urgent need of the co-operation of the western merchants. That co-operation was cheerfully promised and for that purpose affiliation with the Ontario-Quebec organization was willingly agreed to.

But what has happened in the meantime? According to the decision of Mr. Justice Clute in the case of Wampoe & Co., vs. F. E. Karn Co., Limited, this contract price plan is illegal. As other courts have sustained the plan and as the question is one of vital interest to all classes of dealers, this was clearly a case demanding the attention of the retailers in all parts of the country. Could not Wampole & Co. be induced to appeal the case?

Secretary Coulson wrote Mr. Trowern assuring him of the co-operation of the western association in any effort to have the case appealed. His letter was not acknowledged and apparently no action was taken. Mr. Coulson then wrote Wampole & Co. direct and received a reply to the effect that they have no intention of appealing the case and will have nothing more to do with the contract plan.

One of the most difficult obstacles to overcome in business and social intercourse is the man who is ignorant of his ignorance.

Summer is the time to sell clothes bars, clothes baskets, clothes lines, hooks, pins, irons, ironing boards, wash tubs and boards and similar laundry articles.

HARDWARE AND METAL

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SPORT AND BUSINESS.

"All work and no play makes Jack a dull boy" is a maxim the truth of which has been amply proven in the lives of many a brokendown business man. The come-early-and-stay-late merchant, who deems it necessary to personally supervise all the pettiest details of his business, who knows no let-up in the nervous grind, from early Monday morning till late Saturday night, will in time become impervious to any educative influences outside his little routine—will, in short, become a "dull boy."

But the tendency in that direction is becoming less marked in the present generation of business men. Perhaps the fact that the country is generally prosperous has much to do with this condition. A good business and a moderate competence are not difficult to acquire in these days of the full dinner pail, and there is now time for business men to broaden themselves by taking a more active interest in affairs.

This comparative leisure would be productive of excellent results if employed in the right way. But, especially among clerks and the younger business men, there is apparent an inordinate love of sports. The all-absorbing interest in lacrosse, baseball, football and other outdoor amusements is, according to many employers, becoming a serious menace to business efficiency. Salesmen are better acquainted with the prowess of different athletes than with the merits of the commodities which they sell. They show more enthusiasm in backing their team against that of a rival town than in urging the superiority of their employer's goods over his competitor's. Their talk is largely composed of arguments, reminiscences and predictions regarding sport and sportsmen. They become hopeless hero-worshippers, the objects of their veneration being strength of body and skill in athletic contest, while they forget the homage which should be paid to shrewdness and mental capacity.

As a breeder of enthusiasm necessary to business success, athletics must take a foremost place in our modern civilization. But that enthusiasm should not be exhausted in the pursuit of excitement and pleasure. The love of sports should not be allowed to become a predominant factor in commercial life.

WESTERN POSTAL SERVICE.

The western postal service at the present time is utterly inadequate. The western business man who reads this will probably say that the expression "utterly inadequate" scarcely does justice to the subject, but in cold print it will scarcely do to put in the unprintable language in which many westerners are wont to indulge when the western postal service is mentioned. Hard things are said of it whenever two or three western business men gather together, and at the recent board of trade convention in Edmonton not one voice was raised in defence of the western postal administration. So many were the instances of neglect and long delays in delivery, so overwhelming was the evidence presented as to the inadequacy of the service, that no defence was possible.

Instances were quoted of delays of weeks and months in the transmission of letters a few miles. This paper can tell of nothing quite so bad as that but one specific instance will serve as an example of the generally inadequate service. A letter from the Winnipeg office of this paper to A. E. Boyle, secretary of the board of trade in Regina, was posted in the Winnipeg post office on June 25th, and was received by Mr. Boyle on July 10th. And this on the main line of the C.P.R.

When such service is not infrequent on the main line of the C.P.R. it may readily be imagined that the service on the new C.N.R. main line from Winnipeg to Edmonton, and on the branch lines, is very much worse. Edmonton wholesalers complain that they can ship goods by freight to their customers on the C.N.R. main line and the goods will arrive a fortnight before the invoice mailed on the same day that the goods are shipped. In the face of such service they find little satisfaction in contemplating the postal surpluses at Ottawa.

The truth is that the west is growing too fast for the Post Office Department and Ottawa officials are too far away to appreciate the situation. What is urgently required at the present time is the appointment of a special deputy postmaster-general, who will live in the west and have full authority in the west to open new post offices as they are required, and to take drastic measures to improve the service between existing offices. Western postmasters do not rely on their "salaries" for a living, and perhaps most of them earn more than they are paid. But the public require and demand an adequate service, and it must be provided no matter what the cost. The western business man feels strongly that it is the duty of the Post Office Department to abandon the task of accumulating a surplus and devote themselves to the organization of an efficient service, cost what it may.

USE THE TELEPHONE MORE.

That there should be a more fraternal feeling amongst competing hardwaremen throughout Canada, is made evident by the too universal jealousy which exists among the retail hardwaremen in Canadian towns and villages. In many cases this jealousy is so deep-rooted that merchants who have known each other for years choose the opposite side of the street rather than meet their competitors face to face, and when the latter event does occur refuse to speak as they pass by.

With the progress made by our retail hardware associations much of this jealousy is bound to be overcome, and the various dealers in each town who meet together at conventions or at their local branch meetings, should get closer together and by so doing realize that their competitors are not the monsters they appear when viewed at long range.

In a hardware store in Eastern Ontario, recently, a customer called and asked to be shown an oil stove. In dickering with the proprietor the customer stated that he could buy a similar stove for a much closer figure from another hardwareman across the road. The two hardwaremen happened to be friends, and each knew the other's prices fairly well. The dealer, therefore, excused himself from the customer for a minute and, going into the office, telephoned to his competitor, who told him a similar story, saying that after he had refused to cut the price the customer had bought a stove from him with the privilege of returning it to him within a month if he did not find it satisfactory. At the end of the month the customer returned the stove and was endeavoring to work a similar deal on the second hardwareman, but

was prevented by the friendship of the two dealers and the use of the telephone.

If often occurs that a farmer or other customer will bring stories of price cutting by other hardware merchants to their regular dealer in the effort to secure lower prices on the goods they are buying, and if the merchant is at all lacking in backbone the farmer with the smooth tongue usually succeeds in making a price cutter of the dealer, thus giving the dealer's competitors reason to look upon him as an unfair competitor.

It pays far better for two or more dealers to work together than to fight each other, and if the hardware merchants in a town can have sufficient confidence in each other to get together and talk things over, agreeing to telephone each other whenever a customer brings in a story that the other fellow is cutting prices, it is likely that every one of the merchants will save enough during the year to pay the rent of their telephone several times over.

U. S. ANTI-TRUST LAW.

The wave of prosecutions against Canadian manufacturers and wholesalers who have banded together in associations for trade protection in order to overcome the evils of excessive competition has not been without its counterpart in the United States, where similar prosecutions have occurred. The lesson to be drawn from the experience there is that anti-trust laws cannot be looked upon as a remedy, as the trust magnates have shrewd lawyers to look after their interests and when legislation is directed against them they turn the laws into boomerangs by the insertion of cunningly arranged phrases. The Iron Trade Review, of Cleveland, draws attention to this in the following interesting article :

"The present activity of the Department of Justice in proceeding against so-called monopolistic combinations is of more than passing interest to the iron and steel trade, for if the line of action now being followed prevails, not a price control association will be safe from attack. The department has brought action against a number of unincorporated trade associations, notably the National Association of Retail Druggists, having for a purpose the control of ruinous competition by means of selling price agreements. The question at issue is whether any group of individuals in the same branch of trade can legally agree upon a price for which a given commodity is to be sold.

"If the principles enunciated in several judicial decisions of the past two years are to prevail, the business of the country will be shaken to its foundations, for there is scarcely a branch of trade which is not governed by a price agreement of some sort. The theory of the law as interpreted seems to be that anything that tends to limit competition is evil, but business men believe that extreme competition has ceased to be beneficial and are everywhere seeking means to curb its ruinous effects. This is evident on all sides. Not only have we 'official' prices for some products, but every town and village in the country has one or more associations of merchants, the sole object of which is to maintain a fair price. Sometimes the agreement is definite and fortified by penalties, sometimes there is only a vague understanding. According to recent interpretations of the law, it makes no difference how definite and how binding the agreement happens to be ; so long as there is an understanding, collusion is charged and assumed.

"The border line of conspiracy in controlling prices has never been determined. The law encourages certain forms of monopoly and punishes others. If a manufacturer of a machine costing $50 chooses to sell his product for $500, he can do so with impunity. But if two or more manufacturers of similar machines agree orally or in writing that they will not sell their competing product for less than a determined price, they become subject to legal proceedings. The question of fair profit or the actual cost to the consumer does not seem to enter into consideration at all.

"Trade associations are a part of modern business. To proceed upon the assumption that they are in principle all bad because they ameliorate some of the worst evils of competition can not fail to have an injurious effect. It has been proved again and again that to allow the competitive struggle with all its scientific destructive weapons to run its ruinous course inevitably brings hardship to the consumer, as well as to the small producer. Price control associations are not confined to this country. In at least one European state they are encouraged and regulated by law.

"It is only by means of trade agreements that the small independent producer can survive in the same field with his powerful rival, and it is a strange commentary upon our system of legislation by popular demand that the very law which was enacted for the purpose of curbing the huge combinations that threatened to crush individual effort is now found to apply only to those whom it was intended to protect."

The absolute negative of common sense is represented by willful and self-obstructed ignorance.

THE SITUATION IN METALS.

Pig lead has begun to recover from the recent depression in prices. It was noted in our remarks last week that the prices then quoted were a trifle lower than the market conditions warranted. Early in the present week more strength was added, and quotations were advanced five cents. Within a short time, however, the situation became still firmer, and another five cents was added to the price, so that current quotations are now from $4.40 to $4.50 per hundred pounds. The lead situation has been most peculiar for some weeks past, and these successive jumps are as hard to explain specifically as were the declines of a short time ago. At present, everything points to a continuance of the firm market and high prices.

Tin is still fluctuating, although not so violently as was the case during the past three or four weeks. Conditions have at least altered so that jobbers are quoting definite prices, but at time of writing things have eased off a little and the price quoted will admittedly be shaded for quantity orders.

British consular reports contain references to the wonderful development in tin mining in Bolivia. New machinery is being installed in many of the older enterprises, while new and promising mines are being opened up in many localities. The chief difficulty encountered has been the want of economical motive power. Permanent water power is not available on the Bolivian table land ; coal is too expensive, and the native fuels are getting scarce. The employment of gas engines has been found quite satisfactory, and the possibility of reducing the fuel consumption is now engaging the attention of the mine owners. If additional capital is invested in these operations, Bolivia promises to become a large factor in the visible supply.

Pig iron prices are stationary, and bookings are now somewhat dull. There is not at present the same complaint as recently existed regarding the difficulty in procuring the softer grades.

Zinc spelter is in about the same position as last week. The slight drop noted in our previous issue was not immediately followed by all producers, though some of the better known brands have since followed the lead. It is considered very likely that spelter will soon again recover its former price, especially as the demand for galvanized iron and other materials in which zinc is largely used is, at the moment, really abnormal.

Sheet metals maintain their strength. Tin plates were this week advanced by a well known Montreal jobbing house, but this has not been generally followed. Galvanized sheets are held very firm at the prices quoted, and most dealers are refusing to shade them under any circumstances.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 62.)

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 20, 1906.

A slight falling off in the number and size of orders this week indicates that the trade is now feeling to a certain degree the usual midsummer lull in business. The farmers throughout the country are now so busy that they cannot spare the time for purchasing trips to their nearest town.

The most noticeable movement this week has been in guns and ammunition. These are beginning to sell quickly, and there is every appearance of a bumper season being at hand.

A peculiar but natural feature of this year's business is that there are practically no sleigh bells booked ahead. Other seasons this work has begun as early as June, but the bad Winter last year seems to have made retailers "canny." More than that, perhaps, the majority of merchants have a large stock on hand, as there was little or no business in this line last Winter. Some of the jobbing houses are just now sending out their samples to their travelers, while other wholesalers are "lying low," believing that there will be a comparatively small demand for bells this year.

A tremendous demand for cement is still shown, and is most pleasing to importers and jobbers, although they find great difficulty in filling specifications. The tendency is now becoming more marked towards the better grades. Contractors and engineers are beginning to realize that, as concrete work is expected to last, the best is none too good. Furthermore, higher class of cement is now being manufactured much more cheaply than formerly, thus giving it one more advantage.

Prices are all the same as last week, and the market, generally, is very firm.

AXES—Business is of the normal volume. We give the following prices: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — We still quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Prices and trade conditions generally remain unchanged.

RIVETS AND BURRS—A good demand exists, and prices are steadily held, as follows: Best iron, rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—A good deal of price cutting is being done in some quarters. The big season in this province is not yet on, but liberal buying has been induced by the conditions referred to. We quote the following nominal prices: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS — We quote as follows: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS — The demand just now is particularly brisk. Discounts remain as follows: ⅝ and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—A good turnover is being done. We quote: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Prices are not yet settled, but nominal quotations are $2.05 per keg base, f.o.b. Montreal.

CUT NAILS—Business is rather slow. The base price remains $2.20 per keg f.o.b. Montreal.

HORSESHOES—Our prices are as follows: P.B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co. latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 pounds. More than three sizes 25c. per 100 lbs. extra.

SPORTING GOODS—Guns and ammunition are now moving well.

BUILDING PAPER—Conditions of the trade are the same as for some time past. Business is fair, with prices unchanged.

CEMENT AND FIREBRICK — The demand is larger than ever. Quotations for this week are as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lafarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN — We quote the following prices: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS — The season is now pretty well over, but sorting orders are still being received. Our quotations are as follows: American Twin, 2 quart, $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2 qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—The continued warm weather is responsible for exceptionally large sales in green wire cloth, at the same quotation of $1.45 per hundred square feet.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 20, 1906.

A normal Summer trade is being done just now, the demand having fallen off considerably owing to the fact that travelers are taking their vacations. Mail orders have increased, however, but the shipping staffs of the wholesale houses have had something of a respite from the activity which has prevailed up to the present time.

Fall goods are commencing to move some and guns and ammunition is becoming a more frequent item on the orders received. There is every indication of a large trade being done in firearms during the coming Fall. Summer goods are still selling well and building supplies keep up splendidly. The trade in cement is particularly large.

As reported last week, the manufacturers of bolts are refusing to accept orders earlier than Fall delivery, having practically withdrawn from the market temporarily. There is a shortage noted in machine bolts in all sizes above ½ in.

AXES AND HANDLES—Trade continues normal, with no price changes.

CUTLERY AND SILVERWARE — The demand for Fall goods is picking up and sorting orders are fair.

SPORTING GOODS—Lawn bowling and cricket goods are selling well. Fish-

ing tackle is a live line and ammunition is commencing to liven up.

SCREEN DOORS AND WINDOWS — Trade is slackening off, but green wire cloth is still selling well. There is some talk of a scarcity but one is not considered likely.

HAMMOCKS—The hot weather has created a large sale of these goods. A better class of hammock than usual is being asked for, and manufacturers are kept busy getting out stock.

LAWN MOWERS AND HOSE — Demand is decreasing but considerable sorting is reported.

REFRIGERATORS AND FREEZERS—A falling off is noticed in the demand.

WASHING MACHINES — A normal demand is noted.

CHAIN—We quote as follows : 1 inch, $6.60; 5-6 inch, $4.55; ⅞ inch, $3.95; 7-16 inch, $3.80; ½ inch, $3.65; 9-16 inch, $3.55; ⅝ inch, $3.45; ¾ inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Sales are reported large. We quote : 2-in. mesh, 19 w.g., discount 55 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE — We quote : $2.17½ f.o.b. Cleveland.

BARB WIRE — Prices remain the same. We quote : On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65, f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues, with prices unsettled, but we nominally quote : $2.05 base.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSE SHOES — Our quotations continue as follows : P. B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toe weight, all sizes, 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per hundred lbs. extra; more than three sizes in a keg, 25c. per hundred lbs. extra.

RIVETS AND BURRS—Tinned rivets have been advanced and are now quoted net extra 4 cents per pound.

SCREWS—We quote : On gimlet point 70 and 5 per cent. off ; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Stocks are bare and manufacturers are refusing to accept orders. We quote : 55 and 10 per cent. off list.

CEMENT — We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIRE BRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL—Hides are firm and the supply is about equal to the demand. Wool is freely offered, but there is a feeling that buyers at present prices will make a loss. Lamb skins are 10c. higher.

Hides, inspected, steers, No. 1	0	12½
" " " No. 2	0	11½
" " cows, No. 1	0	12½
" " " No. 2	0	11½
Country hides, flat, per lb., cured	0	11
Calf skins, No. 1, city	0	14
" " No. 1, country	0	13
Sheep skins	1 65	1 85
Lamb skins	0	60
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 05	0 05
Pulled wools, super, per lb.	0	25
" " extra "	0	27
Wool, unwashed fleece	0 17	0 18
" washed fleece	0	27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 20, 1906

During the present week most of the metals which were reported to have declined in our previous issue, have gone up again. The demand still keeps up and is considered wonderful for the season.

Ingot tin is, at present writing, a little stronger, although some fluctuations early in the week threatened to keep prices down. It is now believed by market authorities that tin has reached its bottom price and firmer conditions may be expected. Indeed, a prominent metal expert here is predicting an advance as early as next week. With the return to more normal conditions we are this week able to quote a definite price, which, however, will be shaded for good round lots.

Pig lead also seems to have reached the end of its recent slump. The speculative interests who were forcing the price down have apparently lost control of the market, and the fact that there has been a very keen demand for the metal, has caused a slight increase in price.

Copper is unchanged and continues as firm as ever. Antimony, however, is rather weaker, and, although we make no change in our quotations, it may be understood that this price is nominal. Montreal jobbers have not very large stocks and they are holding the price up in consequence, a little higher perhaps, than present market conditions would justify.

The slight reduction in spelter, noted last week, was by no means general, as some of the best known brands are still selling at the old prices. It is not thought that any action on the part of producers was responsible for the decline. The explanation given is that holders who had parcels of zinc in stock preferred to realize on a prompt turnover and so dumped their holdings on the market.

Sheet metals are, if anything, stronger than at our last report. Galvanized iron prices are noticeably stiffer, and no concessions will be entertained under any circumstances. In some quarters tin plates have been advanced, but so far this has not become general.

COPPER—This metal still maintains its strength. We are quoting: Ingot copper, 21c. to 21 1-2c.; sheet copper, base sizes, 25c.

INGOT TIN—Conditions at time of writing are firmer than earlier in the week, but we still quote last week's prices, which will be shaded for good round lots. Our price is 43c. to 44c. per pound.

INGOT ZINC—From present indications the market will very soon recover the slight drop of last week. We quote: 7c. to 7 1-4c. per pound.

ANTIMONY—Montreal stocks are light, so that, although market conditions are somewhat easier, we still quote 28c. per pound.

PIG LEAD—An advance has been made and conditions generally firmer. Our price now is $4.35 to $4.45 per 100 pounds.

PIG IRON—There is no special feature to the trade. We give prices:

"Dom.," No. 1.$19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19.00	"	"
" No. 3	18.50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.50	"	"
" No. 3	18.00	"	"
Cleveland No. 1	18.25	"	"

BOILER TUBES—We quote : British and American tubes, 1 1-2 inch, 8 1-2c.; 2 inch, 8 1-2c.; 2 1-2 inch, 10c.; 3 inch, 12c.; 3 1-2 inch, 15 3-4c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices are unchanged : Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7 1-2c.; Conqueror High Speed Steel, 60c. ; Jowitt's Diamond J., 6 1-4c. to 7c.; Jowitt's Best, 11c. to 11 1-2c.

MERCHANT STEEL—Trade is good in nearly all lines. Prices remain as follows : Sleigh shoe, $2.17½ ; tire, $2.27½ ; spring, $2.75; toecalk, $2.82 1-2; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.17 1-2 and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We are still quoting: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Still firmer conditions now exist in galvanized sheets. No concessions will be given on prices. We quote as follows: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—The market is very firm. We quote: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—Good business is being done and the following prices are firm: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TINPLATES—Some dealers have advanced prices, but the following figures are still obtainable. Cokes, base size, 1C 14x20, $4; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—Our price remains $6.85.

SHEET ZINC—We are still quoting: $8 in casks; $8.25 in less than casks.

SHEET LEAD—The recovery of pig lead has stiffened prices. We still quote: 2½ lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities, 25c. per hundred lbs. extra.

BAR IRON—Price is firmly held at $2.05 base, f.o.b. Montreal.

OLD MATERIAL—The market is dull and there is not much doing, but last week's prices still hold good. There is not a great deal of rubber in the market, and dealers expect that if the manufacturers get at all busy they are liable to advance their quotations on scrap rubber owing to the scarcity of scrap. We quote: Light copper, 14¼c.; heavy red brass, 14½c.; yellow brass, 11 1-2c.; light brass, 7 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $13; wrought scrap, $12; stove plate scrap, $10.50 to $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7½c.

Over-estimated personalities are responsible for the downfall of many under-estimated propositions.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 20, 1906.

There are no new features on the metal market this week, there being no changes in prices. There has been a continued fluctuation in ingot metals on foreign markets, but this has not affected the local quotations. Trade in general is very fair. The pig iron market remains featureless. Bar iron has only a fair demand. There is no change in the brass market. Copper is rather quiet, but prices remain as quoted last week. The lead market is becoming firmer. The zinc spelter market is quiet. The situation on the old material market remains much the same as last week, that is the demand is quite light because of the unsettled conditions on the ingot metal market.

PIG IRON — Trade is quiet with prices the same. We quote as follows: Radnor at furnace, $30; Hamilton at furnaces, No. 1, $20.50; No. 2, $20; Londonderry, f.o.b., Toronto, No. 1, $21.50, No. 2, $21; Middleborough, $21.50.

BAR IRON — There is only a fair demand for bar iron and the stocks are light. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—There has been a continued fluctuation on the market, but prices remain unchanged from last weeks quotations. Quotations are 41c. and 42c. per pound.

TIN PLATES—Market continues less active. We quote as follows: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Prices are well maintained and demand is active. We quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is active and quotations 23c. to 24c. per pound.

COPPER—Market is rather quiet; prices remain unchanged. Our quotations are as follows: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—Market is becoming firmer, but local dealers are still quoting $4.40 for imported pig, and $5 per 100 lbs. for bar lead.

ZINC SPELTER—The market is quiet and prices remain unchanged. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — A lively demand is experienced from threshers. Our quotations are as follows: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1¼ inch, $8.50; 2, $8.80; 2¼, $10.75; 3, $12; 3½, $15.80; 4. $20. Terms, 2 per cent. off.

ANTIMONY — Prices are unchanged and 27c. is quoted.

OLD MATERIAL — Dealers' buying prices are as follows: Heavy copper and wire, 15c. per lb.; light copper, 13½c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $10.50 to $11; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and steel, $5; old rubbers, 7½c. per lb.; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—The usual monthly advance of 10c. has been made, the figures now being: Anthracite in cars at bridges, egg, stove and nut, $5.30; grate, $5.05; pea $3.60, per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.50; ¾ inch, $2.40; mine run, $2.30; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, July 19, 1906.

The Iron Trade Review calls attention to the startling invasion of steel works and rolling mills by electric power. In this connection it says:

"The line of improvement in electrical machinery which has probably done most to encourage its adoption in mill operations has been that of developing a high torque at starting. The first important application of electrical power was in cranes, where the chief competition was hydraulic power, with its absolute suddenness of starting and stopping, a line on which the early electric motors could not compete, and advantages in other directions had to be shown to make up for this deficiency. This has all been changed, when a motor driving a heavy mill can reverse in three seconds. Electricity has thus far found no limit in iron and steel works operations. It has conquered in one direction after another. Its most recent success in driving the heaviest machinery leaves no field unconquered. It certainly is the universal fluid when it helps to raise the iron ore from the ground, separates it where necessary by another form of its power, from the gangue drives machinery in various processes through the conversion into finished product, furnishes light at all stages, and even by magnetic attraction lifts huge pieces of steel when they must be carried from one point to another."

The pig iron market is exceedingly strong. Practically all of the basic and Bessemer that can be made in the valleys this year has been sold, and there is also little available foundry iron. Prices are firm, with a tendency to advance. The principal malleable interests have purchased 25,000 tons. In the south the shortages of labor continues to cause much embarrassment, production is decreased and deliveries are being retarded. Some very exceptional sales of southern iron are being made at $13, but the usual price is $13.25, and some furnaces are holding for $13.50. The scarcity of northern

iron is shown by the shipments of pig made at Ironton, O., to the Cleveland district.

The action of Secretary Bonaparte in dividing the tonnage for two battleships among three companies, has been received with general favor by the trade. It is expected that at an early date orders for 11,000 tons of plates and structural material for the battleships will be placed in Pittsburg mills. This is in addition to the requirements for armor plate. The plate market shows decided improvement. Contracts for plates for two lake freighters have been placed within a few days, and requirements of two other freighters are under consideration.

The New York Central has awarded the contract for 80,000 tons of rails to the Illinois Steel Co., and the same amount to the Lackawanna Steel Co., for delivery in the Spring of 1907, for use on lines west of Buffalo. It is understood that the entire requirements of this system for 1907 will be 240,000 tons. Among other large orders placed for rails were 10,000 tons each by the Erie, Lehigh Valley and Great Northern. It is estimated that orders for 15,000 cars are pending, and the buying of track supplies is active. In the placing of orders for bridge material the railroads are also conspicuous.

LONDON METAL MARKETS.

From Metal Market Report, July 18, 19 6.

PIG IRON — Cleveland warrants are quoted at 50s. 4½d., and Glasgow standard warrants at 50s. 1d., making prices as compared with last week 3d. higher for Cleveland warrants and 3d. higher for standard warrants.

TIN—Spot tin opened irregular at £167 2s. 6d., futures at £165 10s., and after sales of 140 tons of spot and 280 tons of futures closed easy at £166 12s. 6d. for spot, £166 10s. 6d. for futures, making price compared with last week £1 12s. 6d. higher on spot, and £3 5s. 6d. higher on futures.

COPPER—Spot copper opened firm at £79 17s. 6d., futures £79 7s. 6d., and after sales of 100 tons of spot and 700 tons of futures, closed firm at £80 7s. 6d. for spot and £79 17s. 6d. for futures, making price as compared with last week 2s. 6d. lower on spot and 12s. 6d. higher on futures.

LEAD—The market closed at £16 15s., making price as compared with last week 9s. higher.

SPELTER—The market closed at £26 15s., making price as compared with last week unchanged.

Nova Scotia Trade News.

Halifax, N.S., July 17.

The annual meeting of the Maritime Wholesale Hardware Association was held at the Manhattan Hotel, Digby, N.S., a few days ago. Representatives from nearly all of the wholesale hardware firms in the Maritime Provinces were present. After discussing trade matters in general, the following officers were elected: President, E. K. Spinney, Yarmouth, N.S.; vice-president, John J. Keefe; executive committee, W. H. Sterns, T. Douglas, Percy Simmonds, T. C. Lee, J. R. Murray, and W. H. Smith.

Rhodes, Curry & Company, of Amherst, have received the contract from the Grand Trunk Pacific Railroad for two thousand five hundred cars to be delivered in five hundred lots, the contract time extending over five years. This represents about two million dollars.

The Maritime Coal & Railway Company, of Chignecto, who are putting in a plant to supply Amherst manufacturers with power, have awarded the contract to the Westinghouse Manufacturing Company, of Hamilton, Ontario.

A. E. Dyment, M.P. for Algoma district, one of the directors of the company, and Senator William Mitchell, president, accompanied by Messrs. Wainwright, vice-president, and W. H. Bigger, chief counsel of the G. T. P., visited the works at Chignecto on Saturday.

Trade is dull, and there is not much doing in any line with the exception of cement, large quantities of which are now being used in this city. The Warren Paving Co., which has the contract for paving the streets here, is using the Rampart brand, manufactured by the Sydney Cement Co. About 100 bags are consumed daily in the work.

H. C. Burchell, who has been appointed manager of the Sydney Cement Co., has arrived from Newfoundland to take up his duties.

The Hewson Woolen Mills Co., of Amherst, distributed about $125,000 last week among their weavers as a bonus in addition to the regular pay. This is in accordance with a plan adopted by them some time ago, and is paid to the weavers who work steadily for six months without losing time except by special permission. Each successive period of six months brings an increased amount.

N. A. Rhodes and W. A. Fillmore will soon commence the erection of a large brick block in Amherst. The new building will be occupied by the Maritime Departmental Store Co., Limited. This company is composed of Amherst capital and has a capital of $500,000. Several Amherst merchants are interested in the new concern.

Two large engines will be shipped this week by the Robb Engineering Co., of Amherst, to the J. R. Booth pulp mills near Ottawa. Three of these engines have already been sent forward, and another is under construction.

New Brunswick Trade News

St. John, N.B., July 14.

Hardware merchants generally are naturally accustomed to look for a period of comparative dullness in their trade at this season of the year. The indications are that this time of quietness has now set in. Compared with the same seasons of other years business is satisfactory, but certainly the volume of business done is not proving large. But the business of the earlier part of the year was brisk and as collections have been good the dealers, with the prospect of a successful Fall trade, are not finding much cause for complaint.

* * *

The rapid increase in the uses found for gasoline have had the effect, here as elsewhere, of sending the price of the commodity skyward, though not in any meteoric, but rather a steady way. Prices now prevailing are exceptionally strong. In the Maritime Provinces as in the other parts of the Dominion the increase in the consumption has been almost remarkable. In some sections the ordinary supply is proving unequal to the demand and extra orders are becoming necessary. Subsequent seasons will doubtless see the gasoline sale here greatly increased.

* * *

The Maritime Wholesale Hardware Association held its regular meeting on Wednesday last at Digby, N.S. Reports submitted showed the association's affairs to be in an eminently satisfactory condition. The officers elected were: E. K. Spinney, Yarmouth, president; John Keeffe, St. John, vice-president; T. Douglas, W. H. Sterns, Percy Simmonds, T. C. Lee, J. R. Murray, W. H. Smith, executive committee.

* * *

Once again an advance in lead pipe is to be noted. At this date the prevailing price of the pipe is approximately sixty cents higher than it was at the beginning of the year. Pig lead continues to maintain its high average as regards price. Fluctuations at the primary markets have been recorded but on the whole they have failed to make themselves felt here. An advance in white lead prices in the near future also will not be the cause of much surprise. The firm tone of metals generally is continuing.

* * *

Carriage bolts have recently been advanced in price. They are now quoted at ten per cent. more than a few weeks ago. Screws have also gone upward. Gimlet-pointed screws now bring ten per cent. more than formerly and cone-pointed screws are five per cent. stronger.

* * *

Both the turpentine and linseed oil markets are a trifle easier now than a short time ago. However, there is a feeling that turpentine at least may advance again ere very long.

NOTICE TO DEALERS.

Efforts having been made to sell to the hardware trade, specialties of various brands with the statement that they were made in the works of the Enterprise Mfg. Co., of Pa., with the skilled labor and high standards that have given the Enterprise goods their reputation, the company desire emphatic announcement made that it is its invariable rule not to manufacture specialties under any other name than its own. Goods otherwise marked, and offered with the claim that they were made in the Enterprise works, should be viewed with suspicion, to say the least, as sailing under false colors. The fact that such claims are made is a tribute to the high standards of Enterprise workmanship, but they are unjust and injurious, both to the concern itself and to the dealers who may be misled thereby. All dealers know the trade mark "Enterprise."

Prejudice prophecies the failure of about as many enterprises as generosity anticipates to success.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, July 20 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

An advance of 25 cents per 100 lbs. in shot is about the only quotable change of importance this week. For the season of the year, jobbing houses report a very active demand for general hardware supplies.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE—Wholesale prices are steady but sharp competition among retailers in various centres is reported. We quote: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ½ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅝ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅝, $4.10; ½, $7.20; ⅝, $4.60; ¾, $4.30; ⅞, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—The list on "Irwin" auger bits is now the same as on common bits. Discount on "Irwin" is 47½ per cent., and on the common bits 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—As noted last week, the discount is now 50 p.c. off list—not 50 and 10 p.c. as formerly.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Shot has been advanced 25c. per 100 lbs. Other prices are unchanged. We quote as follows: Cartridges, Dominion R. F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33⅓; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—We quote: Bar iron (basis), $2.70; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The pig lead market is still reported very firm and local prices are maintained steadily. The price is $5.25 per cwt. with a reduction of 25c. per 100 lbs. on ton orders.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Prices are now quoted as follows: White lead, pure, $7; bladder putty, in bbls., 2½cf; in kegs, 3¼c.; turpentine, pure, in barrels, 97c.; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

British Columbia Trade News

Vancouver, B.C., July 16, 1906.

The Dominion assay office in Vancouver has been instructed to change its charges heretofore maintained, making a reduction in favor of all gold which has paid the royalty in the Yukon, and which is accompanied by certificate to that effect from the comptroller at Dawson. The charges will now be ⅛th of one per cent. for assaying and stamping; 4c. per oz. parting and refining charge, 4c. per oz. alloy and toughing charge on 1-11th of the standard weight of gold in the deposit. These prices will have the effect of bringing more gold to the assay office and preventing in corresponding measure the shipment of gold to the U. S. assay offices.

* * *

With the demands from the prairie provinces and from farther east still coming in for lumber, the mills of the province are so far behind on orders that it is hopeless to attempt to catch up. Even local demand is impossible to fill. Every mill is running full capacity and orders are booked ahead for months to come. The indications are that the shortage in the Northwest is going to be a serious difficulty, especially in view of the great expansion of population by immigration this year. The conditions here do not point to any further immediate increase in price of lumber, as that is high enough now, but the mills simply refuse to take orders for any definite date of delivery. It is said on perfectly good authority that one big railway company is over 30,000,000 feet short so far this season of the quantities required for present work, which should be completed this year.

* * *

Building in Vancouver has kept up as well as possible under the circumstances though the difference is noted in that there are comparatively few residences being erected, most of the building be-

DAVID C. MITCHELL & CO.
GLASGOW, SCOTLAND
Will quote on
IRON & STEEL,
STRUCTURAL MATERIAL,
ZINC. TIN.
FIRE BRICKS, CLAY
C.I.F. any Canadian port.

Everything for the Painter



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Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.
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E-Z FLOOR STAIN
BEAUTIFIES YOUR FLOORS
AND
MAKES OLD FURNITURE NEW
EASY TO APPLY. QUICK TO DRY.
THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY. EDMONTON *WINNIPEG*

STOVE AND WESTERN NUMBER

Aug. 4 issue of Hardware and Metal will contain full illustrated report of Winnipeg Exhibition.

It will also contain review of the stove trade for the last year. We will give full description of all the new ideas stove manufacturers have adopted during the last year.

Manufacturers will find this number a specially good advertising medium.

ing brick and stone business blocks. Residentially viewed, Vancouver is entirely built of wood, and as lumber locally is so very high the building of houses on speculation has stopped this year. Only those are building who have contracts. Withal the rate of building is going to make a record season, despite all past experience. Construction is being so rapidly pushed that men are scarce and in big demand. Wages even for common unskilled labor have risen, and the city is now paying $2.50 per day of 9 hours for its street work. The rate of wages on all other work is in correspondence. None of the building trades have been making demands so far this season, and work is progressing without friction or labor troubles.

* * *

Northern shipments of freight are beginning to be very heavy, the Summer commodity rates, put on specially every season by the White Pass Railway Co., having been inaugurated. For six weeks or so they will be in force, and in that time the bulk of all goods for the Yukon will go forward. Just now material for the Dawson & Grand Forks Railway, under construction, is being shipped freely. Messrs. McLennan, McFeely & Co., Limited, have a large contract, and large quantities of ties have been got out by some of the coast mills to be shipped north.

* * *

Evidences are not wanting that many more saw mills will be built in the course of the coming year in the coast section of B.C. On the Fraser River, near New Westminster, especially, the purchase of water frontage which is adaptable for saw mills has been very active. Eastern and American capital has been investing, and several announcements have been made of projected mills, of which construction may be begun in the near future.

* * *

Salmon canners have been paying higher prices for their material for cans this year. Block tin, of which large quantities are used, has advanced 50 per cent., and solder 75 per cent., over last year's prices, and as preparations have to be made in advance it may be that they will have large quantities of cans put up, which they will not get salmon to fill. At the increased cost of materials it will have the affect of running up the price of this year's pack. As it is expected to be small, on the Fraser River at least, and as high prices to the men are already promised, the market price is almost sure to be very high. All materials for the canneries on the Fraser have been forwarded as the season has practically begun.

* * *

The Guggenheims, of New York and San Francisco, who are operating dredges in the Yukon on the largest scale of any concern in the northern camp, and who recently bought out the Cariboo Consolidated Hydraulic Mining Co., have already taken active steps in the large plans for extension of the water system of the property. A very large contract has been let to Messrs. Loss & Gzowski, who are at present engaged on the construction of the Nicola branch of railway for the C.P.R. The contract just awarded includes some twenty miles of ditch to bring water from farther sources than have so far been tapped in the hydraulic operations of this company, which is much the largest outfit operating in old Cariboo. The ditch is to be completed by Fall, so as to be ready for next season's operations. In all sixty miles or more of flume and canal will be dug before the complete plans for development have been carried out.

* * *

The plans prepared by J. A. L. Waddell, expert engineer, engaged to report on bridges for the City of Vancouver, have been adopted by the city, and when the by-laws authorizing the outlay are passed the engineer will be retained to take charge of construction. The principal bridge now being discussed is that at Granville street. A bascule type is adopted, and the cost is estimated in the neighborhood of $140,000. Two other bridges over False Creek are also to be built, and if one is voted on all will likely be.

* * *

In addition to the direct freight service maintained between this coast and the ports of Great Britain, by the Holt lines of steamers, familiarly known as the Blue and White Funnel lines, it is asserted that Andrew Weir & Co., of Glasgow, owners of the Eric line of freighters, will also enter into the carrying trade regularly between Pacific Coast and British ports. One of their steamers, the Duneric, has been in this port some weeks, being chartered to MacKenzie Bros. There is another, the Suveric, expected to sail from Glasgow.

* * *

The Hastings mill is loading sailing vessels with lumber cargoes at the rate of one a week, all large ships with a million feet or over in each. The British bark, Pass of Leny, is in the stream loaded and awaiting a crew. She has over a million feet of choicest fir for Capetown, South Africa. The British bark Duchalburn, and the British ship Inverclyde, are both consigned to the United Kingdom. The first has 1,712,000 feet, and the latter 1,350,000 feet. The American bark Makaweli sails this week for Japan with 1,100,000 feet for building factories in one of the port cities of Japan.

The steamer Aorangi reached port on Thursday with a shipment of Australian gold to the amount of $1,500,000. This gold was from the mines of Australia and was consigned to the San Francisco mint, to which it was shipped next day after its arrival. This is the second shipment from the same source, by the same line of steamers, and shipped to San Francisco.

* * *

Orders for a large proportion of the machinery intended for the pulp mill of the Canadian Pacific Sulphite Co., at Swanson Bay, up the coast, have been placed by J. M. Mackinnon, the managing director. A big logging outfit will also be put in to get out logs for the timber necessary to be used in the construction of the mill. The company will build, equip and operate its own saw mill. Two leading members of the company, which is almost entirely British in personnel, Messrs. E. E. Sawyer and John Yale, are now en route to British Columbia to take active superintendence of the work in conjunction with Mr. Mackinnon. All of the members of the company are well known in financial circles in London.

COST MARKS.

The most effective way to change a cost mark would be to use the same mark, but transpose it in such a way that it would not be recognized by those who now understand its working.

Suppose that your present mark is :

1 2 3 4 5 6 7 8 9 0
b l a c k h o r s e

Use the same characters or letters that are in black horse, only transpose them so that they will occupy different positions, like this :

1 2 3 4 5 6 7 8 9 0
c k a h o s l b e r

In marking your costs on your goods you can use these letters to represent the figures you want, but to further confuse anyone who should attempt to decipher your cost mark, use a key or blind. That is, suppose an article cost $1.50. Ordinarily we would mark it COR. To be confusing, however, we will add 6 to the first figure and mark it as though it cost $7.50, or LOR. If an article cost $4.75, we would not mark it HLO,. which would be the normal way of marking $4.75, but we instead add 6 to the first figure, making it $10.75 and marking it CRLO. In reading your cost mark you would know that 6 had always been added to the first figure, so that you could deduct this amount in order to arrive at the real cost.

Can Multiply or Divide.

There are a number of ways in which this idea of adding a blind figure can be applied to the same cost mark. You could instead of marking the actual cost of the merchandise, mark it as though it had cost twice the amount, and by drawing two lines under the cost mark indicate that the amount shown in the cost mark must be divided by 2 in order to arrive at the actual cost. You could mark it three times the actual cost, draw three lines under it and thus indicate that it was to be divided by three in order to ascertain the real cost.

You could employ a double system; that is, if an article cost $4.50, you could mark it like this : CKLO, and underneath this mark BKO. The first mark is $12.75, the second mark is $8.25, which means that $8.25 is to be substracted from $12.75 in order to ascertain the actual cost.

You see by this that there is no limit to the changes which can be run in, and perhaps for your purpose the best thing for you to do would be merely to use the same old letters or characters that you have been using, transposing them as we suggest to form a new cost mark, and then use any form of the keys or blinds that we have suggested in order to lead astray any one who thinks he knows your cost mark, but who would subsequently find out that he did not.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Kerr Valves.

The Kerr Engine Co., of Walkerville, manufacturers of the Kerr valve and hydrant specialties, have just issued a new 64-page catalogue of their goods. The illustrations, printing, and cover are neatly gotten up, and the book is undoubtedly one of the most complete and valuable publications of its kind, and one which every steamfitter in Canada should have a copy of. Hardware merchants and fitters who desire a copy of the catalogue can secure one by forwarding their address to the Kerr Engine Company, while engineers and others interested in brass and iron valves can also secure copies of the book on request.

Brantford Screws.

The Brantford Screw Co. have issued a new catalogue of 56 pages and cover, the various departments being indexed according to the various qualifications of their manufacture. Each page is devoted to illustrations, lists, prices and approximate weight per gross of the various lines manufactured. These present all the various classes of screws, bolts, nuts, rivets, burrs and wires. The catalogue is well bound and neatly printed and most complete of its kind. The company announce that they are at present at work on a new plant which they hope to have completed by September next.

Attractive Metal Sign.

Henry Disston & Sons, Inc., Philadelphia, Pa., have brought out an attractive metal sign of the Disston hand saw. The striking feature of the sign is a carpenter of many years holding in his right hand a Disston saw. The man is shown in black and white, the saw in natural finish, and the circular background a bright red, making a sharp contrast. At the top of the sign appears "The saw that made Henry Disston famous with the carpenters," and below the picture the name and address of the concern. Outside the circle the background shows a marbelized effect. The whole sign is one that will attract attention in any store or in any place, and the dealer handling Disston saws should see to it that he has one of these signs conspicuously displayed.

Hardware Specialties.

The Erie Specialty Co., Erie, Pa., in their new catalogue show their entire line of hardware specialties. The 68-page book is well printed and attractively presents the numerous articles catalogued. Their well known line of cork pullers occupy many pages, followed by stopper lifters, ice picks, lemon squeezers, fruit juice presses, liquid shakers, ice shavers, vegetable mashers, champagne taps, ice cream dishers, soda water tumbler holders, etc.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

ASSIGNEE'S SALE

The Assignee of the estate of Pink & Co., will offer for sale by Public Auction, en bloc, at the store premises, No 279 Talbot Street St. Thomas, the entire Stock in Trade, consisting of Wall Paper, Paints, Varnishes, Mouldings, etc., valued at about $2,250.00, at the hour of 11 o'clock a.m. on Tuesday, July 31st, 1906. Stock sheets may be seen at the Office of R. H. McConnell, St. Thomas, Solicitor for Assignee.

R. J. MILLER, Assignee.

Dated, July 17th, 1906.

DISSOLUTION OF PARTNERSHIP

We, Fred B. Hope, of the town of Toronto Junction, in the County of York, hardware merchant, and Frank A. Noden, of the said Town of Toronto Junction, hardware merchant, the sole members of the firm of "Hope & Noden," heretofore carrying on business as hardware merchants at Number 2 Dundas Street East, Toronto Junction, under the style of "Hope & Noden," do hereby certify that the said partnership was on the twenty-third day of June A.D. 1906, dissolved by mutual consent.

Witness our hands at Torono Junction, this ninth day of July A. D. 1906.

Witness
Nellie Townsley

Fred. B. Hope
Frank A. Noden

Department of Railways and Canals, Canada

WELLAND CANAL
PORT COLBORNE ELEVATOR

NOTICE TO CONTRACTORS

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Elevator," will be received at this office until 16 o'clock on Wednesday, the 15th August, 1906, for the construction and erection of an 800,000 bushel capacity Elevator at Port Colborne, Ont.

Plans and specifications of the work can be seen on and after this date at the Office of the Chief Engineer of the Department of Railways and Canals, Ottawa, and at the Office of J. A. Jamieson, Consulting and Designing Engineer, Board of Trade Building, Montreal, at which places forms of tender may be obtained.

In the case of firms there must be attached the actual signatures of the full name, the nature of the occupation and place of residence of each member of same, and, further, an accepted bank cheque for the sum of $25,000 must accompany the tender; this accepted cheque must be endorsed over to the Minister of Railways and Canals, and will be forfeited if the parties tendering decline entering into contract for work at the rates and terms stated in the offer submitted. The accepted cheques thus sent in will be returned to the respective parties whose tenders are not accepted.

The lowest or any tender not necessarily accepted.

By Order,
L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, July 6, 1906.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

FOUNDRY AND METAL INDUSTRIES

Fire did $800 damage to the Hamilton Brass Manufacturing Company's molding shop last Monday.

Glencoe has carried a by-law granting $3,000 to the Aldred Foundry Company, who will employ 25 skilled hands.

The Grand Trunk Pacific Railway have been granted power to issue stock to the amount of $25,000,000 for buying equipment of rolling stock.

The Brandon Machine Works Company have decided to erect a new building and install considerable new machinery for the making of gasoline engines and similar machines.

The Moose Jaw Machine Works are to establish a modern foundry with a blast furnace of large capacity. The company contemplate undertaking steel bridge building in the future.

Voting on the by-law to exempt the Central Foundry Company from taxes at Port Hope on Monday resulted in a majority of 142 over the requisite two-thirds vote. Only two electors voted against the by-law. The Central Foundry Company is a new institution, financed by American capital. It will employ a large number of men and has a capital of $250,000. It will spend immediately several thousands of dollars in improvements to the buildings, which it rents from the town, and will commence manufacturing within three months. Within the first year it will pay out at least $25,000 in wages.

STEEL BUILDING CONSTRUCTION.

Discussing the future of iron and steel, and coal and coke, the June number of the Cent Per Cent Magazine says: "If every new building erected in the new city of San Francisco shall have a skeleton of steel, the whole amount of steel consumed will form but an inconsiderable fraction of the steel output for 1906-07. It is not the fact that San Francisco will rebuild of steel that counts, but the reason lying back of the fact. When the city had ceased its shaking, buildings of brick and stone had collapsed, but wherever the frame work of a building had been of steel, although the terra cotta filling had been shaken out, yet the steel skeletons remained intact, silent but eloquent witnesses to the fact that they had successfully defied the power which had easily wrecked all else. Structural steel skeletons, standing in their strength, towering alone uninjured amidst the desolation and flame and smoke of the once great city, declared the conquering genius of science able to withstand the forces of even an earthquake's fiercest shocks. This is what counts, that we now know that steel buildings will endure the most terrible of nature's forces, the earthquake. We know it because we have proved it. Mexico is also in the earthquake zone, and there, too, they have learned the value of steel in construction work to guard against disaster. In Mexico City the Government is at work on a palace for its senate, chamber of deputies and national library that has been specially designed to resist earthquake shocks. But there is another industry which must develop side by side with the iron and steel industry, because steel is impossible without coal and coke; and here again the United States as the chief soft coal country in the world, will dominate the trade; and the main interest centres in West Virginia, already the second bituminous coal state in the Union, and destined, without any question, to become the first. New mines are being opened up all over that state, towns are springing into being, and railroad companies cannot lay their glistening parallel rails fast enough to meet the needs of the coal companies' output. Coal and coke are the first essential of manufactures of every kind, and not agriculture, nor steel, nor any other industry is more than comparable to coal and coke as a source of wealth."



The Successful Paint Dealer

aims to get the best results in the easiest and quickest way, to please his customers and make a good profit for himself. This can be accomplished by selling the

SHERWIN-WILLIAMS ALUMNIUM PAINT

for engines, radiators, boilers, steam pipes, and all metal surfaces where a bright, lasting silver finish is desired. This paint will always give the most satisfactory results—to painter and customer.

Sherwin-Williams Aluminum Paint has all the economical qualities of a good aluminum paint. It covers most surface, flows smoothly and evenly under the brush and gives a beautiful silvery appearance.

Sherwin-Williams Aluminum Paint has no offensive bananna-like odor, which is so objectionable in other paints of this kind.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
CANADIAN DIVISION:
Canadian Headquarters and Plant: 639 Centre Street, Montreal.
Depots: 85 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man. 1450

OTTAWA FOUNDRY SOLD.

The property of the Ottawa Furnace & Foundry Company, which has been in liquidation for some time, was sold on Friday of last week for $47,500. When tenders for the purchase of the plant were called for, several offers were received, some being for the entire outfit and some for only a part. At a meeting held recently it was decided to adjourn the sale until July 21, but on Friday last Messrs. F. G. Travers, of Montreal, and George Tomlinson, of Ottawa, told those interested that they would withdraw their offer unless it was accepted that day. They had options in other cities, and had to know at once.

Another meeting of the stockholders and creditors was immediately called, and it was decided to sell the property to the gentlemen mentioned. The next best offer was about $42,000, and two or three others were received, but the price in each case was low.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

PIG IRON

"CARRON"
Best Scotch Brand
"AYRESOME"
Best English Brand
"CLARENCE"
Good Standard English Iron

FROM STOCK AND FOR IMPORT

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Perfectly Flat Galvanized Sheets

Is a marked characteristic of
GILBERTSON'S
COMET
Brand

Sold by all jobbers who are up-to-date.
It sells readily, is selected carefully; soft and smooth. Prices lower than other high-grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

GUARANTEES ON PAINT.

In connection with the article regarding Seroco paint published in Hardware and Metal of last week, the following letter on paint guarantees has been written by G. B. Heckel, Philadelphia, secretary of the Paint Grinders' Association of the United States. He says:

"In reading the 'guarantee' on Seroco paint I am reminded of a certain national party chairman, who instructed his lieutenants to 'claim everything.'

"About the only thing I can think of that is not guaranteed by this 'guarantee' is the common sense of the man that allows himself to be beguiled by it. The man who could devise a paint which he could seriously guarantee that 'at the end of seven years it would look better than any other paint at the end of two years,' would be a genius that would make Sir Isaac Newton look like a beginner in the kindergarten.

"The principle on which all such extravagant guarantees are based is, of course, the law of averages. Only a negligibly small percentage of those misled by them will take the trouble to attempt to recover under the terms of the guarantee.

Like Patent Medicines.

"Recently, as anyone reading current advertising must have realized, there has been a wild competition in extravagance of paint guarantees, one house going so far as to offer to give the paint to the consumer if, after application, it does not satisfy. This is very much like the guarantee of the patent medicine manufacturer, who offers to refund the money of his victim 'if it harms the most delicate constitution.'

"The paint in question has been reported by a state chemist to contain, among the pigments of the white base, nearly 35 per cent. of carbonate of lime and over 23 per cent. of barytes, while of the liquid portion 24 per cent. is reported as water. Any practical paint authority will at once realize that the total of 'inert' matter, as represented by the lime and barium compounds (whiting and barytes) is much too high for good results, while the high proportion of water at once indicates its character as an alkaline emulsion paint. Such emulsion paints, the unfortunate experience with which is the chief cause of the suspicion with which 'patented paints' are still regarded, had practically passed out of use until they were revived by the mail order houses, who saw in them a maximum of profit at a minimum of risk.

Different Positions.

"Accepting the analysis of this paint referred to as correct, I do not believe there is a manufacturer in the United States, selling through local dealers, who would have the temerity to guarantee it to wear well for six months. Claims for damages and charges for repainting would swamp him inside of a year. But the mail order house is far away and impersonal. Its only agents are catalogues, circulars and advertisements, which can neither 'sue nor be sued.' There are few rural purchasers who have the enterprise, the knowledge or the money to bring suit for recovery against a corporation in a foreign state, and therefore it is 'safe' as a general thing to 'claim everything' and take the chances.

"Now, as a matter of fact, paint is a very personal thing. Next to our food, our clothing and our furniture, it is about the most personal thing with which we have to do. We live with it, we see it daily, and it is either a daily delight or a constant eyesore. The consumer, in the nature of things, cannot be expected to know much about it. Like the reports of the weather bureau and the markets, he must take it on faith. But faith without foundation is meaningless and foolish. And what legitimate foundation for faith can there be in the extravagant and obviously ridiculous 'guarantee' of an unknown mail order house, whose only guarantee of good faith and sincerity is what it says of itself in order to get our patronage and our money?

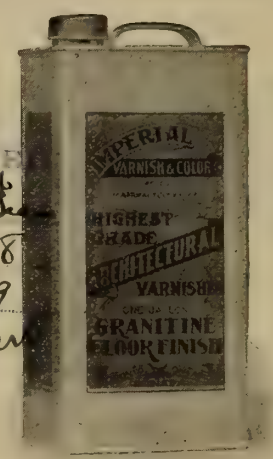
"After sifting it all down to 'hard-nails,' the only sound basis for the faith necessary to judicious selection of paint is the reputation of the manufacturer — not his financial standing, for financial responsibility is no gauge of verbal accuracy—the reputation of the manufacturer for making good paint and for 'making good.' Added to this, the known standing of the local dealer, who is accessible when anything goes wrong, and to whom the manufacturer of the goods is directly responsible in like case.

"There are dozens of good mixed paints on the market, made by reputable manufacturers and sold through responsible dealers. Why should the consumer play the part of the crow in the fable and drop his piece of cheese for the first flattering fox?

"There is a point in such guarantees which may have escaped your notice. The business being conducted principally through the United States mails, are not these concerns amenable to the laws controlling the use and abuse of this federal convenience?"

We have all heard of the man who was killed by kindness—but the proof is lacking.

Most of us have trusted to luck so often that there ought to be a good deal owing to us.



Granitine and Chijap

Are two excellent, old reliable, and well tried, Floor Finishes that always please customers. They give results of the highest standard, both in appearance and wear.



If you do not stock them you should not be without them longer.

Made only by

The Imperial Varnish & Color Co.

LIMITED

TORONTO, ONTARIO, CANADA

THE PLEASURE OF SELLING OUR GOODS ALMOST EQUALS THE BENEFIT

Take **New Era Prepared House Paint** for an illustration.
Every can of this paint is guaranteed.
When a dealer stocks up he shows the guarantee to his customers.
He then tells them that

NEW ERA PREPARED HOUSE PAINT

is made from **absolutely pure materials.**
As the price fits in properly the dealer makes a sale every time.
When the dealer counts up his "New Era" sales for the day he is happy.

LOOK OVER OUR CATALOGUE AGAIN

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

Are You Ashamed of Yourself

FOR handling old floor paints which are always rubbing off because they are really never dry?

They Stick to the Shoe Soles at Every Step

The floors thus painted cannot be scrubbed to look really clean, but every scrubbing wears off some paint.

There is another kind that you will be proud of

JAMIESON'S Floor Enamels

are the best selling lines in the trade. They have none of the drawbacks of the ordinary paints. They dry quickly and leave a finish that cannot be rubbed off by frequent scrubbings. Besides being of a smooth surface, they are very easily cleaned with a mop. They save labor and annoyance from the moment they are put on the floor, and they never STICK.

R. C. JAMIESON & CO.
LIMITED
Sole Manufacturers, MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

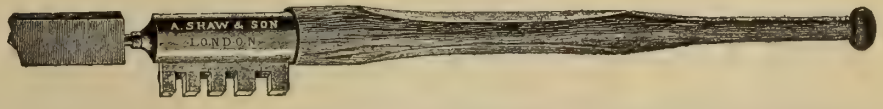
Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent
GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

A Man is Known by the Company He Keeps

and Painters are known to be good or bad by the quality of the ingredients they use.

The fact that

BRANDRAM'S B. B. GENUINE

is the only White Lead used in

ANCHOR LIQUID HOUSE PAINTS

is one reason why dealers find their customers giving repeat orders for this brand.

HENDERSON & POTTS LIMITED, HALIFAX, N. S. ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 21, 1906.

The Canadian paint and varnish trade is beginning to experience the customary mid-summer quiet. Even so, however, the demand is exceedingly good and quite in excess of the corresponding season's last year.

White lead is probably the article most in demand at present. Producers, however, find no difficulty in keeping up their supply.

Conditions in Paris green are quite different. As noted last week, stocks in maker's hands are exhausted and quotations are consequently withdrawn. From the brisk demand that still exists it would appear that there are many dealers who were unable to procure sufficient stock.

The slight reduction in spelter has not affected zinc white, which is still very firm. Shellac is also very strong and is advancing on foreign markets.

LINSEED OIL—No further change in price has occurred since our last report. Some jobbers consider the figures we are quoting as too low, but they are the prices generally ruling in Montreal. We quote: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE — The market has steadied considerably and the price is now firmly held at the following quotations: Single barrels, 86c. per gallon; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD — We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal

DRY WHITE ZINC—Prices are very firm and we are quoting as folows: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5½c. to 6½c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Somewhat easier conditions prevail. Prices, however, remain as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—The market in foreign countries is very firm and is advancing. We quote as follows: Fine orange, 55c. per lb.; med. orange, 50c. per lb.; bleached shellac (white), 60c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Conditions are steady and prices are firmly maintained for both present and forward shipment. We quote: Firsts in cases, 8 1-2c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

PARIS GREEN—This line is still in active demand, but as Canadian makers have exhausted their supplies all quotations are withdrawn.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at 24c. in bbls.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

Many people who are first to say of a dead friend, "He was a good fellow," were the last to find a worthy feature in the living character.

The "Ark Brand" Dealer
is as Happy as
The "Ark Brand" User

"Ark Brand" Paint is the fairest "profited" paint that ever happened

Hence the Dealer is Happy

"Ark Brand" Paint is the fairest priced paint that ever happened

Hence the User is Happy

Dealer and User means you and your customers



ARK BRAND FLOOR PAINT is unequaled for Quick Drying and Long Wearing

THE FRANCIS-FROST Co. LIMITED

Canadian Distributing Agents for

Griffen's Crack Filler and Muresco Wall Finish

TORONTO, ONT.

THE POINT IS THIS:

You want to read the best of current literature without having to buy all the magazines and having to run through hundreds of pages in search of one **GOOD** page.

But there are those who will do this for you at a minimum cost, we do it

The product of our work is this:

The Busy Man's Magazine

an epitome of the world's best thought.

If an article with lots of body to it, appears in one of the leading magazines that article will also appear in **THE BUSY MAN'S MAGAZINE**. The same as regards choice bits of humor, vivid sketches of men and events and commentaries on things and conditions of more than passing interest. The contents are varied but all selections are **select.**

Send for Sample Copy

Any subscriber to Hardware and Metal can get The Busy Man's Magazine for **one year** for $1.50.

Send in your subscription **now.**

The MacLean Publishing Co., Limited

Toronto

Ramsay's Creosote Stains

Sometimes you are asked for Creosote Shingle Stains. Are you ready for the trade? Look at our sample slats, and look at our prices.

Ramsay's Creosote Shingle Stains are away below imported goods and away up in quality. This is becoming a popular line. With Ramsay's prices, and Ramsay's quality, popularity will increase. Let us send you our samples and prices. It will mean information and business for you.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Brant-Lac

is the Premier Varnish Wood-Stain

Brantine Oil Finish

is the Premier Interior Wood-Finish

Turpentine Shellac

is the Premier First-Coater

All three are a necessary part of your store.
All three hold selling records.
All three——order them.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.



It is said that—"Familiarity breeds contempt," but that **"Popularity brings good business."**

The **aim** of the **Canada Paint Company** of Montreal, Toronto and Winnipeg has been to **make** their Paints and Varnishes **popular**—It is for the **trade** to say whether they have **succeeded** or **not** — **Modesty forbids** our saying **more**.

THE CANADA PAINT COMPANY LT'D

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, July 20, 1906.

As perdicted, linseed oil dropped 1c. during the week, but with this exception all prices have held very firm. Quotations on Paris green have been withdrawn owing to the practical exhaustion of the stocks in hands of jobbers, so great has been the demand during the past month or so.

White lead is in great demand, but jobbers' stocks are satisfactory and there is no likelihood of a shortage. Turpentine remains firm at last week's quotation.

Business continues very brisk for this season of the year and dealers have every reason to feel satisfied with the trade being done.

WHITE LEAD— Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2c.; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., —$5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN— Canadian Government standard, 600-lb. barrels, 19 1-4c.; 20c.; 25-lb. drums, 20 1-2c.; 1lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH— Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange), $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 52c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels 85c.; 2 to 4 barrels, 84c., f.o.b. point of shipment, net 30 days. Less than barrels, 90c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS— Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9½c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

VALUABLE WOOD PRESERVATIVE

The proper treatment of timber so as to render it immune from rot and decay is a subject of great importance. A wood preservative which does its work well can be put to an infinite variety of uses, each of which may be counted upon to save money for those who use it. Ties, spiles, harbor work, vessel hulls and paving blocks are only a few of the things which can be economically treated in this way. In fact, all timber which is in contact with or in the ground will last much longer as a result.

A valuable wood preservative is controlled by the Carbolite-Carbolineum Company, who have offices in the Manning Chambers, Queen street west, Toronto. This company publish a beautiful catalogue dealing with the various uses of their product, and they will be pleased to send a copy of it to interested parties who mention Hardware and Metal in inquiring for it.

PAINTING BY MACHINERY.

The air brush for touching up solar prints has been long familiar in photographic enlarging studios, but the same principle is now applied to a much larger task. At the shipbuilding yards at Devonport, England, compressed air is used to spray paint on the hull of a boat, two men applying the coat in the same time that twelve ordinary painters would require, and doing a much better job, since with the air pressure it is possible to apply the paint more evenly. In addition to the saving in the cost of the painters, less paint is required for each coat, and it is declared that the process is bound to extend to all shipyards within a short time. The idea suggested itself to the foreman of the yard while watching the mechanics working with the compressed air riveting machines.

ELECTRIC FILLING MACHINE FOR PAINTS.

An ingenious little machine has recently been introduced in connection with the filling of paints, enamels, varnishes, and similar materials into the tins. The apparatus consists of an ordinary beam scale with platform. On the platform is placed the can to be filled, and the exact weight at which it is desired the can when filled shall turn the scale is carefully adjusted on the beam. Above the mouth of the can is fixed a pipe connected with the supply of material which is being canned off. The electrical appliance consists of a small motor

coupled up with the electric current which passes through the beam. As soon as the beam rises owing to the platform falling with the weight of the can and its contents, a circuit is made, and an automatic cut-off acts at the end of the supply pipe, instantly stopping the flow. Hence, while the can contains full weight (according to the point at which the weight on the beam is fixed) it contains the merest fraction more, and a very considerable saving is effected. All who have had to do with the calculation of sources of loss in manufacturing practice, says the Oil and Colorman's Journal, are aware how serious an item overweight is liable to become. This little appliance would appear to be likely to save such leakages, besides effecting a considerable saving in time.

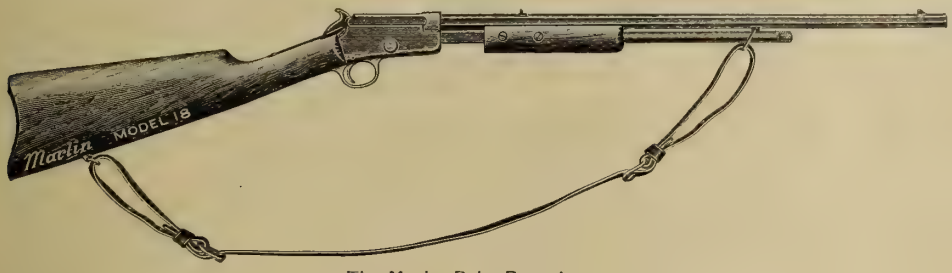
NOVELTIES FOR THE HARDWAREMEN

Readers desiring the addresses of the manufacturers or jobbers of the articles described, or any additional information, can secure the same from the Editor of HARDWARE & METAL.

MARLIN BABY REPEATER.

The Marlin Baby Repeating rifle, Model No. 18, shown in the accompanying illustration, is designed to do everything that is necessary in a .22 repeater, to be of the very best quality and to sell at the lowest price possible.

The barrels are made of first quality open-hearth gun barrel steel, having a tensile strength of from 60,000 to 80,000 pounds to the square inch. The frames are drop-forged from best quality open-hearth gun frame steel. The buttstocks and forearms are all made of black walnut, air seasoned and dried in the company's sheds from two to four years, then kiln dried before going into the wood shops.



The Marlin Baby Repeater.

This rifle is made with a visible and not a concealed hammer, and is not made take-down. On account of the now well known solid top and side ejecting principle first given to the public by the Marlin company and used by them on all of their arms since 1889, water runs off instead of into a Marlin action, and dust, sand, twigs and the like find no place for lodgment.

The breech mechanism consists of two pieces only, the breech bolt and the locking bolt. The locking bolt is pivoted in the breech bolt in such a manner that, while the rear part of the locking bolt is up within the breech bolt while



Sectional View Showing Construction.

the action is open, this portion of the locking bolt drops down against a section of the frame just as soon as the action is closed—the simplest and at the same time the most effective means of breeching up a gun. The locking bolt and firing-pin are so adjusted that it is impossible for the cartridge to be exploded by the firing-pin until the cartridge is in the chamber and the action fully closed and locked. The action can be opened only when the firing-pin is forward. The action is operated by moving the left hand backward and forward $1\frac{3}{8}$ inches only. This extremely short motion allows of quick operation and very little disturbance of the air between shots.

Many calls having come from trappers, campers, cyclists, canoeists and others for this little .22 fitted with sling, the company can, at a slight additional charge, now furnish it fitted with swivels and sling strap as shown by the accompanying illustration. Another feature of interest is the fact that, if the rifle is loaded with the short cartridges and a long range shot is presented, the shooter can, with the action open, remove the short cartridge from the carrier and insert a long-rifle cartridge directly into the chamber. He can then do accurate and effective work at ranges up to 200 yards.

DANA FOOD CHOPPER.

The Dana food chopper, made at Cincinnati, and illustrated herewith, has only two parts to clean—rotor and shell. It has a very large cutting capacity and the cutters are self-sharpening, cutting at an oblique angle instead of square. Three rotors, one for each kind of cutting, will cut, chop or pulverize any food used in the kitchen. Each rotor has a conducting spiral of its own, all one piece, so that food is fed properly for the article chopped, which makes the pieces uniform and makes mashing impossible, while all juices are retained. Three rotors are enough to chop (to whatever size desired) meat of all kinds, raw or cooked; fruit and vegetables of all kinds, and coffee. Rotor No. 63 grinds coffee as well as does any coffee grinder, and can pulverize it, which the coffee grinder does not do. When rotor is removed, shell is open, free for cleaning. No uncut food is left in machine, no drip, no waste.



The Dana Food Chopper.

CANADA PAINT IN THE WEST.

Robert Munro, managing director of the Canada Paint Co., Montreal, spent Wednesday in Toronto on his way home from Winnipeg, where he has been during the past month arranging for the further development of his company's business in the west. Ed. G. Padden, of the Toronto store, is now calling on the trade in Manitoba and the new provinces, and will make his headquarters in Winnipeg in future.

Additions are being made to the linseed oil plant purchased about a year ago, and contracts have already been let for some of the work in connection with the new paint and varnish plant to be erected this Summer. The company purposes to spend in all about $160,000 in their Winnipeg plant, and having their own Manitoba linseed oil, which they consider the best in the world, they have every reason to look for tremendous growth in their western trade. Special machinery is now being manufactured and will be installed in the new buildings November 1, it being the intention to operate the mills after that date, in order to be able to supply the large trade looked for next year.

ONTARIO TURPENTINE INDUSTRY.

According to a report from Barrie's Bay, Ont., a site has been purchased for the establishment of a turpentine industry at that place. It is said that several buildings will be erected and a complete plant installed at which between 60 and 70 men will be employed.

CUT OUT WORRYING.

Don't worry about your competitor. Cut out the worrying and put your whole mind on your business. Then he will do the worrying for you. Remember the sales manager's advice to the green traveling man: "Never mind what our competitors are doing; what the ——— are you doing?"—The Hardware Trade.

A great injustice is often done ability by its confinement to a condition which affords no scope for development.

Never jump at a conclusion or opinion beyond your experience; approach it only with careful diplomatic discretion.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed
Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The machinery at Peat Works at Port Francis has been installed and work will commence at once.

The Frontenac Gas Co. is to establish a new gas plant at Quebec in opposition to the existing company.

The Fredericton, N.B., Gas Co. are to spend $10,000 this Fall in improving their electric lighting plant.

The Banwell-Hoxie Fence Co., of Hamilton, are to build an addition to their factory to cost $2.500.

A new factory is to be established in Brantford to occupy the works to be vacated by the Brantford Screw Co.

The Peterborough Shovel & Tool Co. have decided to erect a new brick warehouse, 40 x 100 feet, at a cost of $3,000.

Sir Thomas Lipton is said to intend to spend $2,000,000 in the establishment of a meat packing industry at Winnipeg.

Norwich, Ont., is to vote on a by-law to grant a loan of $5,000 to West, Taylor, Bickle & Co., broom manufacturers.

The McKinnon Dash & Metal Works Co. have reduced the amount of their common stock from $400,000 to $100,000.

The factory of the Brantford Roofing Co., Brantford, is now running to its full capacity, twenty men being employed.

The Canadian Northern Railway has purchased the Qu'Appelle, Long Lake & Saskatchewan Railroad, giving them access to Regina.

Winnipeg proposes to establish a municipal power plant and the city engineer is preparing plans for a power plant at Lac du Bonnet.

The Smart Bag Co., of Montreal, are having a three storey factory built for them near Charlevoix on the main line of the Grand Trunk Railway.

The Brien Heater Co. organized at Welland recently by Niagara Falls men has secured the factory buildings of the Niagara Metallic Furniture Co. at Welland.

Work has commenced on the erection of the new glass factory at Cayuga, and the contract calls for completion of the first building, 54 x 216 feet, within six weeks time.

The Canadian Niagara Power Co. announces that there is no demand in Canada for their power and it is their intention to export all the power produced to the United States.

The Canadian Cutlery Co. are completing arrangements with the City of London for a factory building, offering various inducements, and the company guarantees to employ 100 hands.

The St. Lawrence Supply Co., Montreal, whose plant has been in operation about five months, are doing a large business in manufacturing equipment and supplies for railway contractors.

Rhodes, Curry & Co., Amherst, N.S., have secured a contract from the Grand Trunk Pacific for 2,500 cars, the value of which will be $2,000,000. The contract is to run over a term of five years.

Evans, Coleman & Evans, Vancouver, B.C. are to establish a cement plant near Kendall, Washington, to supply the increasing demand of the Pacific Coast owing to the rebuilding of San Francisco.

An automobile company is to be established at Welland by J. F. Mills, of Buffalo. The company agrees to spend $12,000 in plant and employ forty men in return for certain inducements given by the town.

Montreal capitalists are said to be making arrangements to exploit marl deposits on the White Whale Lake Indian Reservation near Edmonton, for the purpose of establishing a large cement plant.

The Verity Plow Co. Brantford, are to erect a three storey addition to their warehouse at Brantford at a cost of $3,000, and a large quantity of modern machinery will also be installed in order to allow the capacity of their plant to be doubled.

English capitalists represented in Canada by J. M. MacKinnon, are to develop a pulp industry at Swanson Bay, on the northern coast of British Columbia. Machinery is now being purchased, and preparations made to get the plant in working order as soon as possible.

The Stevens-Hepner Co., has been organized with headquarters at Port Elgin. The company will manufacture brushes, woodenware, etc. The capital stock amounts to $150,000, the directors being H. H. Stevens and Jno. Hepner, of Port Elgin, and C. M. Bowman, of Southampton.

The recently organized Supreme Heating Co. may decide to locate their proposed stove foundry at Toronto Junction, although Owen Sound is the headquarters of the company. The company will manufacture stoves with attachments whereby a complete combustion is claimed to be produced and a large saving on fuel made. The device was patented by W. R. Hampden, recently of San Francisco.

BUILDING NOTES.

J. A. Hallier is erecting a $4,000 residence at Edmonton.

A $10,000 school is to be built at Swift Current, Man.

Ambrose Wilcox is erecting a store and office building at Saskatoon.

The Montreal Steel Works are to erect a warehouse to cost $14,800.

Building permits in Winnipeg so far this year total over $7,000,000.

Petrolia Gas Company are to build a large gas plant at that town.

Hoge & Thompson are erecting a store at Saskatoon to cost $25,000.

The Grand Trunk Railway Co. are to build a power house at Sarnia.

The Grand Trunk Railway Co. are to erect a new station at Walkerton.

The Northern Bank are to build a branch bank building at Melita, Man.

The Brackman-Ker Company are to erect a $12,000 store at Edmonton.

D. C. McKinnon, Winnipeg, is to build a four-storey hotel at Dauphin, Man.

The Tribune Publishing Co. are erecting a business block at Sackville, N.B.

Lougheed Bros., Winnipeg, are building a new Roman Catholic church in that city.

Calgary's building record for the first six months this year amounted to $821,000.

The T. Eaton Co. are to build another factory to cost $30,000, at Toronto.

Charles Proctor is to build a residence at Toronto Junction to cost $2,200.

Thos. Allen, Hamilton, is to erect three brick houses in Hamilton to cost $51,000.

The Jamieson Avenue Collegiate, Toronto, is to be enlarged at a cost of $34,500.

A large steel bridge with concrete abutments is being erected at Stellarton, N.S.

The National Club, Toronto, is to erect a four-storey club house to cost $115,000.

Geo. Morrison, general merchant, Callender, is erecting a two-storey store at that place.

The British Columbia Railway Company are to erect large new car barns in Vancouver.

Revillon Bros., hardware merchants, Edmonton, are to erect a warehouse to cost $1,200.

R. Howson is preparing plans for a $40,000 business block to be erected at Revelstoke, B.C.

Miller Cartage Company, of Toronto, are to erect a large storage warehouse on Dupont street.

The Centennial Methodist Church congregation, Toronto, are to erect a new brick church to cost $30,000.

The Moose Jaw, Sask., Y.M.C.A. has purchased a site for a large building which they will erect shortly.

The Swan River Hotel Co. have been organized with a capitalization to build a hotel at Swan River, Man.

Contracts have been awarded for additions to the Ontario Agricultural College, Guelph, amounting to $5,000. A new chemical building to cost $10,000 will be erected later on.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

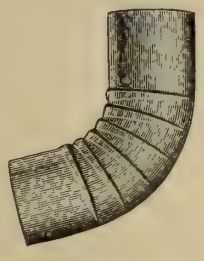
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Boiler Beacons

By E. CONOMY.

Signal 5.—The Dealer

The Dealer is a very important part of Boiler transactions. He is exactly half way between the boiler-maker's plant and the boiler-user's cellar.

The dealer who goes along boasting a steady trade is the dealer who studies the hot-water boiler question from a to z, distinguishing ***merits*** from ***demerits, practice*** from ***theory, accomplishment*** from ***pretensions.***



In the Beacons there has been set down these ***"true-as-the-sun"*** truths : The

"Economy"
Hot-Water Boiler

has ***perfect*** Section Connections, ***perfect*** Outlets, ***perfect*** Smoke Connections, ***perfect*** Fire-box.

You have been told ***why*** these Section Connections, Outlets, Smoke Connections, Fire-box, ***are perfect.***

What remains now is for us to prove what we have said, by other testimony than our own. ***That we will gladly do.*** Take a copy of your billhead, cut off the printed matter, stick it in an envelope and address to us. By return mail we'll despatch a Beautiful Boiler Booklet.

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

834. Corrugated flues for ships, etc.—A British engineering firm manufacturing corrugated flues for ships' boilers, etc., desire to extend their trade to Canada, and invite correspondence.

838. Woolen and cloth rags.—A Yorkshire firm manufacturing all kinds of mungo and shoddy desire to hear from Canadian buyers, and also inquire for Canadian shippers of all kinds of woolen and cloth rags.

839. Soft rags.—A Yorkshire firm desire to get in touch with Canadian importers of all kinds of woolen, cloth and soft rags, also clippings, and invite correspondence from buyers.

840. Woolen mungo rags.—A Yorkshire firm ask to be put in communication with Canadian buyers of new and old woolen mungo rags, and would appoint a suitable agent for Canada.

841. Leather belting, etc.—A Yorkshire firm manufacturing all kinds of leather belting, hydraulic and mechanical leathers, picking bands, and loom requisites, rubber, leather and dynamo and elevator belting, ask to be put in communication with Canadian buyers, and are open to appoint a suitable firm as their agent in Canada.

844. Carbide of calcium.—Inquiry has been made by a Scottish firm for names and addresses of Canadian manufacturers and exporters of carbide of calcium.

849. Engineers' tools. — A company manufacturing engineers' tools of various kinds would like to get into touch with Canadian importers.

851. Ores.—A firm in Frankfort-on-Main, Germany, wishes to get into correspondence with Canadian shippers of ores of all kinds, particularly iron and copper pyrites, galena, zinc-blende and antimony.

871. Boilers.—A Yorkshire engineering firm, manufacturing high pressure boilers of every description, ask to be put in communication with Canadian buyers.

873. Lubricating oils, etc.—A large Yorkshire firm desire to get in touch with Canadian buyers of lubricating oils and engine rod packing.

853. Roofing felt, roofing and insulating paper, etc.—A German firm desire to get into touch with Canadian manufacturers of roofing felt, roofing and insulating papers and sheathings, for the purpose of purchasing same.

878. Structural iron work, etc. A Yorkshire engineering firm manufacturing shafting and mill gearing, rolled iron joists, wrought iron girders, wrought iron roof and structural iron work, invite correspondence and negotiations.

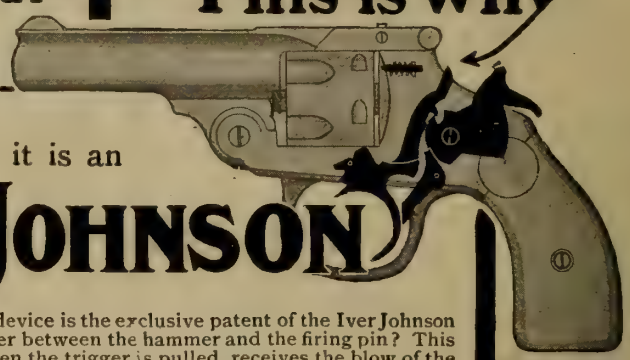
862. Varnish.—Manchester firms dealing largely in oils and paints, wish to obtain prices of spirit and oil varnish, from Canadian manufacturers.

WOOD SASH PINS.

An Ontario hardware merchant desires to purchase some wooden sash pins, seven-eighths, one, and one and one-eighth inches in size. Can any reader of Hardware and Metal advise us where these goods can be purchased ?

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

RUBBER BANDS FOR PACKAGES.

The rubber band has, to a certain extent, supplanted the twine and cord for store use, but one of the objections raised against the circlets of elastic is that it is not possible to make an attractive package with them as with the fancy kinds of cord. In order to overcome this drawback, the bands have been recently put on the market in very artistic colorings, which are quite as gaudy as anything which has ever been secured by the twine maker, instead of being limited to the usual grey color. These bands are made in various colors and designs, the effects being mostly in stripings of different colors.—Kuhlow's German Trade Review.

RUBBER COMPANY'S PICNIC.

The complimentary picnic tendered by the management of the Canadian Rubber Company, Montreal, to their employes, took place on Saturday, to Berthier. Two steamboats, the Berthier and Three Rivers, had been engaged for the outing, and so as not to separate the party they were both lashed together, which is a very unusual occurrence on the St. Lawrence, though frequent enough on certain American rivers. The start was made from the wharf, at the foot of the company's factories, at about nine o'clock, and the party numbered about 1,600.

Berthier was reached shortly after one o'clock, and the whole population of the town was drawn up on the wharf to receive the excursionists. Flags and bunting were also to be seen, and across the streets at several points were stretched streamers bearing the legend "Welcome." The sports of the day were held at Cuthbert Park, some distance outside the town, and they were carried out to the general satisfaction and amusement of all.

CHILDREN AS TRADE GETTERS.

An enterprising southern merchant recently distributed the following circular to the school children in the schools in his district :

"Experience proves that one-fourth of all the goods sold over the counter are purchased by children, and the merchant who ignores these little shoppers is indeed pursuing a short-sighted business policy. We intend that every child in our town shall become a 'booster' for this business, and in order to accomplish this we are going to make them silent partners in this business. Here's the plan : To any boy or girl who will collect checks representing cash purchases amounting to ten dollars we will give twenty-five cents in cash. Begin to save money now. Cut out the facsimile check herewith shown ; it will count as one dollar. Get nine more in checks and return them to us ; your money is ready for you. Our cash register issues a similar check for each purchase you make. Save them and you will be surprised how quickly you will secure the desired amount. Checks must represent cash purchases."

Liberal views even if founded upon erroneous impressions are preferable to the contracted ignorance of too conservative caution.

CONDENSED OR "WANT" ADVERTISEMENTS.

BUSINESS CHANCES

$2,500 will buy the stock of stoves and tinware, tools, patterns and raw stock of a live business in the thriving town of Burlington. Apply, Lock Box 113, Burlington. [30]

FOR SALE—In Ontario, large retail hardware business, doing immense trade; grand opportunity; good reasons for selling. Hardware Merchant, care of HARDWARE AND METAL, Toronto.

$5,000 will buy a good clean stock of general hardware, also tools, patterns and raw stock with good will of business; owner going west; an excellent chance for young tinsmith with some capital. Box 545, HARDWARE AND METAL, Toronto. (30)

SITUATION VACANT

TINSMITH and pipe fitter wanted; $12 per week; steady job. J. D. Murdoch & Co., Simcoe, Ont. (29)

SITUATIONS WANTED

BOOKKEEPER and stenographer wanted; a young man who understands double entry bookkeeping and can do typewriting and write shorthand; town of 7,000; state qualification and salary. Box 539, HARDWARE AND METAL, Toronto. [29]

HARDWARE clerk wanted; young man with three or four years' experience in general hardware, who can make and close sales; must be good stock keeper, tidy and of good appearance; for hardware in town of 7,000 population; state experience and salary expected. Box 540, HARDWARE AND METAL, Toronto. [29]

WANTED position in west by retail hardwareman; eight year's experience; general and builders' hardware, stoves, etc.; understands ad. writing and window dressing; can give best reference. Address 514, HARDWARE AND METAL, Toronto. (31)

AGENCIES WANTED

ENGLISHMAN about to return to London, well connected in hardware trade, would be glad to communicate with manufacturers with a view to taking up agencies either buying or selling. Address, Box S, HARDWARE AND METAL, Montreal. [29]

AGENCY WANTED

WE wish to act as buying agents for firms who buy English goods; can buy close, pack and ship promptly; commission basis; correspondence and trial invited. Bishop, Mary Ann street, Birmingham. (30)

WINNIPEG

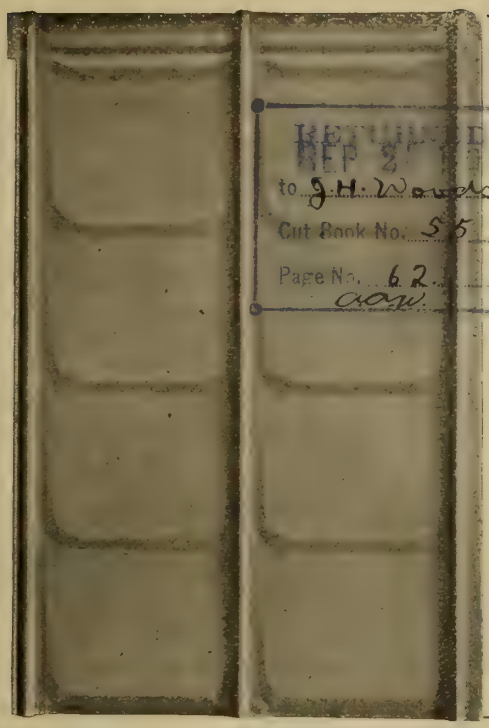
NEW WAREHOUSE

UNDER CONSTRUCTION

FOR SALE OR LEASE

50x100 ft., 6 stories and basement, mill construction, corner, light three sides, with spur track, 1 block from City Hall.

RADFORD, 475 Main St. (30)



HERE IT IS!!

The "Sure-Grip" Shingle

Those who are using it, and the number is increasing by leaps and bounds, claim it's the greatest shingle ever made. Of course they know, because they have tried them all.

Fall in line—don't waste time and energy.

Made in three weights of both painted and galvanized material.

The Galt Art Metal Co., Limited

GALT, ONT.

WESTERN AGENTS

The McCLARY MFG. CO.

WINNIPEG & CALGARY

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope

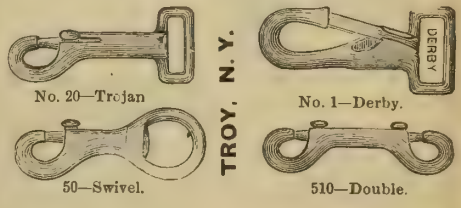
Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Covert Mfg. Co.

TROY, N. Y.



No. 20—Trojan

No. 1—Derby.

50—Swivel.

510—Double.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

Canadian Contract Record

Toronto, Montreal, Winnipeg, and Vancouver

$2 **$2**



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers **Send for 1906 Catalogue**

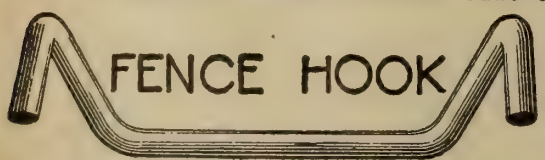


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — *EASTERN AGENTS*

HAMILTON — *ONTARIO*

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited. —— **LONDON, ONT.**

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

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Best Grade American

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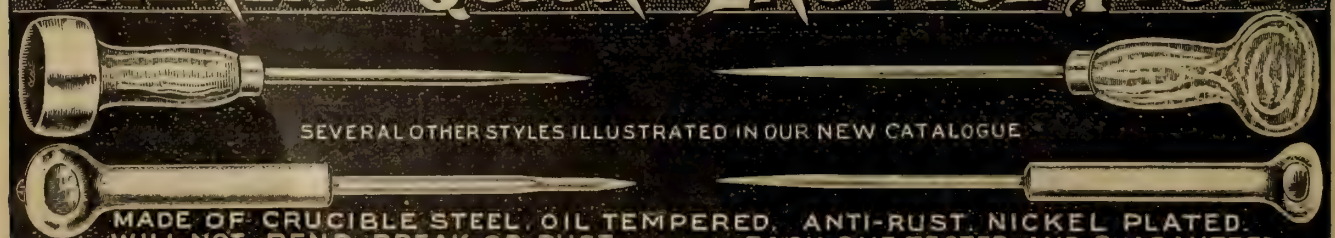
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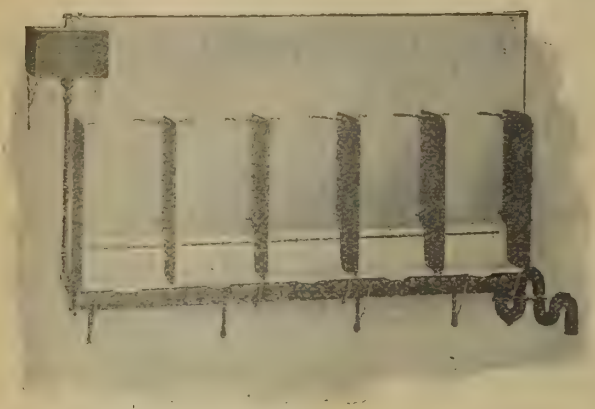


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Made in standard and extra heavy pattern for all pressures—renewable disc.



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Combines all the best features in injector construction — efficiency guaranteed.

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PLUMBING AND STEAMFITTING

MANUFACTURE OF SOIL PIPE AND FITTINGS

Paper Prepared for the Recent Convention of the American Foundrymen's Association by T. J. Best, Montreal.

The first requisite in the art of making soil pipes and fittings is a well lighted and ventilated foundry. A shop 86x200 feet will be required for a melt of from 20 to 25 tons per day. Light should come from each side and end, also from one or two monitors running nearly the full length of the roof, with pivoted sash duly placed in them. This will make the centre of the shop nearly as light as at the sides. Perfect ventilation will also be assured. The mill, or cleaning, chipping, and oiling rooms, should be at one end of the foundry, separated by a fireproof wall. The mill room should be large enough for 12 to 16 ordinary mills. If, however, exhaust mills are used, a smaller number will answer.

The floor plan of the foundry could be laid out as follows : On the side nearest to the cupola a passage about 6 feet wide should be arranged for, extending from end to end. Then the pipe floors are laid out, each about 11x45 feet. The floors should run crosswise to the foundry, and then another passage of 5 feet laid out, also extending the full length of the building. There should be a good wide passage in front of the cupola, which should connect the longitudinal passages. In the centre of each passage a narrow gauge industrial railway should be laid down, and provided with proper turntables at each end and at the centre passage. This railway should continue through the mill room.

The mill room should be about 20x80 feet, the mills to be placed on each side. A turntable should be placed so that work may be taken from the mills when clean and sent to the chipping and grinding room, from which it should be continued to the oiling room, and thence to the shipping sheds.

The Method of Molding.

In the centre portions of the pipe floors, at proper distances apart from each other, there should be set and secured firmly iron rails or small I beams, on which to rest mold boxes and machines. In the centre of the passage between floors tee irons should be suspended from the roof, well stayed, and high enough to allow men to walk beneath them. This is for the purpose of resting the mold boxes against them while on end, after the heat has been poured and the boxes shaken out at night. A good supply of trucks is essential to carry out the castings either by night or day, as may be desired. In any case a few men with good trucks can clean up the foundry very quickly.

The machines or follow boards, on which the pipes are made, as well as sizes and weights of mold boxes, vary in different establishments. Some foundries use machines run by steam, others use hydraulic power or compressed air, to press the mold. The general way, however, is to do the work by hand ramming. The pattern should be made very accurately and be well fitted. I have seen patterns made with rather more than half circle and finished with files and emery cloth. This is a tedious and crude way. By all means see that good sound castings are provided, and turn them up. If you have a universal grinder, finish your patterns by grinding them. Too much care cannot be given the machines and patterns. The plates and stops for mold boxes must be accurate. The mechanism for raising and lowering patterns should be as simple as possible, with the precaution that the patterns should be raised vertically only. I have seen cam motions that would lift patterns slightly sidewise, while others would lift toward one end. This is liable to make an overlap one way or the other. Patterns for 2-inch and 3-inch pipe are made two in a box. In many places the 4-inch are also made two in a box, but with a single pattern and a light box one man can make 35 and in many cases 45 4-inch pipes a day, if two men are working together. Another advantage is that when one man rams the mold it will be uniform. Two men working on a mold will not ram up the same, and the result is an uneven casting. Good results are obtained with one man on a floor and the understanding that the men lift for each other, and also help set the cores.

The light pipes should be made in the centre of the shop, so that the hottest iron may be poured there. The heavier material can be cast at the ends of the foundry, and the metal taken there in small bull ladles holding 500 to 600 pounds, on an overhead system. This will save a lot of hard work. The fitting floors can all be stationed at one side of the foundry, or in any other part not taken up by pipe floors.

The Care of Patterns.

All fitting patterns should be well finished and set true in follow boards. The 4-inch tees, as well as all other small patterns, are made two in a box. This refers to shell patterns. I have seen a man make 80 4-inch elbows in a day, but both patterns and follow boards must be first-class to do this.

Follow boards and patterns must be kept clean. The boards should be well coated with shellac varnish, and patterns with a composition to prevent rust. For this purpose a good article consists of 4 ounces sperm wax and 4 of beeswax melted together. Benzine is added, as well as plumbago, to make a stiff paste. Put this on the patterns with a paint brush and polish with an ordinary stove brush. A boy can keep quite a number of patterns in good condition. Molders can and will make more and better work when they have the best of patterns to work with.

The pattern storage is another important thing. The mold boards should be given a letter or figure. A corresponding letter or figure should be placed on the rack or shelf on which the pattern is to be kept. The storage should be well ventilated and lighted. Fireproof doors and shutters are necessary. These may be expensive, but will pay in the end. All pipe patterns should be cleaned off every day and the mechanism oiled. It will not take long to do this, but neglect of it will soon run up into money.

There should be a plentiful water supply. Six or eight water barrels set on the floor will be of great benefit to the men. It will enable them to drink and to wet the core boxes and bars as required without walking a long distance.

Sometimes there has been difficulty in pouring the full heat. A good plan is to train every man to carry iron. Every laborer should be given a ladle full of the first tap and be made to carry it to some part of the shop and dump it into a conical pot. Of these there should be quite a number throughout the foundry. Putting the iron into them is far better than spilling it on the floor to be gathered up next morning. Nice, clean ingot scrap is the result, and no sand or dirt to go into the cupola. If every new man is trained as above mentioned there will never be trouble about having men on hand to take away the full heat.

Better Pipe and Fittings Demanded.

We have to turn out a better grade of pipe and fittings than formerly. I do not know how it is with you in the United States, but we in Canada are forbidden to use the broad mantle of charity that covers a multitude of sins —that is to say, the hot tar pot. Our pipes and fittings must be oiled, or dipped into a mixture of oil and benzine. The oiling room should have two or more tanks in which all pipes and fittings can be immersed ; also suitable drainage racks on which pipes can be stood on end, the surplus oil running back into the tanks. The fittings are dipped and thrown on a drainage rack. Racks about 2 feet apart and as long as convenient may be set up, bars of $\frac{3}{4}$-inch pipe being placed about every 2 feet to form pockets or divisions. This will prevent the oiled pipe from falling over, and by the time the rack is filled the first pipes will be ready to go to the shipping room. Some foundries dip their pipes on the side, while others dip on end. This may be carried out just as is desired or convenient.

Pipe Cores.

There are various ways of making cores. They are now, however, usually made of green sand. Some foundries do their ramming by hand, others by means of squeezers, and still others in vertical core boxes made in three parts. In the boxes the back part is held stationary

and the other two parts are hinged to it. The core bar is whetted and put into position. Then a tube, having a screw with a coarse thread at the lower end, is lowered over the core bar, a small quantity of sand thrown in and the screw revolved by machinery. A man throws the sand into the hopper and as the screw revolves it packs the core, which raises itself at the same time. There are balance weights on a chain which regulate the pressure put on the sand in the box. This machine is very good, but also very expensive, and is being superseded by the horizontal machine. There is a great variety of these machines. For instance, I have seen a long riddle suspended so as to sift the sand down on a core bar. The noise of the mechanism could be heard a long way off and was very annoying. Others are made with a shaft on which a number of wheels are made to revolve and thus shake the sand on the bars. Whatever the style, the bar revolves and the sand falls on it from above. As the sand impinges it is rotated against the steel knife provided and shaped for the purpose. From 500 to 600 cores can be made and used each day on a good machine, in sizes from 2 to 6 inches in diameter. The change from one size to another can be made in a minute.

Cupola and Melting.

We read so much about high and low melting ratios. The trouble is that we do not take time to think deeply enough about our business. For instance, not long ago I read of a foundry having a 52-inch cupola melting about 20,000 pounds a day at a ratio of 6 to 1. They could not understand why others were getting better results. I do not pretend to know as much about what I have given here as I ought to, yet I do say that if we want to be successful we must proportion things properly. Therefore for a plant such as I have described in this paper, in which from 20 to 25 tons a day are cast, the cupola should measure about 45 inches inside the lining, which should be double brick. At least six tuyeres 4 by 12 inches should be arranged for. The main blast pipe should be 18 inches diameter, and if convenient let down each side of the cupola in two 13-inch pipes. The blower, which I prefer to have a positive one, should be as near the cupola as convenient. In this way from 3,500 to 4,000 cubic feet of air will be furnished each ton of iron melted and there will be no difficulty in getting a 10 to 1 ratio. It must be borne in mind, however, that it is as important to look after the coke as any other part of the melting scheme, and suitable dry sheds should be provided for it as well as the sand.

For pipe and fittings the metal required should be both hot and clean. In order to have this let the melt be as continuous as possible. A convenient ladle should be kept under the spout, and after the metal is tapped it should not be stopped again during the whole pouring operation. The tuyeres for this class of castings should be placed lower than where iron is held in the cupola. In order to get rid of the slag the spout should be made special, as follows : About one-half down the length of the spout an opening should be made in one side, and about 4 inches ahead of this opening there should be inserted a fire brick on edge, so as to form a trap or depression, under which the iron must pass, or rise to about the same level again on the other side of the brick. Then the slag, which is lighter than the iron, will flow off at the side of the opening, and can be led to any desired place. It will be advisable to cover that portion of the spout nearest the cupola. Keep a little wood or charcoal floating on the slag. This will keep it hot and insure its flowing easily, at the same time keeping your iron clean.

VARNISH FOR RADIATORS.

Radiators for steam and hot water heating apparatus require to be lacquered with varnishes of special quality, owing to the high temperature to which they are exposed (nearly the boiling point of water). Oil paints are unsuitable, being too liable to blister, whilst light colors turn brown and peel off. The best lacquer is a good asphalt varnish, which, when stoved, will keep its gloss and last for a long time ; but black is not a favorite color for this purpose. The same material can, however, be used in the preparation of red-brown, dark brown, and grey shades by adding Venetian red and lithopone respectively to the asphalt varnish.

To obtain a durable coating of oil paint topped with varnish, the former must be well thinned with turps, so that it dries matt, another coating being then given and varnished with special varnish. Some commercial varnishes sold for this purpose soften under the influence of the heat, and in a very short time become brittle and rub off under the finger. The varnishes should be made of copal, inferior grades being prepared from hardened resin or colophony, and should be thin in order that they may harden quickly and not turn brown. Thicker varnish can only be used when a drying stove is employed, the coating then being very durable and of good appearance.

The following recipes are recommended : Black radiator varnish : (1) Prime Syrian asphaltum or Gilsonite, 10 parts, are heated over a moderate fire with 2 parts of linseed varnish until uniformly fluid, and the mixture is thinned down to the consistency of varnish with turps when cold. (2) Asphaltum, 6 parts ; lignite asphaltum, 4 parts ; and linseed varnish, 2 parts, are melted together, and thinned down when cold with turps and solvent naptha or heavy benzine.

Clear radiator varnish : (1) Ten parts of Manila or kauri copal are melted in the usual manner and heated to 270 degrees C., with three parts of prepared drying oil, tested for clearness, and thinned with the requisite quantity of turps when cold. (2) Ten parts of hard resin (5 to 10 per cent. calcium resinate), 2 parts of galipot, 3 parts of linseed varnish, and 0.2 of ground litharge are melted together at a moderate heat until fluid, then cooled and thinned down with turps or other suitable diluent until workable. These varnishes may be colored with body colors of best quality, ground with a portion of the varnish, and then mixed with the bulk.—Farben Zeitung.

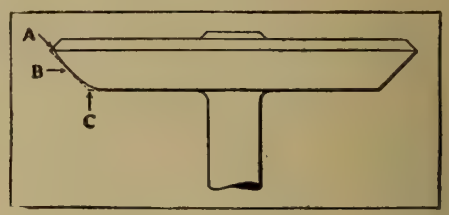
PLUMBERS' CONVENTION DATES.

John A. Gordon, Montreal, secretary of the National Plumbers' and Steamfitters' Association, has received word from Ottawa that the dates set for the annual convention in that city are August 7, 8 and 9. Every effort is being made to have the convention of special benefit to every plumber in the Dominion, and it is to be hoped, in the interests of the trade, that it will be well attended.

LAST RESORT REMEDY FOR A LEAKY VALVE.

When every other remedy for a leaky inlet or exhaust valve has failed, says Popular Mechanics, try this :

Chuck the stem of the valve in a high-speed lathe, and with as fine a flat file as can be obtained, while the valve is revolving in the lathe at a high rate of speed, touch lightly at (A) (see sketch), skip (B) and take off the corner (C), leaving the valve with a slightly rounded instead of a flat seating surface. It has been found that this method is sure when others fail, and that a valve so dressed will hold well for months afterward. It does not matter which way the stem wabbles, for the valve always finds a perfect seat, on account of its spherical shape, the action being similar to that of a ball check valve.



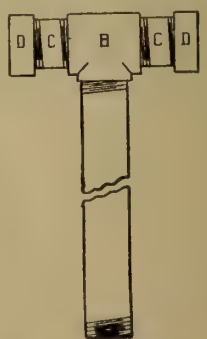
Repairing a Leaky Valve.

HAMMER MADE OF PIPE.

A very handy hammer can be made for little or nothing, provided one has a few old materials on hand.

Into a ½-in. tee (B) screw a piece of ½-in. pipe (A) about 8 in. long with threads on one end and two pieces of ½-inch pipe (CC) 2½-in. long with threads on both ends. On the ends (DD) put ½-in. caps.

A larger hammer can be made by using pipe of larger dimensions, and the hammer can be made heavier by stopping up the tee and filling the head with lead.



Hammer Made of Pipe.

Tenders will be received by J. W. Morgan, Port Arthur, up to Wednesday, July 25, for the installation of the plumbing and heating system in the new Ward school in Port Arthur.

MORRISON CO'S EXCURSION.

Nearly 200 employees of the James Morrison Brass Mfg. Co., with their families and friends, spent an enjoyable time last Saturday at Niagara Falls, the occasion being their 18th annual excursion and games. The trip from Toronto was made via the Niagara Navigation Co's boats and the games were carried off successfully at the Queen Victoria Park below the Canadian Falls.

WATER SUPPLY SYSTEM.

The Provincial Board of Health has approved the plans for the proposed water supply systems of Brantford and Chesley, to cost $28,000 and $30,000, respectively.

The application regarding the water supply system of Port Elgin was referred back for additional information, and the same action was taken in regard to the waterworks and sewerage systems for Picton.

The municipality of Bracebridge has been requested to submit plans showing the proposed sewerage systems, for which a permit has been asked. The plans submitted to the board were those dating back to 1900, when a sewerage system on a larger scale was proposed.

For the protection of Peterboro water supply the municipality will control the area which parallels the Otonabee River to Lake Katchawananooke, a distance of about nine miles from the city.

SOLDER AND CEMENTS.

A hard and quick-setting cement for fixing brass letters to glass is made up of litharge, 2 parts; white lead, 1 part; boiled linseed oil, 3 parts; gum copal, 1 part. It should be mixed just before it is needed for use.

A recipe for a soldering fluid for iron is to place in a bottle hydrochloric acid and add to it as much zinc as the acid will dissolve and a small quantity of sal ammoniac. The sal ammoniac has a cleansing action on the metal.

A recipe for a cement for irons is: Sulphur flowers, 6 parts; white lead, dry, 6 parts; powdered borax, 1 part. Mix well by sifting and keep as a dry powder in a well-closed tin box. To prepare this for use, make a thin paste with strong sulphuric acid. It will become hard in five days.

PROSECUTIONS COMMENCE.

As an aftermath of the recent civic investigation in Toronto, summonses have been served on practically all of those who, according to Judge Winchester's report, were implicated in the scandals arising out of the recent investigation. Joseph Wright, of the Bennett & Wright Company, received four of the writs, while another was issued for S. S. Clark, of the same company. Writs were also issued for the representatives of the various roofing concerns and for the architects and others concerned in the scandals.

Hagen Bros. & Company, plumbers, have purchased the heating and plumbing business formerly carried on by J. C. Carter, Amherst, N.S.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 20, 1906.

Considering the time of year, the call for all classes of seasonable plumbing supplies is most remarkable. It was scarcely hoped that this Summer's sales would equal those of the corresponding period last year, as that was considered a wonderful departure from the customary midsummer quietness. So far, however, this season has surpassed it in the volume of business done, and, with a good Fall trade, the present year is sure to go down as a record-breaking one.

As pig lead has firmed up again since our last report, it is altogether likely that lead pipe will hold steady at the recently advanced prices. In explanation of this rise in value while pig lead was distinctly declining, it might be stated that for some time while pig lead was at high-water mark, no change was made in the price of pipe, so that it was really selling at a much lower figure than conditions in the primary markets warranted.

All prices are held very firm, but there has been no further increase in the price of any line of supplies.

RANGE BOILERS—Sales continue to be of satisfactory volume. Our prices this week are as follows: Iron clad, 30 gal., $5; 40 gal., $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—The recent advance in these goods has been strengthened by a firmer market in pig lead, and it is generally thought that there will not be any return to the lower price for some time yet, at any rate. We quote: 15 per cent., f.o.b., Montreal, Toronto, St. John, N. B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—All kinds of fittings are being sold freely. Prices are firm at the same discounts as before. Discounts on all sizes of nipples up to 6 inch., 67½ to 70 per cent.

IRON PIPE—Conditions are unchanged, and the long expected advance has not yet materialized. We are quoting this week's prices as follows: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Good business is being done at steady prices. We are quoting as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—A recovery in the pig lead market and a slight firming up of tin, have produced steadier conditions in solder, and stopped the decline. We are again quoting: Bar solder, half-and-half, guaranteed, 23½c.; No. 2 wiping solder, 19c.

ENAMELWARE—There is a good inquiry for enamelware to equip the many new buildings which are nearing completion. Our prices for this week follow: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 20, 1906.

Trade continues to keep brisk for this season and all the supply houses have the same story to tell—a rushing Summer's trade in plumbing supplies and a fair trade in heating goods. All report, too, a larger total for the first six months than for the same period a year ago and this in spite of the dullness in the late Spring.

All prices keep firm with no changes to report. Solder is about as before, with lead pipe, iron pipe and fittings all firm and steady.

LEAD PIPE—Prices are firm and the demand lively. We quote as follows: Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS — Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—A large demand is evi-

dent and quotations are firm. We quote: Black, 1 in. pipe, $4.37 ; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67½ per cent. ; cast iron plugs and bushings, 67½ per cent. ; flange unions, 65 per cent. ; nipples, 75 and 5 per cent. ; iron cocks, 60 per cent. ; Canadian malleable, 35 per cent. ; American malleable, 25 per cent. ; malleable unions, 65 per cent. ; malleable bushings and plugs, 60 and 10 per cent. ; C. I. ceiling plates, plain or N. P., 70 per cent. ; C. I. floor, 80 per cent. ; hook-plates, 65 per cent. ; expansion plates, 65 per cent. ; headers or branch tees, 65½ per cent. ; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote : 12 gallon capacity, standard, $4.50 ; extra heavy, $6.50 ; 18 gallon, standard, $4.75 ; extra heavy, $6.75 ; 24 gallon, standard, $4.75 ; extra heavy, $6.75 ; 30 gallon, standard, $4.75 ; extra heavy, $7.50 ; 35 gallon, standard, $5.75 ; extra heavy, $8.50 ; 40 gallon, standard, $6.75 ; 40 gallon, extra heavy, $9.50 ; 52 gallon, $11 ; extra heavy, $14 ; 66 gallon, standard, $18 ; extra heavy, $20 ; 82 gallon, standard, $21 ; extra heavy, $24 ; 100 gallon, standard, $29 ; extra heavy, $34; 120 gallon, standard, $34 ; extra heavy, $40 ; 144 gallon, standard, $47 ; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Trade continues very good with a larger demand likely as buildings in course of erection near completion. We quote: Hot water, 50 and 2 1-2 per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER — Prices are unchanged. We quote : Bar solder, half-and-half, guaranteed, 24c. to 25c. ; wiping, 22c.

ENAMELWARE — We quote as follows : Plate E1, 5 feet, first quality, $20.65, special $18.65 ; plate E11, 5 feet, first quality, $19.15, special $17.15 ; plate E21, 5 feet, first quality, $19.15, special $17.15 ; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

PLUMBING ITEMS.

A gas well with a yield of about 2,000,000 cubic feet per day has been struck at Kingsville, Ont. A company has been formed to build a pipe line from the natural gas field at Tilbury to Chatham.

About 20 men are employed in the work of installing a filteration system at the waterworks at Fredericton, N.B.

Niagara Falls, Ont., has obtained sanction for the extension of the town's waterworks and the electric lighting system.

The Town of Port Elgin is asking for tenders for the supplies necessary for the construction of a system of waterworks in that town.

Saskatoon, Sask., is advertising for tenders for the supply of material for the construction of waterworks, sewerage, and electric lighting equipment, tenders closing on August 14.

The American Waterworks Association, which held its convention in Boston last week, has decided to hold its next annual convention in Toronto. About 400 delegates are expected to attend.

TINWARE ON FIRST G.T.P. CAR.

The Vancouver World of July 3 contains the following paragraph :

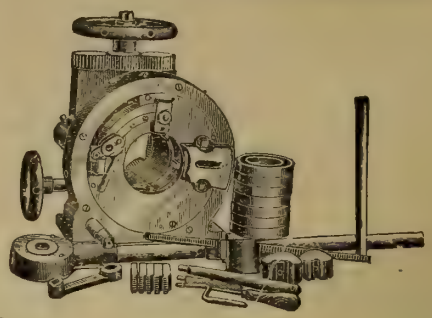
"The first Grand Trunk Pacific freight car to reach the Pacific Coast arrived in Vancouver this morning over the Great Northern line, direct from Montreal. The new car, which is numbered 300208, left the Montreal shops of the G.T.P. immediately before being loaded with tinware for Vancouver merchants. The car has 60,000 pounds' capacity, and is the forerunner of many others now on their way to this coast."

This car made a remarkably fast trip across the continent. On being discharged from the shops of the Canada Car Co., Montreal, it received a large shipment of enamelled, galvanized and tinware, from the factory of the Thos. Davidson Mfg. Co. This was on June 19, and the Davidson Co. are feeling very jubilant over the prompt deliverv of this carload.

WEST INDIAN TRADE.

G. E. Burke, Canadian commercial agent at Kingston, Jamaica, reports that there is a decided demand in evidence there for enamelware for domestic uses. Canadian manufacturers of tin and enamelware have developed a trade with Bermuda and will devote some attention to increasing the exports to other parts of the West Indies.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

GLAUBER



finest brass goods made



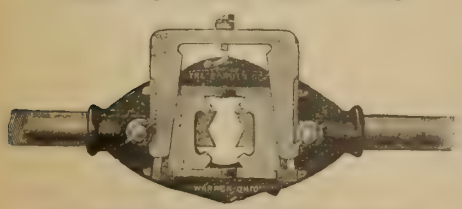
ALL SIZES GUARANTEED 5 YEARS ALL KINDS





CLEVELAND, OHIO

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada



An Adjustable Bushing

Saves all the trouble of separate bushings for each size of pipe. Centres the pipe instantly by a twist of the cam plate. Made for all sizes of genuine Armstrong Die Stocks. Sold separately from the stock. A very very useful device.

Write for catalogue and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St., Bridgeport, Conn.

Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

Oxford Boiler Fire-pot Walls do a Lot of Boiler-selling——

Those walls (see the picture) aren't sloped in over the fire just to be different from every other hot-water boiler. They slope in because that way they save fuel by catching heat other boilers waste with their straight-up-and-down walls. You'd hardly believe what a really big argument this Oxford peculiarity is when it comes to clinching a sale. It's so easy to see into—it's so clearly a fuel-saver, this idea. And that's only one of the twelve selling points of the



Oxford Hot-water Boiler

If you had all twelve at your tongue's end, you'd close more jobs this Summer and Fall. Why wouldn't it be a good idea to write to-day and ask for our special offer to live dealers?

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

168

UNITED BRASS GOODS PAY FOR THEMSELVES.

Every shrewd plumber knows that doing a job with cheap materials is an expensive way of making money. The repairs the plumber is called upon to make after the job has been in use, cost time at least. Often several trips are necessary and eventually the plumber is obliged to put in good material that he might have used in the first place at less expense.

But the most expensive thing about poor plumbing is its effect on your business. Every job you do is an advertisement for you. Faulty work advertises your shortsightedness. Shrewd plumbers count on getting two or three jobs as the result of each one done. But

SHREWD PLUMBERS USE UNITED BRASS GOODS.

UNITED Brass Goods cost a little more, but the job that is done with UNITED goods is finished. The plumber is saved the time and trouble of making repairs, he is saved the worry that must come when work goes back on him, he is saved every annoyance and expense because

UNITED BRASS GOODS ALWAYS GIVE PERFECT SERVICE.

UNITED BRASS MANUFACTURING CO.

CLEVELAND, OHIO, U.S.A.



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

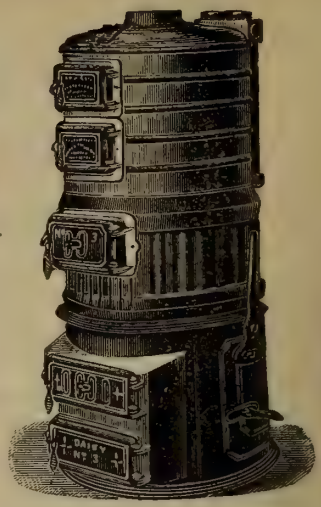
PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

THE ORIGINAL



The Improved Daisy Hot-Water Boiler is the Adam of the industry. The others came in on the eve of the Daisy's success.

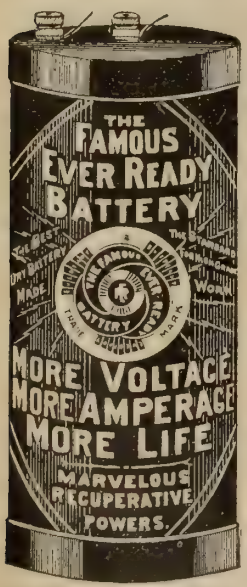
Imitations, etc., are never as good as originals, because they represent "follow-the-lead" methods, have no self-reliance.

Other boiler-makers have attempted to get the "Daisy" ECONOMY trait, but so far they haven't been able to get within a mile of it, though they have done lots of trying and shown lots of things—ON PAPER.

Let Dealers be Wise and Order the "Daisy"

R. J. CLUFF & CO.

Lombard Street, Toronto



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que

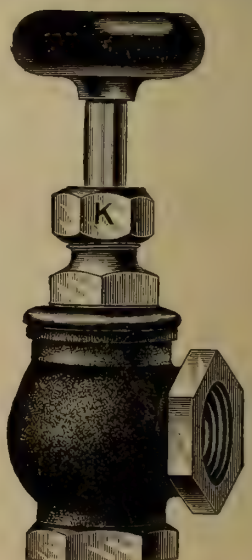
We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's Standard and Jenkin Disc Radiator Valves

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, trictly high-grade

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The KERR ENGINE CO.,

Manufacturers Limited

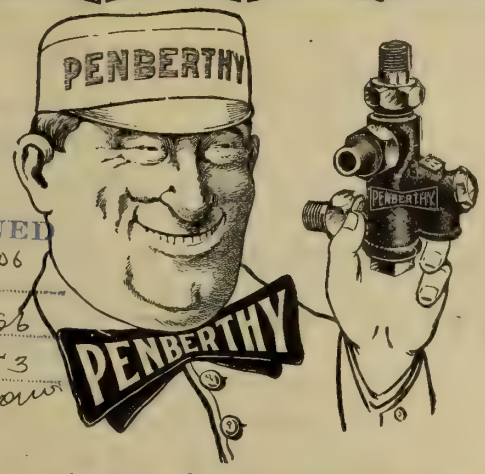
WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

GET OUR PRICES ON
Air Cocks, Lubricators, Air Vents

RETURNED
to Sunlin
Cut Book No. 56
Page No. 83

QUALITY GUARANTEED



GET OUR PRICES ON
OILER AND GREASE CUPS

PRICES THAT SATISFY

The injector that makes good all over the world.

An injector that is given the severest tests on capacity, long lift, hot water, vacuum, etc.
An injector that has won the confidence of every intelligent engineer and mechanic

BECAUSE IT IS

RELIABLE

ARE YOU SELLING PENBERTHY INJECTORS?

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

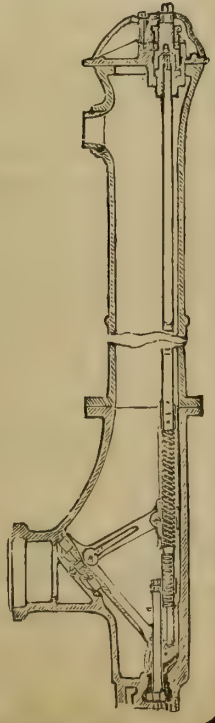


FAIRBANKS

Rewewable Disc

VALVES

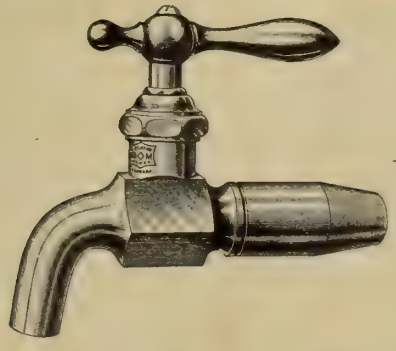
All wearing parts are renewable



Fire Hydrants
Valve Boxes
Indicator Posts
Waterworks Supplies

The Canadian Fairbanks Co., Ltd.

Montreal Toronto Winnipeg Vancouver



Mueller Fuller Bibbs

These bibbs are non-hammering, because the sudden closing which causes water hammer is prevented by a preliminary valve in front of the ball, which partially closes the waterway before the ball is seated.

UNCONDITIONAL GUARANTEE
THE MARK OF DECATUR H⊙M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

Your Judgment Will Endorse Our Word

"BLACK DIAMOND"

TARRED FELT

Proves its right to be in your store after the first visit.

"JOLIETTE" and "CYCLONE" SHEATHING

Make a hobby of multiplying trade.

In the making of Building Papers, Ready Roofing, Wrapping Papers, we aspire to, and know we achieve, First Honors.

☞ *Just now we are thinking of you. Send a message to us!*

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

July 21, 1906.

There prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$41 00 $41 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C,14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Ravea and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / 14x60, " / 14x65, "	7 00

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Jowett's Diamond J	0 06⅞	0 07
" Best	0 11	0 11½
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"T" " warranted		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imprical, geunine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25
28 gauge "	4 00
26 "	3 75
24 "	3 50

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ " "		5 60
" 5-16 " "		4 45
" ⅜ " "		3 85
" 7-16 " "		3 70
" ½ " "		3 55
" 9-16 " "		3 45
" ⅝ " "		3 35
" ¾ " "		3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	20 50

Bars.

Cut lengths, round, ¼ to ⅞ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned / Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 25	7 50
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks		8 00
Part casks		8 25

LEAD.

Imported Pig, per 100 lb	4 30	4 40
Bar, " "		4 50
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c 7lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb	0 27	0 28

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 09	2 92
⅜ "	2 09	2 92
½ "	2 42	3 27
¾ "	3 05	4 20
1 "	4 37	6 20
1¼ "	5 96	8 21
1½ "	7 15	9 86
2 "	9 54	13 10
2½ "	14 50	21 80
3 "	19 00	28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves, discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 75 per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock net	1 75
No. 4 " " "	1 90
No .7 Fuller's	2 35
No. 4½, " "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	3.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, dis. 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Per lb Montreal	Toronto
Bar, half-and-half, guaranteed	0 25½	0 24
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.	
Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4		4 75
Munro's Select Flake White		6 50
Elephant and Decorators' Pure		6 30
Monarch		6 50
Standard Decorator's		6 25
Essex Genuine		5 75
Brandram's B. B. Genuine		7 50
" Anchor," pure		6 00
Sterling Pure		6 00
Ramsay's Pure Lead		6 00
Ramsay's Exterior		5 75
Crown and Anchor," pure		6 00
Sanderson Pearcy's		6 30

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints....gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	C 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, $1.20 size 2, 70c.; size 3, 40c. each.		
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.		
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 10	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads. per lb.

Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	025

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, conepoint	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Roof Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 ...per gross	7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4"x3", ex wharf, per 1 000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys. 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis 40 per cent.

It Won't Cost You Anything

to know that Paterson's Wire Edged Ready Roofing is made from Pure Wool Felt saturated with Refined Coal Tar, and the different plies cemented together with the highest grade of Bitumen. Our Roofing contains nothing that will evaporate at less than 300° Fahrenheit, and that's why it lasts so long.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's	70	" 10	"
American	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to 75		"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Size United Inches.	Window Star Per 100 ft.	Box Price. Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	....	9 00
" " ⅞ "	"	....	10 00
" " 1 "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz			4 40
" " 2, "			4 85
Barrel, Underhill			5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.			
Heavy T and strap, 4-in., per lb			0 06½
" " 5-in., "			0 06½
" " 6-in., "			0 06
" " 8-in., "			0 05½
" " 10-in., "			0 05½

Light T and strap, discount 65 and 5 per cent

Screw hook and hinge—			
to 10 in	per 100 lb.	....	4 50
12 in. up	"	....	25
Spring, No. 20, per gro. pairs		....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	....	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list
M.R.M. Co. brand, 55 per cent.
"Monarch," 50 and 7½ per cent.
'Peerless" 50 per cent. dis.

Oval head

HORSESHOES.

F.O.B. Montreal

M.R.M. Co. brand, base			3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00	
Ordinary, with O burner	"	3 50	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut		$3 95 to	$5 00
Star, 12 to 16-in cut		2 75 to	3 05
Daisy, all sizes		....	2 50
Woodyatt, ball bearing, 12 to 20-in		5 60 to	7 45

Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz. Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00

Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 5 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English .....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00
man ..... " 0 60 0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz. 0 55 1 00
Axle ..... " 0 22 0 33
Screw ..... " 0 22 1 00
Awning ..... " 0 35 2 50

PUMPS.

Canadian cistern 1 40 2 00
Canadian pitcher spout ... 1 80 3 16

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RAKES.

Wood.....per doz. net 1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. " Klean Kutter'	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal..... 0 10½
Pure Manilla 0 15
"British" Manilla..... 0 11½
Cotton, 3-16 inch and larger.....0 21 0 23
" 5-32 inch 0 25 0 27
" ¼ inch 0 25 0 28
Russia Deep Sea 0 16
Jute..... 0 09
Lath Yarn, single 0 10
" double 0 10½
Sisal bed cord. 48 feet.....per doz. 0 60
" " 60 feet..... " 0 75
" " 72 feet..... " 0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 75
" No. 50, nickle-plated, " 0 80
Common, plain..... 4 50
" plated 5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks 8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's...per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb. 2 00 2 25
Solid ..... " 1 50 1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS. per doz.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
-in. style 20c. per dozen less.

SCREWS.

ood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 30 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shove (No. 2 pol.).$18 50

(Hollow Back)	(Reinforced S Scoop.)
Moose..... $17 50	..... $16 30
Bear 15 00	..... 15 30
Fox..... 12 50	..... 14 30
Black Cat.... 10 00	..... 13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz. 1 90 2 25
" No. 493 ..... " 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized 2 75
Plain 2 50
Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb. 0 28 0 60
Hindostan ..... " 0 06 0 07
" slip ..... " 0 09 0 09
Labrador..... " 0 13
" Axe..... " 0 15
Turkey ..... " 0 50
Arkansas..... " 1 50
Water-of-Ayr ..... " 0 10
Scythe .....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton.... .... 25 00
" under 40 lb., " 28 00
" 200 lb. and over 31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... " " 7 50

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 15
" " tinned..... 80 and 20
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 80
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk....85, 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and apanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 55
Copper tacks..... 50
Copper nails 52½
Trunk nails, black ..... 65 and 5
Trunk nails, tinned..... 65 and 10
Clout nails, blued ..... 65 and 5
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's.....each 0 90 2 85
" steel.....each 0 80 8 00

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.
German.....per doz. 4 75 5 10
S. & D., scou 35 per cent.

TWINES.

Bag, Russian .....per lb. 0 27
Wrapping, cotton, 3-ply 0 25
" " 4-ply 0 29
Mattress .....per lb 33 0 45
Staging..... " 0 27 0 35

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... .... 4 50 9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "	6c.	extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb..... .... 2 60
Galvanized, plain twist 2 75
Galvanized barb, f.o.b. Cleveland, $2.42½ f small lots and $2.30 for carlots.

COILED SPRING WIRE.

High Carbon, No. 9..... $2 60
" No. 11 .... 3 25
" No. 12 ..... 2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 45
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz. .....
Square " 59 00
Eclipse, per doz 48 00
Dowswell " 36 00
New Century, per doz 72 00
Daisy..... 48 00

WRINGERS.

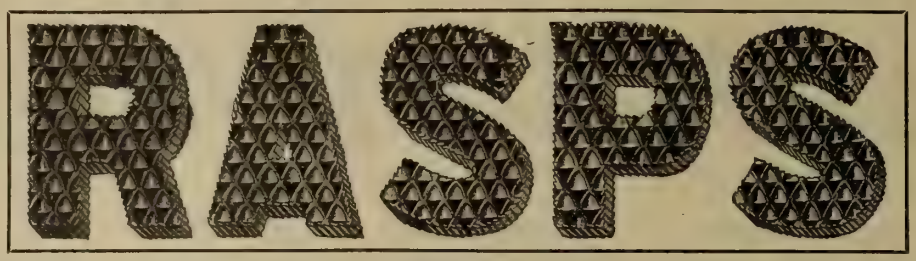
Leader, 11 in.....per doz. 32 00
Royal Canadian, 11 in. " 29 00
Royal American, 11 in. 29 00
Terms, 3 months, 2 per cent. 30 days

WROUGHT IRON WASHERS.

On [illegible]

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

We have a full assortment of all sizes from 1-8 in. to 6 in.

ALL READY FOR SPRING TRADE

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INDEX TO ADVERTISERS

A

Acme Can Works 22
American Shearer Mfg. Co 21
Armstrong Bros. Tool Co 51
Armstrong Mfg. Co 58
Atkins, E. C., & Co 13
Atlas Mfg. Co 20
Australasian Hardware 60

B

Barnett, G. & H., Co ....outside back cover
Barrett, Jos., & Sons 68
Batty Stove Co 20
Birkett, Thos., & Son Co. 1
Borden Co 58
Bowmanville Foundry Co 21
Bradstreet's 18
Brantford Roofing Co 16
Busy Man's Magazine 45

C

Cameron & Campbell 24
Canada Foundry Co 20
Canada Iron Furnace Co 41
Canada Metal Co 6, 21
Canada Paint Co 46
Canada Paper Co 20
Canada Smelting Works 41
Canadian Bronze Powder Works 43
Canadian Fairbanks Co 61
Canadian Heating & Ventilating Co 22
Canadian Sewer Pipe Co. 41
Canadian Shovel & Tool Co 4
Caverhill, Learmont & Co 7
Chicago Spring Butt Co 1
Clare Bros. & Co 23
Clauss Shear Co 63
Cluff, R. J., & Co 60
Consolidated Plate Glass Co 48
Consumers' Cordage Co 2
Contract Record Co 51
Covert Mfg. Co 51
Crain, Rolla L., Co 19
Cumming Mfg. Co 14
Cutts, C. M. & Co 68

D

Dana Mfg. Co 12
Davenport, Percy P 68
Davidson, Thos., Mfg. Co 4
Deseronto Iron Co 41
Dieckmann, Ferdinand 49
Dominion Cartridge Co. 11
Dominion Sewer Pipe Co 53
Dennis Wire & Iron Co 20
Dorken Bros ....outside front cover
Dover Mfg. Co 10
Dowswell Mfg. Co 52

E

Eadie, H. G 41
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co 52

F

Fenner, Frederick 43
Forman, John 60
Forwell Foundry Co 58
Fox, C. H 18
Francis-Frost Co 45
Frothingham & Workman 9

G

Galt Art Metal Co 51
Gibb, Alexander 18
Gilbertson, W., & Co 41
Glauber Brass Co 58
Grautoff, B. A., & Co 15
Greening, B., Wire Co 17
Guelph Stove Co 23
Gurney Foundry Co 22, 59
Gutta Percha and Rubber Mfg. Co outside back cover

H

Hamilton Cotton Co 51
Hamilton Rifle Co 21
Hanover Portland Cement Co 15
Harris, J. W., Co 17
Hart & Cooley Co 68
Heinisch, R., Sons Co 15
Henderson, J. A 19
Henderson & Potts Co 44
Heney, E. N., & Co 68
Hobbs Mfg. Co 6
Howland, H. S., Sons & Co 5
Hutton, Jas., & Co 18
Hyde, F. & Co 52

I

Imperial Varnish and Color Co 42
International Gas Appliance Co 14
International Portland Cement Co 15

J

Jamieson, R. C., & Co 43
Jardine, A. B., & Co 41
Johnson's, Iver, Arms and Cycle Works 50

K

Kemp Mfg. Co 24
Kerr Engine Co 60

L

Lamplough, F. W., & Co 16
Leslie, A. C., & Co ..outside front cover, 41
Lewis Bros., Limited 3
Lewis, Rice, & Son ..... inside front cover
Lockerby & McComb 53
London Foundry Co 23
Loughead, J. S., & Son 20
Lufkin Rule Co ..... inside back cover

Mc

McArthur, Alex., & Co 62
McCaskill, Dougall & Co 43
McClary Mfg. Co 21
McDougall, R., Co 17

M

Maple Leaf Harvest Tool Co 8
Martin-Senour Co 13
Merrell Mfg. Co 58
Metal Shingle and Siding Co 24
Metallic Roofing Co 39
Mitchell, D., & Co 37
Mitchell, H. W 18
Morrison, James, Brass Mfg. Co 54
Morrow, John, Machine Screw Co 15
Mueller, H., Mfg. Co 61
Munderloh & Co 65

N

Newman, W., & Sons 51
Nicholson File Co 66
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co 41
Novelty Mfg. Co 12

O

Oakey, John, & Sons 41
Ontario Tack Co 40
Ontario Wind Engine and Pump Co 21
Orford Copper Co 41
Owen Sound Wire Fence Co 17

P

Paterson Mfg. Co 64
Pearce, Frank, & Co 18
Pease Foundry Co. 49
Pelton, Godfrey S 43
Penberthy Injector Co 61
Peterborough Lock Co 16
Peterborough Shovel & Tool Co. 16
Phillips, Chas. D 15
Phillips, Geo., & Co 53
Pink, Thos 11

R

Radford, H 51
Ramsay, A., & Son Co 45
Reid, David, & Co 18
Robertson, James Co ....inside back cover
Roper, J. H 53
Round, John, & Son 15

S

Samuel, M. & L., Benjamin, & Co 2
Scarfe & Co 45
Scott, Bathgate & Co 18
Sells Commercial 51
Seymour, Henry T., Shear Co 15
Sharratt & Newth 20
Sherwin-Williams Co 40
Silica Barytic Stone Co 15
Stairs, Son & Morrow 66
Standard Paint and Varnish Works 43
Standard Ideal Sanitary Co 54
Stephens, G. F., & Co 37
Stewart, Jas., Mfg. Co 18

T

Taylor-Forbes Co ..... outside front cover
Tees & Persse 18
Thompson, B. & S. H., Co. outside back cover

U

United Brass Mfg. Co 59

V

Vickery, O 18

W

Wallace Barnes Co 60
Warnock Mfg. Co 20
Welsh Tinplate & Metal Stamping Co. inside back cover
Western Wire Nail Co 52
Wilcox Mfg. Co 13
Winnipeg Paint and Glass Co 37
Wright, E. T., & Co 20

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter.
Cutts, C. M., & Co., Toronto Junction.

Auditors
Davenport, Percy P., Winnipeg.

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Bradstreet Co.

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Montreal Rolling Mills, Montreal.

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McDougall, R., Co., Galt, Ont.

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Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Refrigerators.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co, Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell. Toro

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels and Spades.
Canadian Shovel Co. Hamilton.
Peterboro Shovel & Tool Co, Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co., Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

NOW, Not Some Other Time

The "putting-off" habit is a bad one to contract. Don't let it get hold of you.

THE METALLIC ASH-SIFTER

is anxious to get into your store—anxious to make money for you.

You know the **Metallic Ash-Sifter's** record. All you need is the article itself and you need that **now.**

C. M. CUTTS & CO.

SOLE MAKERS TORONTO JCT., ONT.

MIGHT and RIGHT

Want ads appearing between the covers of

Hardware and Metal

are read by the RIGHT people and ACTED on.

Want to sell. Want to buy. It makes no difference which. An expenditure of 25 or 50 cents in **Hardware and Metal** want columns will produce the desired result.

Rates 2c. per word, first insertion.
" 1c. " each subsequent insertion.



STAY-ON
Horse Blankets

The difficulty with most Horse Blankets is that no matter how you attach them to the horse, they will work off In the special make of our **STAY-ON BLANKETS** this difficulty is overcome. We have spent labor and money to perfect all kinds of horse clothing, and we are pleased to demonstrate to all the advantages derived from the use of our specialties. You pay no more for our goods than you do for inferior qualities.

Largest Manufacturers in Canada

E. N. HENEY CO., Ltd., Montreal

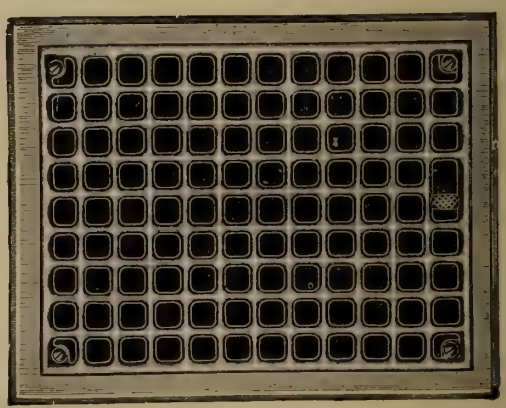
Wrought Steel Registers

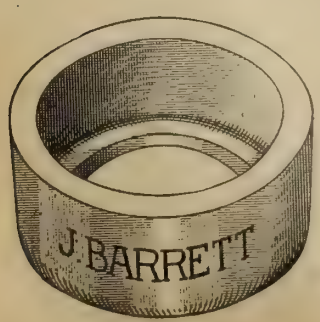
Will not Break or Warp
Large Air Space
More Strength
Less Weight

For Sale by Leading Jobbers

HART & COOLEY CO.,

NEW BRITAIN, Conn., U.S.A.





HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in. cups	$6.00	per 100
3-in. "	$7.00	" 100
3½-in. "	$8.00	" 100
4-in. "	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, - WINNIPEG, MAN.

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL - TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S Fishing Tackle



Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F24, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

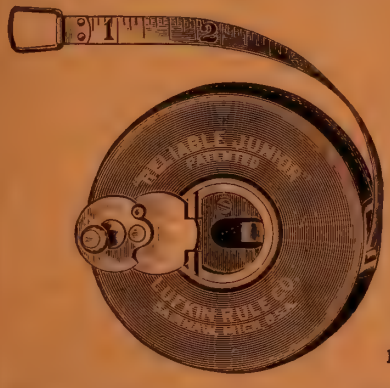
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1808. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

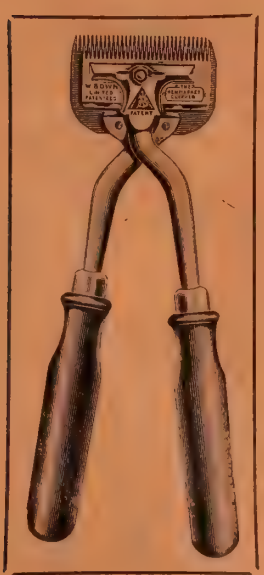
THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.



NEWMARKET HORSE CLIPPER

This celebrated Clipper can be obtained from all the principal dealers.

B. & S. H. THOMPSON & Co.

LIMITED

Manufacturer's Agents

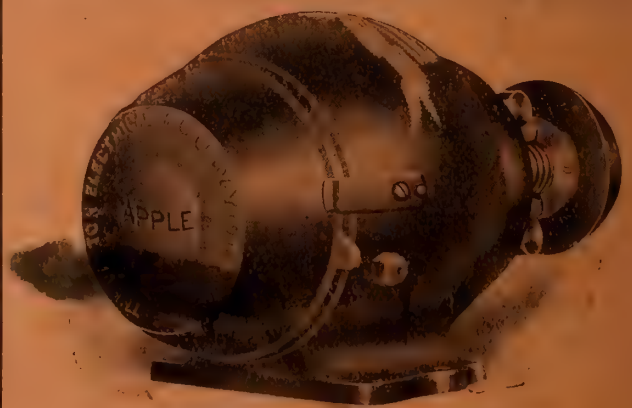
53 ST. SULPICE STREET, MONTREAL

Dominion of Canada Sales Agents UNITED STATES STEEL PRODUCTS EXPORT COMPANY Sheet Steel and Tinplate Departments.

FIRING THE CHARGE

every time, is the secret of the successful operation of the Gas or Gasoline Engine : :

The APPLE IGNITION SYSTEM does it



TRY THE APPLE IGNITER

also the Apple Storage Battery and Automatic Battery Charger—First cost the only cost.

Canadian Distributors—

JOHN MILLEN & SONS, LTD.

321 St. James St. **MONTREAL**

132 Bay Street **TORONTO**

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, JULY 28, 1906 NO. 30.

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Houses.

FLEUR DE LIS
"FLEUR DE LIS"
is no longer a stranger, but has proved its claim to be at least equal to any brand except **"QUEEN'S HEAD."** Quality guaranteed and price low.
JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.





Mr. Steamfitter
Mr. Plumber
Would you like to have some valuable trade information?
You'll find lots of it between the covers of our **New Catalogue** of
Sovereign Radiators and Boilers
The book is elaborately gotten up. In fact it's the most costly catalogue ever issued in Canada.
A copy awaits you. Don't fail to get it.

TAYLOR-FORBES COMPANY, LIMITED
TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 122 Craig St. West

See Classified List of Advertisements on Page 71.

GARDEN HOSE and LAWN SPRINKLERS

RETURNED JUL 30 1906



HOSE CLAMPS



RUBBER HOSE

in

50 foot lengths.

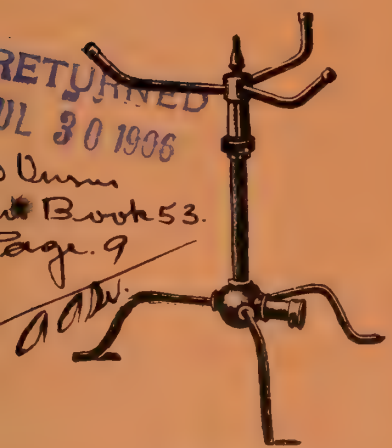
Sizes—½, ¾, 1 in. diameter.



HOSE COUPLINGS

The Fountain Sprinkler is the best on the market.

HAVE YOU SEEN THE FOUNTAIN SPRINKLER?



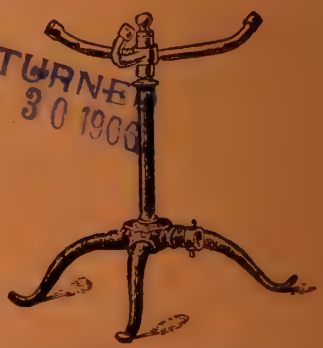
LAWN SPRINKLER

GRASS SHEARS



REELS
to hold 50 or 100 ft. hose.

LAWN EDGERS



LAWN SPRINKLER

Write for Prices.

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for
Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
Carbo-Magnetic
Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

THE GOODS THAT ARE ASKED FOR

The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾

WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED
OTTAWA, ONT.

American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.



The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.

ICE CREAM FREEZERS THAT SELL







Send for Catalog.

THEY ARE
Well Advertised,
In Demand,
Easily Sold,
Satisfactory in Use,
Of Known Reputation,

THEY EXCEL IN
Easy Running,
Quick Freezing,
Economy,
Convenience,
Practical Results,

North Bros. Mfg. Co.,
Philadelphia, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

RETURNED
JUL 30 1906



No.	Width Cut in
2	4½
3	5
4	5½
5	6
6	6½

HURD'S BENCH AXE—CANADA PATTERN
Extra Full Weight, Crucible Cast Steel Bit, Polished and Bronzed. This Axe has a High Ridge and Throws the Chip Much Better than the American Pattern.

SUCCESSFUL RETAILING

is the art of buying goods and selling them at a good profit and at the same time pleasing your customer. If you haven't been able to do it so far, listen.

The season for Chopping Axes will soon be with us. Have you made up your mind whether you will buy **HURD'S** or an inferior line?

If you want the **BEST,** at the same price as cheap goods, specify **HURD'S.**

We have received many letters from customers throughout the country, and from the contents, we can easily see that the name "Hurd" is associated in their minds, with superiority in Axe and Tool manufacture.

At the present time there is no good reason why a dealer should encourage the sale of any poor article, for if the buying public in Canada ever had money to spend, they have it now and our experience has been that it is easier to sell a good article at a fair price, than a poor one at a low price.

Every progressive dealer who fails to make Hurd's Axes and Tools a feature of his business this year, is missing an opportunity to establish his reputation for quality.

We can supply you with **HURD'S CHOPPING AXES** in all patterns and weights, **HURD'S BENCH AXES** all numbers and **HURD'S BROAD AXES** all weights.

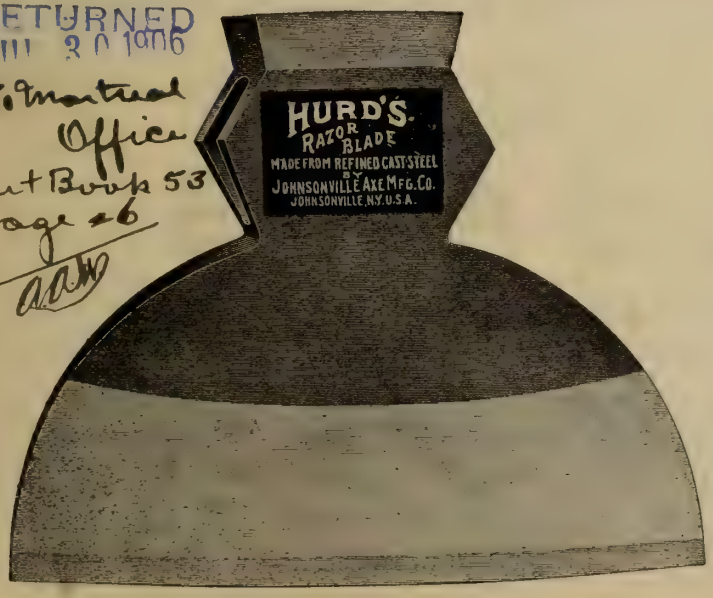
Write for prices and join the **SUCCESSFUL RETAILERS.**

LEWIS BROS., LTD.

MONTREAL

OTTAWA **WINNIPEG** **VANCOUVER**
TORONTO **CALGARY**

RETURNED
JUL 30 1906
J. Montreal
Office
Cut Book 53
Page 26



HURD'S BROAD AXE—CANADA PATTERN
Bronze Finish, Extra Quality, Cast Steel. All Weights from 5 to 9 lbs.

RETURNED
JUL 30 1906



Hurd's Michigan Pattern Chopping Axe, Charcoal Finish.
From 3 to 5 lbs.



STYLE "E"

"DAVIDSON'S"

PREMIER ROYAL

COOKING RANGE

The Very Latest Design and Fairly Bristling With Good Points and Labor Saving Devices.

A well made range of plain design. Ornaments sparingly used—so that the castings have a smooth mirror surface. Easy to clean and THOROUGHLY HIGH-CLASS.

Made in 3 Sizes and 6 Styles.

(Commands a good price.)

WRITE FOR DESCRIPTIVE CATALOGUE.

The

Thos. Davidson Mfg. Co.

Limited

Montreal and Winnipeg

The Equal of Any—Better Than Most

We want you to understand, Mr. Dealer, that SPEAR & JACKSON is a byword for quality in

HANDSAWS

Our first endeavor is to make the BEST saws ; our second to make them as low-priced as possible. Note the "as possible." It means that we countenance no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant, we are equipped to compete with Canadian and American saw-makers—to YOUR advantage. Write to us TO-DAY. We will send you an illustrated Price List.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic address: **"Spear, Sheffield"**

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

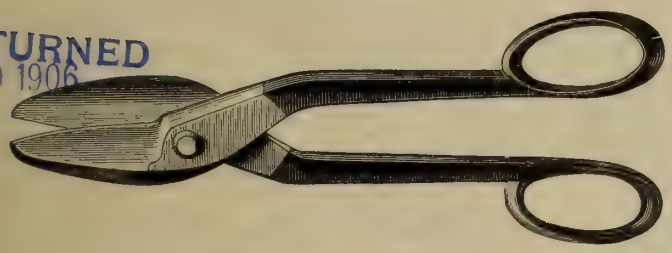
PLUMBERS' SUPPLIES



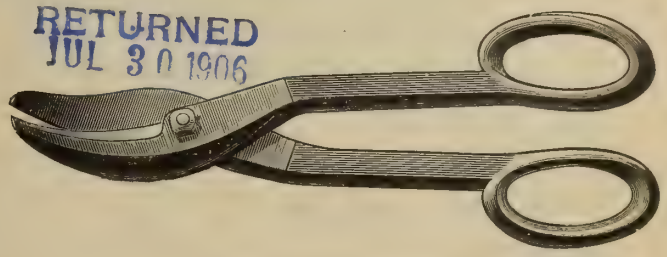
Soldering Irons
1 to 9 lbs. per pair



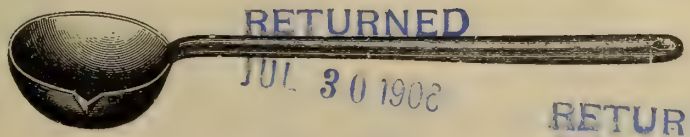
Half and Half Solder
Tinkers' "



Tinners' Snips—Straight Cut
2½ to 4 in. cut



Tinners' Snips—Circular Cut
2½ to 4 in. cut



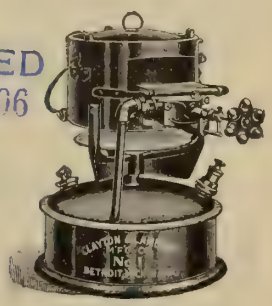
Melting Ladles
Dia. of Bowl, 3 in. to 8 in.



Fire Pots
No. 5. 5 pints. 12 lbs.



Metal Pots



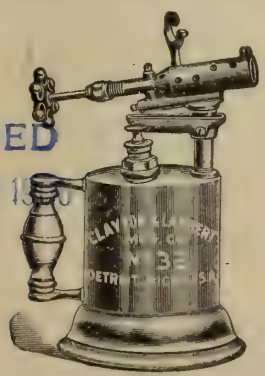
Fire Pots
No. 1. 7 pints. 14 lbs.

TORCHES

Tinners, Plumbers, Painters, and Electricians



Torches
No. 37. 1 pint. 3¼ lbs.



Torches
No. 32. 1 quart. 5 lbs.



Torches
No. 31. 1 quart. 5 lbs.

SEE OUR HARDWARE CATALOGUE

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

Dominion goods for people who live in the Dominion

Dominion Wire Man'fg. Co.

LIMITED

MONTREAL—TORONTO

WIRE

Barb
Plain Twist
Galvanized
Galvanized Coiled Spring
Plain Wire
Annealed
Oiled and Annealed
Coppered
Tinned "for all Purposes"
Fine Wire "all kinds"
Brass and Copper Wire
Pure Copper Wire for Electrical Purposes

WIRE NAILS

Fence Staples
Blind Staples
Bed Staples
Poultry Netting Staples

SCREWS Iron and Bronze, Brass and Nickel Plated
Flat, Round, Oval Heads

JACK CHAIN Iron and Brass, Single and Double

Wire Coat and Hat Hooks
Wire Door Pulls

BRIGHT GOODS

Screw Hooks, Screw Eyes
Gate Hooks and Eyes, Eto.
Spring Cotters.



Section of Entire Block

where the fanlights, ground floor, and basement sashes are glazed with

MAXIMUM LIGHT GLASS

is shown in this picture.

Prudent property owners don't want the value of their buildings to be decreasing. Of how much value is a dark building—i.e. dark interior ?

The owner knows it is of little value. That is the reason he will listen to MAXIMUM LIGHT GLASS arguments.

Why not be the deliverer of these arguments ?

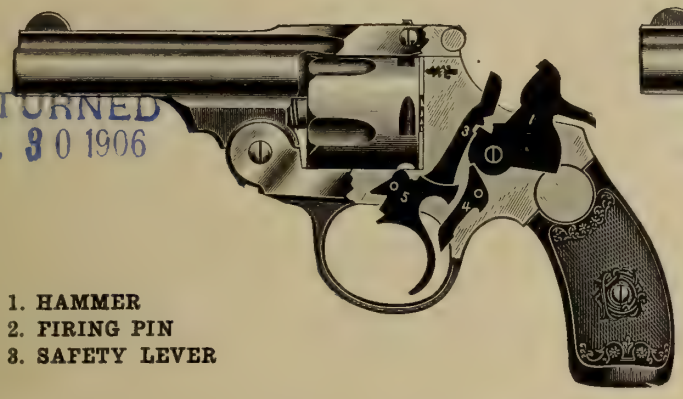
SOLE CANADIAN AGENTS:

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

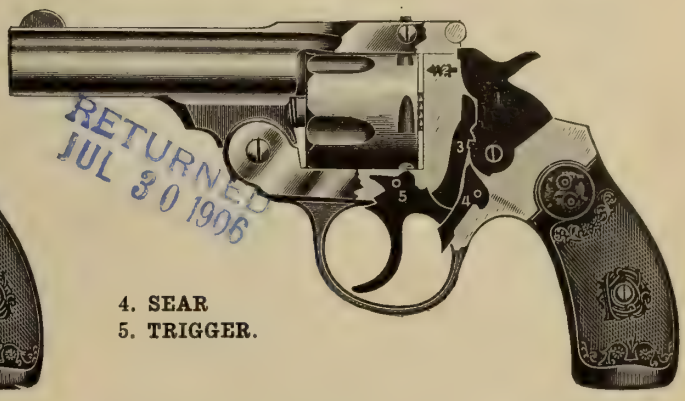
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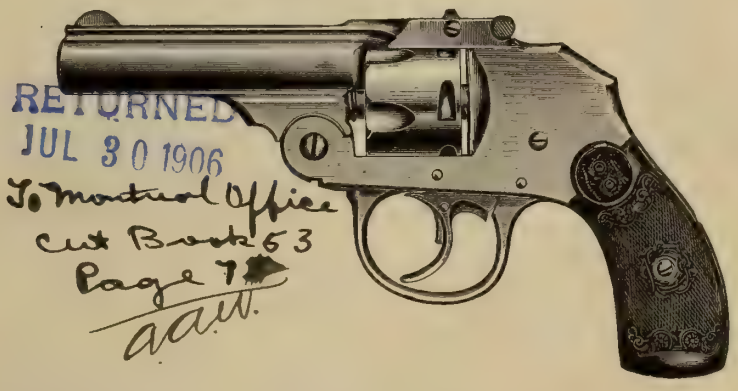
4. SEAR
5. TRIGGER.

RETURNED JUL 30 1906

RETURNED JUL 30 1906

Notice construction; see intervening lever (part 3) which is released by trigger only. Under no circumstance can the hammer of the revolver be brought in contact with the firing pin except by pulling trigger which releases this safety lever.

ALL CALIBRES IN STOCK in BLUED or NICKEL FINISH



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To Montreal Office
Cut Book 63
Page 7
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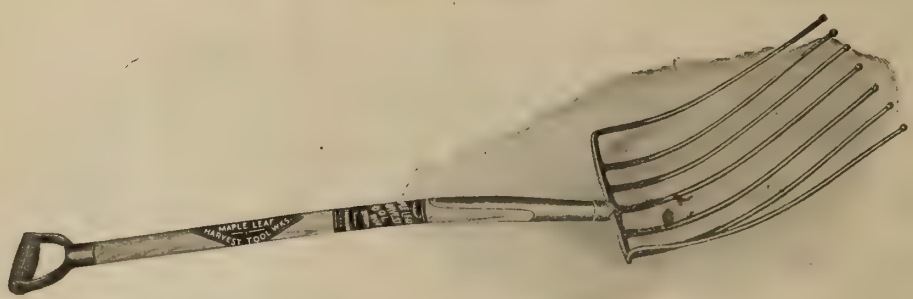
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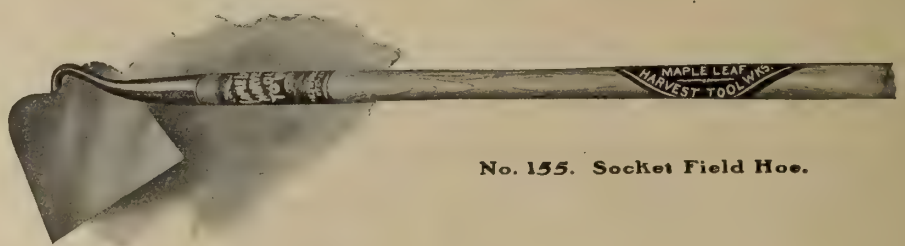
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



No. 155. Socket Field Hoe.

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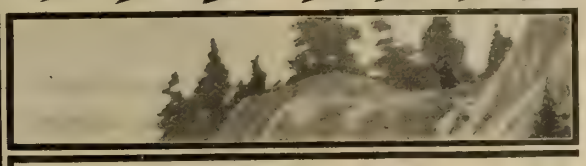
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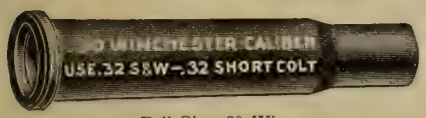
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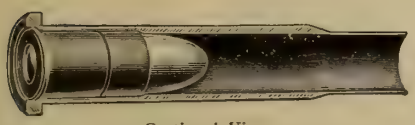
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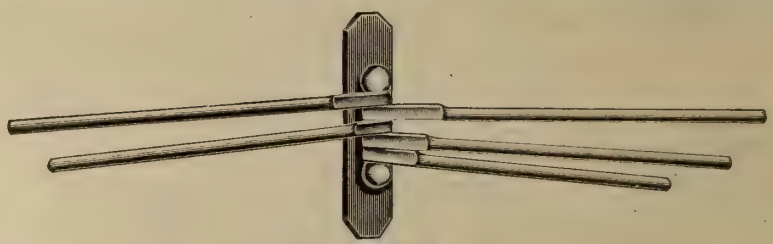
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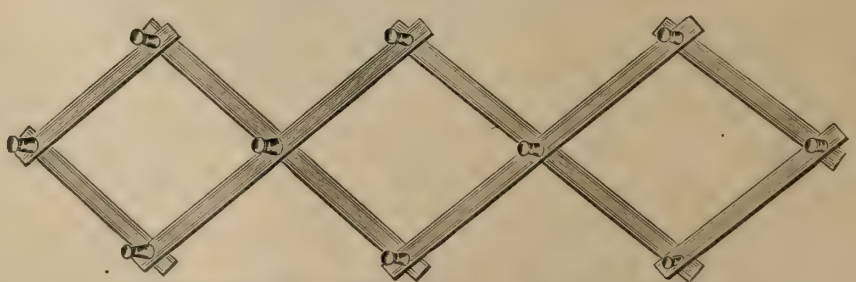


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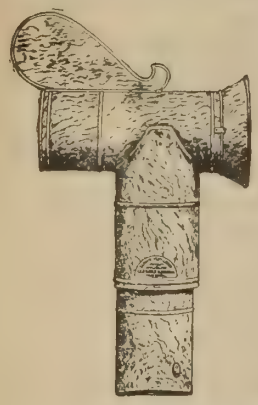
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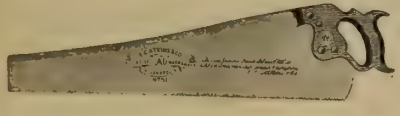
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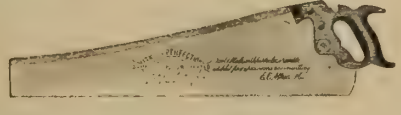
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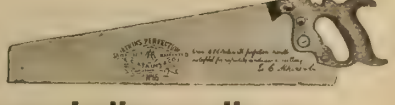
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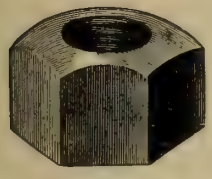
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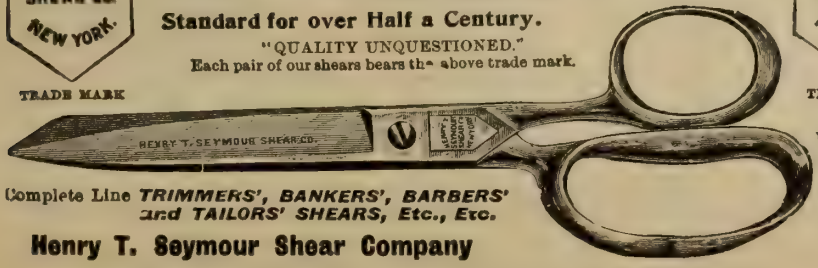
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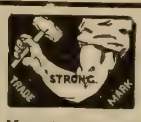
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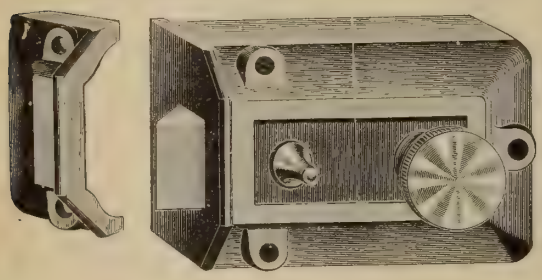
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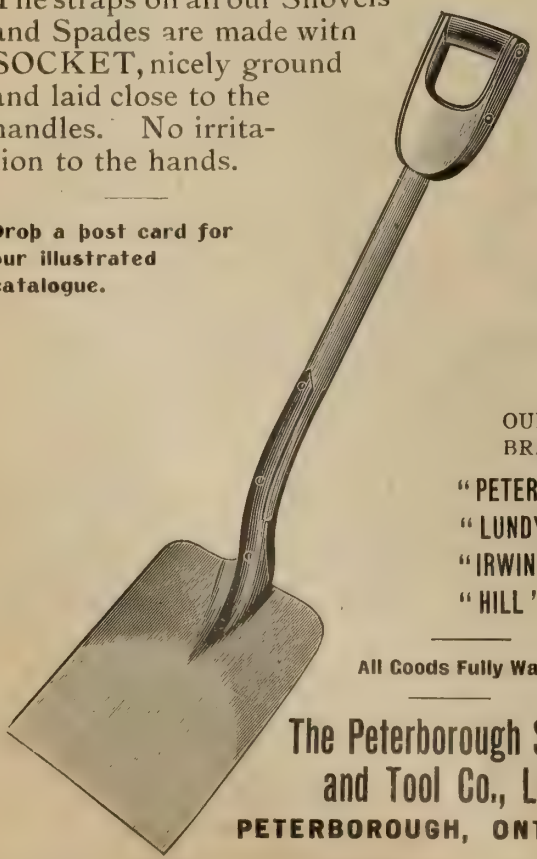
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"PETERBORO"
"LUNDY"
"IRWIN"
"HILL"

All Goods Fully Warranted

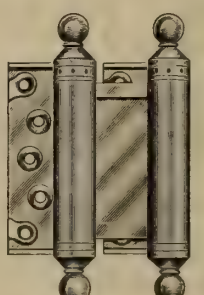
The Peterborough Shovel and Tool Co., Limited
PETERBOROUGH, ONTARIO

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

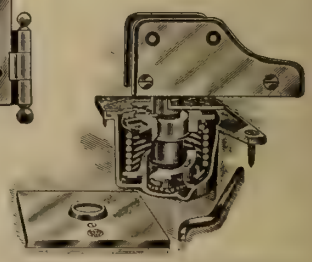


TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

WIRE ROPE

GREENING

"ACME" brand

Highest grade of hoisting rope made.

Extra tensile strength for heavy work.

Use Greening's Rope Grease for lubrication.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.



REPEAT ORDERS TESTIFY TO GOODNESS

When a trial order proves certain wares are "N.G." from the sales view point you do not have to be told what not to do.

DILLON HINGE-STAY FIELD FENCE

lives on repeat orders—we deal with the same dealers over and over again—of course, always adding new ones.

If the trial order of "Dillon" didn't show "sales results" there would be no second chapter.

How much stock shall we ship you?

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.

Hardware and Plumber—



We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.



McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA



Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

FIRST FLOOR OUTFIT, one of fifty styles.

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CLEANLINESS, SAFETY, CONVENIENCE, LABOR and TIME SAVED

AND, THEREFORE,

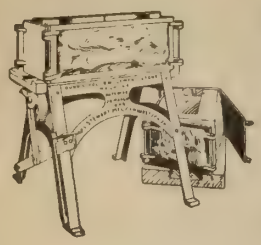
MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:

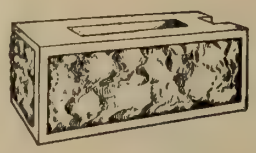
530 Front St. West - - TORONTO, ONT.



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

ORLANDO VICKERY

Manufacturers' Agent

178-180 Victoria Street, TORONTO

SELLING :

STOVES, FURNACES, HOT WATER BOILERS, RADIATORS AND ALL HEATING GOODS.

ENAMELED BATHS, LAVATORIES, SINKS, CLOSETS, BRASS GOODS AND ALL PLUMBERS' SUPPLIES.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**

Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents and Brokers

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.

DAVID C. MITCHELL & CO.

GLASGOW, SCOTLAND

Will quote on

IRON & STEEL,
STRUCTURAL MATERIAL,
ZINC. TIN,
FIRE BRICKS, CLAY

C.I.F. any Canadian port.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

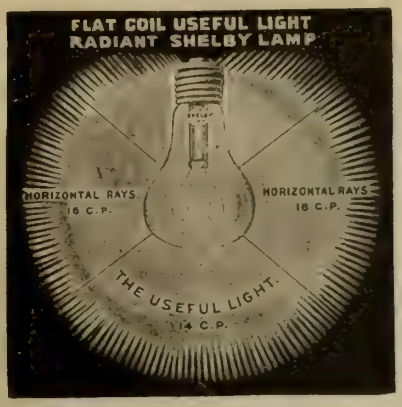
DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods :—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.



100%

More Useful Light

MAKE

SHELBY LAMPS

worth twice as much as ordinary lamps of equal rated candle power as they **do not** consume any more current and are sold at the **same price** as the ordinary or Oval Filament type lamp.

Ask for the Shelby

ONTARIO LANTERN & LAMP CO., LIMITED

HAMILTON, ONT.



Why is the *Marlin* Repeating Shotgun, Model No. 17, the best low-priced repeating shotgun in the world?

By making this gun with a solid frame and a straight grip stock a number of parts have been eliminated. The result is a stronger, simpler, cleaner gun than any other repeating model and a very much less costly one.

The exclusively *Marlin* solid top and side ejection are features of Model 17 and to these famous *Marlin* ideas are added the new double extractor and a two-piece safety recoil block—devices which repeating shotgun users will welcome.

The *Marlin* breech block and working parts are *cut* from solid drop forgings. The barrel of special rolled steel is bored for both smokeless powder and black. The guaranteed *Marlin* pattern of 325 pellets with 1¼ oz. No. 8 shot in a 30 in. circle at 40 yards is maintained in Model 17.

When the ducks come rushing in among the decoys or the grouse roar off through the dead leaves you cannot be armed with a better, quicker, harder-hitting gun than the *Marlin* Model 17.

It is a first-class quail gun. For woodcock, snipe, prairie chickens, sharp tail grouse or any other bird shooting it is unsurpassed.

Its records at the traps are wonderful.

TO ALL DEALERS HANDLING FIREARMS:

The above is one of seven advertisements to be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their QUALITY, known to be bought and read by a class of people financially able to buy Marlin repeaters and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary.

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use Marlin repeaters or not.

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know of who carries a good stock of Marlin goods and is enterprising enough to follow up an inquirer and try to sell the man a Marlin repeater.

We also send to the dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

There are many other valuable Marlin ideas included in every Marlin gun. Send six cents in stamps for our handsome catalog, which explains all and contains much other valuable information.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

A Good Reputation Goes Ahead of These Three and a Big Pile of Satisfaction Follows.

THE PLAIN FACT IS

Brantine Oil Finish — Brant-Lac — Turpentine Shellac

have always been reliable, always FIRST on the Satisfaction List. Stop for a moment and think what missing this trade means. We send particulars.

SCARFE & CO., Manufacturers of FINE VARNISHES, ETC. **Brantford, Canada**

THOMAS BLACK, 76-82 Lombard Street, WINNIPEG, MAN.

TRADE MARK
This design a guarantee of quality.

Manilla Paper
SMOOTH, TOUGH, BRIGHT, CLEAN
ALL SIZES AND WEIGHTS

Fibre Paper
THE TOUGHEST OF THE TOUGH
ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of HUBS, SPOKES and BENT GOODS

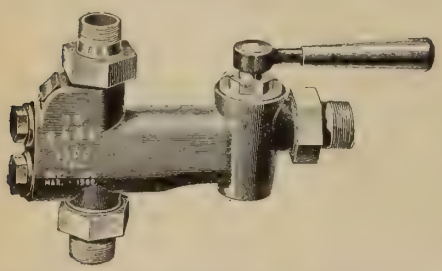
We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.



We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD, 21 St. Peter St., Quebec, P. Q**



EASY INJECTORS

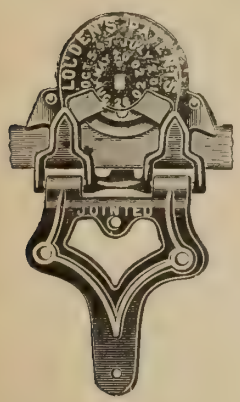
A Double Tube Machine at Single Tube Price.

SURE ACTION FEW PARTS

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



Louden's Standard Jointed Barn Door Hangers

CANNOT JUMP THE TRACK.

They always run easily and give satisfaction.

Everyone who uses them is more than pleased.

They also have track cleaners which throw all obstructions off the track, instead of letting them wedge under the wheels, as other hangers do. This feature is fully covered by our patent.

They will run on any 1¼ x 3/16 Barn Door Track.

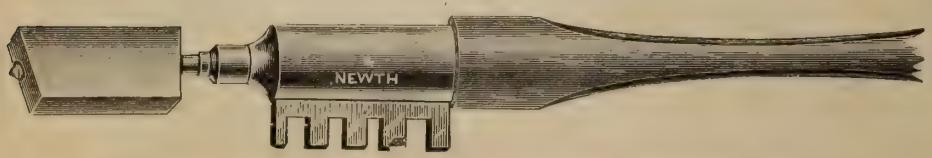
Like all other Hangers that we make, they are the best that are made.

LOUDEN MACHINERY CO., Guelph, Ont.

We make the largest and best line of Hay Tools on earth for either field or barn.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works.



Cole's Spiral Tubular Radiator

Can be used on any stove

Best radiator — at half the cost of inferior goods.

Only radiator made adapted for both hard or soft coal. Size pipe collar 5, 6 and 7 inches.

These radiators give the best satisfaction and have yet to receive a single complaint.

FOR SALE BY

E. T. Wright & Co., - Hamilton



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A

PRESERVING UTENSILS are now in demand



Enamel Preserving Kettle, from 2 to 30 qts.



Masher and Strainer



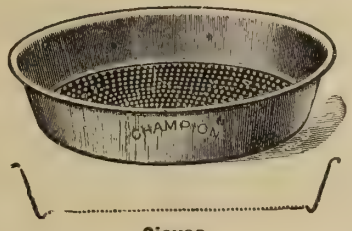
Fruit Funnels, enamel or tin, 2 sizes

Do Not Lose Sales by being out of Seasonable Goods

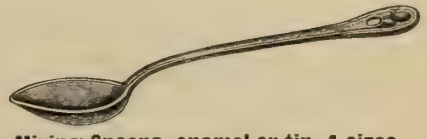
WE HAVE LARGE STOCKS



Colanders, enamel or tin



Sieves



Mixing Spoons, enamel or tin, 4 sizes

Your orders will receive prompt attention

The McClary Manufacturing Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, N.B. HAMILTON

"Everything for the Tinshop."

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

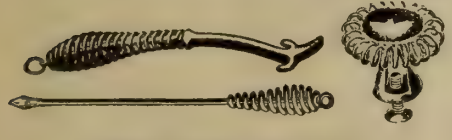
SEND FOR CATALOGUE TO

American Shearer Mfg. Co., Nashua, N.H., USA

Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.

GALVANIZING AND TINNING

THE CANADA METAL CO.

TORONTO, ONTARIO.

WORK AND PRICES RIGHT

GALVANIZING

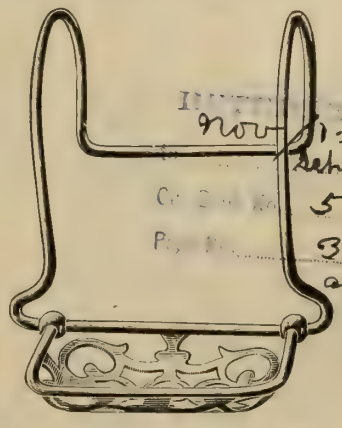
ONT. WIND ENGINE & PUMP CO. LIMITED.

TORONTO, ONT.

WE PROVE

What we say about

BATH ROOM FIXTURES

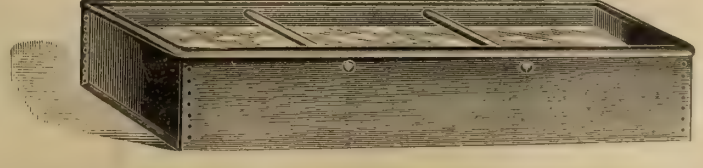


All you have to do is write us, compare the prices with prevailing prices (not forgetting quality comparison, too) and thus get a concrete idea of where you come in.

A sample dozen of these dishes would be a splendid trial order for you The neat way in which they are put up is a selling force itself.

THE CARRIAGE MOUNTINGS CO., Limited, TORONTO, Can.

STEEL



TANKS

Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

The Steel Trough and Tank Co., Limited, - Tweed, Ontario

Do you want

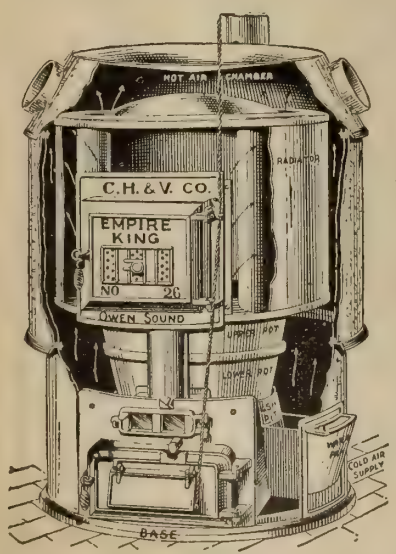
— to sell your business ?
— to buy a business ?
—to employ a new clerk ?
—to secure a position ?
—to sell some store fixtures ?
—to buy some tinners' tools ?

the easiest way to satisfy your wants is to place a " want ad." in Hardware and Metal.

The cost is small, only 2c. per word for first insertion and one cent per word for subsequent insertions.

Some man in some part of Canada will be interested in your proposition.

Hardware and Metal is the only medium that reaches the trade thoroughly from the Atlantic to the Pacific.



Cast-Iron Fire Guards
fitting around the interior of the radiator, at the bottom (just above the fire pot) preventing the burning out of steel, is a feature to be found only on the

"Empire King" Furnace

The radiator is made of heavy steel plate encircling the dome, leaving a wide space between the two for circulation of air, giving a large heating surface.

☞ **SELL THE "EMPIRE KING"**

The Canadian Heating & Ventilating Co.
OWEN SOUND, Ontario Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.
THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

You are the kind of dealer we want to connect with.

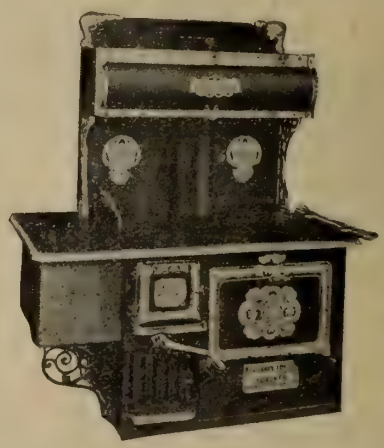
You won't sell your trade a steel-plate range that hasn't a thing to recommend it but its price.

You care enough about your own reputation to make certain that the range-maker thinks a lot of his.

You want a range that has every merit that can be crowded into an honest range at a fair price,—a range that you KNOW will bake perfectly and do all its work just as well as only a good range can.

And you want that range to be advertised for you, and so advertised that people will come in and look it over while you talk about it.

That's why you want your floor to show the steel-plate range that's called the



Oxford Chancellor

That's why, too, we'd be glad to have you ask us what proposition we make to dealers of your kind.

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton
The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

108

QUICK SERVICE

You can send a "want ad" to Hardware and Metal on Thursday, and on Friday afternoon it will start on its journey north, south, east and west. It will travel with 20th century rapidity and within five days it will have interviewed every hardware merchant of any account in the Dominion.

Hardware merchants read Hardware and Metal when they are too busy to do more than glance at their daily paper. It is as necessary for him to read his paper each week as it is for the stock broker to watch his ticker.

Replies are received each week by our advertisers from all parts of Canada. Don't be satisfied with local mediums. There is only one paper that will carry your message to the hardware men in all Provinces of the Dominion.



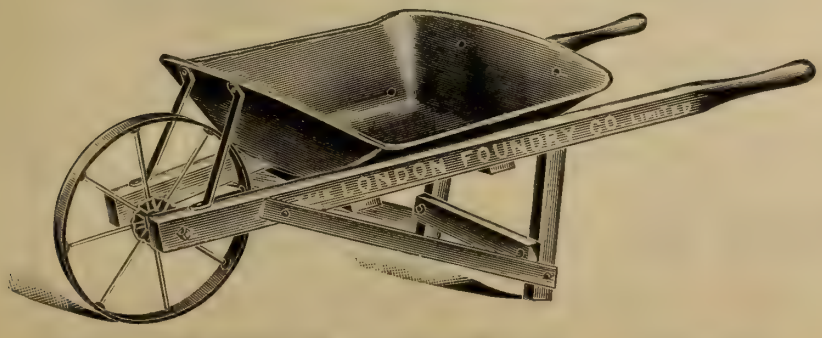
THE

"OAK IDEA"

THE LINE
THAT WILL PLEASE YOUR
CUSTOMERS

GET OUR PRICES
THEY ARE RIGHT

GUELPH STOVE COMPANY
LIMITED
GUELPH, ONT.

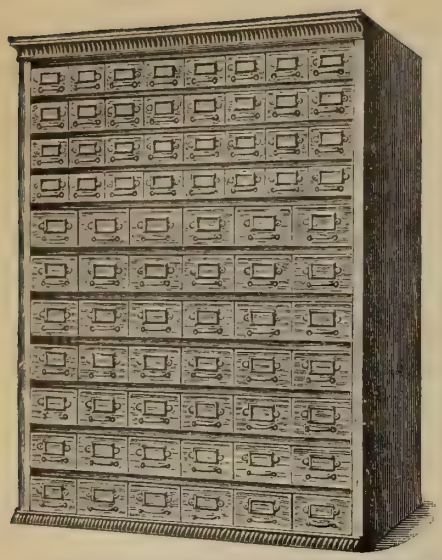


THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

WHEELBARROWS
ALL KINDS
Railroad, Dock, Concrete Work,
Farm and Garden Barrows

SEND US YOUR ENQUIRIES FOR

Cider Mills and Presses
Drilling Machines
Forges
Trucks, for all purposes
Washing Machines
Butter Workers and Shipping Boxes
Blacksmith Machine Tools
Wagon Skeins



SCREW CABINETS

Saves Time—Nothing is more annoying to a customer than to have to wait ten or fifteen minutes while a clerk searches his st ck for a certain size or style of a screw or bolt. Get a reputation for neatness and quickness. It will be worth hundreds of dollars to you.

Saves Space—Few hardwaremen have more space than they need. A screw case enables you to keep all your small articles together and no space is wasted. The case we illustrate contains 74 Bennett patent steel drawers which can be divided into 150 compartments.

Saves Your Stock—This case is made with a steel back, which keeps out all dust. If you have a screw case there will be no danger of some day stumbling on a box of screws in some corner which you did not know you had.

Drop us a post card and we will give you full information as to size, different finishes of wood and prices.

CAMERON & CAMPBELL, - - TORONTO

SOLE MANUFACTURERS IN CANADA.

CLASSICAL METAL CEILINGS

are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited
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WESTERN HARDWAREMEN'S CONVENTION

Good Meeting at Winnipeg Where Matters of Moment were Discussed—Wholesalers Selling to Consumers Denounced—Too Long Credit being Given—Retail Merchants' Association Censured for Negligence—To Settle on Dues in February—Trade Papers Thanked.

The convention of the Retail Hardware and Stove Dealers' Association of Western Canada was held at Winnipeg on the 25th inst. A good attendance representative of Manitoba, Saskatchewan and Alberta was present, and the meeting was a success from every standpoint. President A. J. Falconer, of Deloraine, was in the chair, and after welcoming the delegates, spoke briefly of the good work that had already been done by the association, and that will continue to be done.

Report of Secretary-Treasurer.

The secretary-treasurer, J. E. McRobie, of Winnipeg, to whom great credit is due for his organization and general work, submitted his report, which was as follows :

Secretary's Report.

I take pleasure in presenting to you my report of the work done since the meeting last February. As shown in the financial report, the membership at that time on the roll was 279; since then we have added 56 new members, making a total of 335 which have been enlisted to date. From this, however, we have to deduct 21 who have either sold out or retired from business, leaving us with a live membership to-day of 314, made up as follows: Manitoba, 158; Saskatchewan, 102; Alberta, 54. This, I think, is a very satisfactory showing when it is taken into consideration that we have only a possible 400, or a little over, legitimate hardware dealers to depend on for our membership.

Regarding the workings of the association, I have to report success in some cases, failure in others. I have visited a number of districts and have had some very good meetings: others, I regret to say, I have spent time and money on with no results, owing to the non-attendance of dealers, who had ample notice of such meetings.

I am satisfied, however, that our association is progressing as rapidly as can be expected. The association now extends from Winnipeg west to Edmonton, north to Prince Albert and south to the boundary. This is a very large territory, which takes very considerable time and expense to cover. I expect, however, to have this accomplished before your next meeting in February and have the distant towns formed into strong local districts, calling them together at a central point during the bonspiels and have them fixed up in good shape for the starting out of the Spring trade.

In order to accomplish this it is necessary that the members should remit their fees promptly as without the necessary funds the work would be, to a great extent, retarded, and I trust that the members who have not already paid this year's dues will do so at once.

The balance sheet shows an amount outstanding of $1,636. In explanation of this I wish to say that the greater part of this amount is due by members who have not as yet had this year's account tendered them, owing to the fact that it was late last Fall when they joined the association and I thought it advisable in the interest of the association not to ask them for their dues until some time next month, when I trust they will all remit promptly.

Now, as regards the working of the association, I think, as far as we have gone, it has been satisfactory. You have had your little difficulties from time to time, but, I think, on the whole it has worked out to a material benefit to you all.

The relationship between the jobbers and the members of this association, with one exception, has been much improved during the past few months. In each case, with the one exception, when I had occasion to approach them, I have been received with every courtesy, and the matter in question either satisfactorily explained or the possibility of its recurrence eliminated. This should be a matter for congratulation to you all.

A feature which has been introduced for your benefit, and which it is to be regretted, a greater number have not taken advantage of, is the "Credit Collection Forms" issued to you free of charge. I have received testimonials from a great number who have used them stating that they alone are worth many times the fee charged, as it has been the means of them collecting debts which they had given up as down and out.

In conclusion, gentlemen, I would ask for the hearty support of the members in the good work we are endeavoring to accomplish. I trust at our next annual meeting to report as having secured every dealer in the three provinces as members of this association.

Respectfully submitted,

J. E. McROBIE.

To Form Dominion Association.

Among the questions of interest to the association and the trade to come up for discussion was the advisability of forming a Dominion hardware and stove dealers' association, which would include the already existing bodies in Ontario and the west. Weston Wrigley, secretary of the Ontario Retail Hardware and Stove Dealers' Association, who was present at the Winnipeg meeting, was delegated to carry a proposal of this nature to the Ontario meeting to be held in Toronto on September 4 and 5.

A Growing Grievance.

Wholesalers selling to consumers was a grievance brought before the meeting, and made the subject of considerable discussion. This is a matter which is of personal importance to everyone in the trade, as there are few, if any, who have not felt the effects of such selling. A resolution was passed condemning this class of business, and members were urged to be unanimous in their efforts to have it stopped.

Too Much Credit.

A resolution was also passed urging the curtailment of credit. The time given by retailers was altogether too long, and the nearer the cash basis a man could bring his business, the better it was for all concerned.

Relation to Retail Merchants' Association.

The relations between the Retail Hardware and Stove Dealers' Association of Western Canada and the Retail Merchants' Association of Canada was again the subject of long discussion. The matter of fees was brought up, but it was decided to withhold settlement of the question until the February meeting, when it will be finally disposed of.

Negligence of Merchants' Association.

There was great dissatisfaction among the delegates at the neglect which characterized the attitude of officers of the Retail Merchants' Association, and indignation was expressed at the manner in which E. M. Trowern ignored and neglected to answer important communications.

Trade Papers Thanked.

A resolution was passed thanking trade papers for the support they had given in association work, and for the way they had thrown their columns open for the discussion of grievances and the dissemination of news.

A resolution was also passed thanking Secretary Wrigley of the Ontario association for the interest shown by his attendance at the Winnipeg meeting.

Large Membership.

The list of members now enrolled by the Retail Hardware and Stove Dealers' Association of Western Canada is as follows :

City of Winnipeg.

J. H. Ashdown Hardware Co., Limited.
Leon Abramovich.
Anderson & Thomas.
Allaire & Blean.
C. A. Baskerville & Co.
A. E. Dykes & Co.
E. G. Flook.
Graham & Rolston.
Gilmer & Co.
Glenwright Bros.
Hudson Bay Co.
Macdonald & Fleming.
McLean Bros.
Lennox & Butt.
N. H. Lightly.
J. E. Riley.

Jas. Sinclair.
W. A. Templeton.
R. Wyatt.
Weir & Wilson.
Watt & Gordon.
Wyatt & Clark.
C. A. B. Whiting.
Winnipeg Paint & Glass Co.
C. C. Falconer & Co.
R. Steiman.
S. Drewe.
G. F. Stephens & Co.
Royal Lumber & Fuel Co.
Cusson Lumber Co., St. Boniface.

Manitoba Members.

Dean & Co., Elm Creek .
J. A. Thomson, Elm Creek.
R. J. McConnell, Carman.
Walton & Clea, Carmen.
Woodruff Bros., Sperling.
Forbes & Craddock, Rathwell.
Carswell Bros., Rathwell.
L. F. Sherrin, Holland.
C. A. Hamilton, Cypress River.
Heo. Huston, Cypress River.
Doig & Wilcox, Glenboro
E. C. Irving & Son, Glenboro.
R. W. Middlemiss, Nesbitt.
J. W. Graham, Carroll.
Currie & Mitchell, Souris.
Souris Hardware Co., Souris.
J. E. Lambert, Lauder.
Wm. McCrory & Co., Souris.
Hamelin Bros. & Co., Melita.
Campbell & Ferguson, Melita.
DeWitte Bros., Napinka.
J. F. Dandy, Pierson.
D. Phillips, Dominion City.
Phillips Bros., Morris.
A. E. Coade, Morris.
J. E. Birch & Son, Roland.
Jas. Mawson, Roland.
Leggit Bros., Rosebank.
Lawrence & Campbell, Miami.
J. A. Decosse, Somerset.
L. Girouard, Somerset.
A. E. Downey, Swan Lake.
J. E. Birch & Son, Swan Lake.
T. E. Poole, Baldur.
F. F. Sparks, Belmont.
R. J. Neithercut, Wawanesa.
C. E. Neads, Wawanesa.
Jas. Martin, Rounthwaite.
J. Yellowleese, Ninette.
J. A. Dunlop, Dunrea.
E. T. Johnston, Minto.
C. D. Sparrow, Fairfax.
D. Gibson, Elgin.
J. W. Maguire, Elgin.
Robertson Bros., Elgin.
H. Hunter, Hartney.
Hartney Hardware Co., Hartney.
W. & J. Stewart, Plum Coullee.
A. P. Brown, Morden.
Coleman Bros., Darlingford.
R. J. Chalmers, Manitou.
A. Gall, Manitou.
M. Keating, La Raviere.
Chalmers & Watson, Pilot Mound.
D. Graham, Pilot Mound.
G. R. Taylor, Crystal City.
McNamee & Argue, Crystal City.
H. McLean, Mather.
Moore & McIntyre, Mather.
L. H. Phillips, Cartwright.
Moore & Hills, Cartwright.
Cairns Bros., Holmfield.
D. Bradley, Holmfield.
James McNaughton, Killarney.
J. Lawrence & Son, Killarney.
S. M. McKinley, Ninga.
E. F. Johnston, Ninga.
H. S. Price, Boissevain.
Davis & Wilson, Boissevain.
The McKay Co., Whitewater.
The A. J. Falconer Co., Deloraine.
Wm. Chalmers, Deloraine.
A. Hughes, Medora.
G. R. McLean, Waskada.
Campbell & Ferguson, Waskada.
M. A. Boyd, Lyleton.
I. P. Cheney, Lyleton.
F. N. Smith, McCreary.
J. Seve, Laurier.
A. Douglas, Makinak.
A. D'Aoust, Makinak.
W. A. Oliver, Ochre River.
A. J. McPherson, Dauphin.
C. F. Turner, Dauphin.
Sutherland & Stelk, Dauphin.
C. C. Baker, Gilbert Plains.
W. C. Inglis, Gilbert Plains.
Allis & Weidenhammer, Grand View.
W. Bristow, Glen Smith.
Morse Hardware Co., Swan River.
Ashdown & Bossons, Swan River.
J. G. Rattray, Pipestone.
Manitoba Hdwe. & Lumber Co., Reston.
D. J. Fumerton, Reston.
J. M. Stephenson, Sinclair.
Williams Bros., Gladstone.
J. A. Gilhully, Arden.
Phil Gosling, Arden.
G. L. Foerster, Neepawa.
B. R. Hamilton Hdwe. Co., Neepawa.
Skelding & McElroy, Neepawa.
W. J. Doyle, Clan William.
Black Bros., Minnedosa.
W. H. Sparling, Minnedosa.
Mair & Burton, Minnedosa.
Geo. Clark, Newdale.
W. R. Lavery, Newdale.
Eakins & Griffin, Shoal Lake.
D. Macdonald & Co., Shoal Lake.
J. D. McLean, Shoal Lake.
Smellie Bros., Limited, Shoal Lake.
Taylor & Mitchell, Birtle.
Denmark & Burton, Langenburg.
J. A. Moxley & Co., Rapid City.
Butchart, Adkins & Haslam, Rapid City.
Wankel & Barr, Oak River.
Wm. Chambers, Hamiota.
Manitoba Hardware & Lumber Co., Hamiota.
Manitoba Hardware & Lumber Co., Miniota.
J. L. Evans & Co., Miniota.
R. J. Brown & Co., Crandell.
J. O. Cadham, Portage la Prairie
Babb & Kirkland, Portage la Prairie.
W. H. Glover, McGregor.
W. T. Speed, Austin.
Brown & Armstrong, Carberry.
W. B. Shannon & Co., Carberry.
Brandon Hardware Co., Brandon.
E. H. Johnston & Co., Brandon.
Kelly Hardware Co., Brandon.
D. A. McAlquham, Alexander.
Jas. Forman, Alexander.
T. J. Parsons, Oak Lake.
Manitoba Hardware & Lumber Co., Virden.
Frame & Miller, Virden.
Lambert & Earle, Elkhorn.
W. Montgomery, Stonewall.
G. Brown, Stonewall.
W. V. Stevenson, Harding.
John Brown, jr., Kenton.
F. G. Arthur, Kenton.
F. & J. Field, Bradwardine.

Saskatchewan Members.

F. G. Elliott, Gainsboro.
W. R. Burke, Gainsboro.
S. Shannon, Carievale.
J. P. Shannon, Carnduff.
McGregor & Medd, Carnduff.
R. J. Porteous, Carnduff.
Hames, Wylie & Co., Oxbow.
E. Crossley, Oxbow.
McKeen Bros., Frobisher.
Riddell & Co., Frobisher.
Stockwell & Perry, Estevan.
F. J. Musgrave, Estevan.
Estevan Hardware & Harness Co., Estevan.
Macoun Hardware & Lumber Co., Macoun.
Weyburn Hardware Co., Weyburn.
Thompson & Axworthy, Weyburn.
Thos. Moffat, McTaggart.
A. S. Baker, Yellowgrass.
S. Taylor, Yellowgrass.
W. H. Pain, Milestone.
A. E. Jones, Milestone.
Porteous Bros., Carlyle.
H. Cochrane, Carlyle.
G. M. Lorimer, Manor.
J. R. Meeres, Arcola.
J. G. Hopper, Arcola.
E. Dalquest, Forget.
Moose Mountain Hardware Co., Forget.
Moose Mountain Hardware Co., Stoughton.
Doull & Banbury, Stoughton.
Montjoy & Glover, Heward.
Moose Mountain Hardware Co., Heward.
Morrison & McLeod, Fillmore.
Hulbert & Biden, Fillmore.
J. Lambe, Francis.
J. Transcyke, Francis.
O. Edwards, Sedley.
W. W. Rutan, Melfort.
E. Webster, Welwyn.
Schwantz Bros., Rocanville.
Blythe & Clements, Esterhazy.
D. Lamont, Stockholm.
Stewart Bros., Grayson.
Neudorf Trading Co., Neudorf.
Edwards & Co., Neudorf.
Teskey Bros., Lemberg.
Hunt & Ross, Abernethy.
H. E. Chaplin, Balcarres.
Quinton & Vanderburg, Balcarres.
Jas. Dillon & Co., Fort Qu'Appelle.
Jas. Dillon, Lipton.
F. Scholfield, Lipton.
Geo. Meldrum & Co., Cupar.
H. B. Devlns, Strassburg.
R. W. Hodgson, File Hills.
J. B. Kernaghan, Prince Albert.
T. J. Agnew & Co., Prince Albert.
O. H. Manville, Prince Albert.
J. B. Hackney, Rosthern.
I. P. Friesen, Rosthern.
Weibe & Epp, Rosthern.
Keller & Abrams, Hague.
Hilderbrant & Harder, Hague.
I. P. Friesen, Hague.
M. Isbester & Son, Saskatoon.
S. A. Clark, Saskatoon.
Oliver & Kempthorn, Saskatoon.
Jas. Clinkskill, Saskatoon.
W. H. Taylor, Dundurn.
Presthold Bros., Hanley.
E. R. Mann, Davidson.
S. H. De Wolfe, Davidson.
E. Troughton, Lumsden.
J. T. Brock, Lumsden.
F. Chappell, Fleming.
J. L. Lamont, Whitewood.
A. R. Colquhoun & Sons, Broadview.

Paul Bros., Broadview.
Grenfell Milling Co. Grenfell.
A. E. Walker & Son, Grenfell.
A. G. Thompson, Wolseley.
Hulbert & Biden, Wolseley.
F. L. MacKay, Indian Head.
A. V. Gerry, Indian Head.
C. T. Laird, Indian Head.
D. Brown, Qu'Appelle.
Smith & Ferguson, Regina.
Western Hardware Co., Regina.
McGillvray & Kinnon, Pense.
R. Bogue, Moose Jaw.
G. K. Smith, Moose Jaw.
Moose Jaw Hardware Co., Moose Jaw.
Hockin & Siddon, Moose Jaw.
A. Latham, Moose Jaw.
Swift Current Trading Co., Swift Current.
S. Hulme, Maple Creek.
Williamson & Fleming, Maple Creek.
W. W. Rutan, Melfort.
W. T. Purdy, Kinistino.
C. A. Macdonald & Co., Mortlach.
Marshall & Whitlaufer, Lemberg.

Alberta Members.

Jas. Rae, Medicine Hat.
W. B. Marshall, Medicine Hat.
C. F. Comer, Calgary.
Ashdown Hardware Co., Calgary.
T. R. Stewart & Co., Calgary.
Linton & Hall, Calgary.
A. F. Grady, McLeod.
R. & R. Laughton, Leavings.
L. A. Ostrum, Stavely.
Nanton Trading Co., Nanton.
Stinson & Smith, Cayley.
Helip, Kelly & Young, High River.
High River Trading Co., High River.
A. H. W. Thompson, High River.
A. R. Auger, Okotoks.
W. J. Thompson, Okotoks.
J. A. Sutherland, Crossfield.
Wm. Bradley, Carstairs.
Duff & Clements, Olds.
Earle & Wolfe, Olds.
W. H. Luckhardt, Bowden.
H. J. Robertson, Penhold.
Innisfail Hardware Co., Innisfail.
Currie & Constantine, Innisfail.
Smith & Gaetz, Red Deer.
Stephenson & Illsey, Red Deer.
F. H. Tallman, Red Deer.
Morrison & Johnston, Lacombe.
Western Hardware Co., Lacombe.
Burdick & Blair, Lacombe.
Folger & Co., Lacombe.
J. H. Webster, Morningside.
R. K. Allan, Ponoka.
W. H. Spackman, Ponoka.
C. W. Gaetz, Leduc.
Martin & Prentz, Leduc.
W. E. Ross, Strathcona.
McLean & Co., Strathcona.
Revillion Bros., Edmonton.
Ross Bros., Limited, Edmonton.
J. Somerville & Son, Edmonton.
J. Henderson, Edmonton.
Lundy & McLeod, Edmonton.
W. F. Langworthy, Fort Saskatchewan.
A. T. Chambers & Co., Fort Saskatchewan.
A. M. Carscadden, Fort Saskatchewan.
Morton & Walker, Vegreville.
Allanson Gully & Co., Vegreville.
Clements & Son, Vegreville.
F. Buckle, Vermilion.
A. E. Hiscox, Vermilion.
Stephens Bros., Vermilion.
Farley & Ward, Lloydminster.
Scott Bros., Lloydminster.

ADDITION TO OFFICE EQUIPMENT.

Lewis Bros., the Montreal wholesale hardware firm, have just installed in their head office a Burroughs electrical adding machine, of the very latest design. This machine, which is the first of its kind in Montreal, and probably in Canada, possesses a great many advantages over the old-style adding machines, and is very speedy and almost noiseless in operation. The adoption of this latest and surest system is another example of the way Lewis Bros. keep on the lookout for new things that will "help some."

PIONEER AND PATRIOT.

Not many men arrived at their 75th year continue to give their time to furthering the business interests of their country. Such an one is C. M. Creed, of Halifax, secretary of the Maritime Board of Trade. The boards of trade in the Atlantic provinces are public spirit-



C. M. Creed, Halifax.

ed bodies with a wide range of interests, and Mr. Creed by his long experience and ability is eminently fitted for the good work he is doing. He enters upon his 75th year on July 22, and The Grocer joins his many friends in wishing him many vigorous and happy returns of the day. The annual meeting of the Maritime Board will be held at Amherst, N.S., on August 15.

HEATING COMPANY TO BUILD.

A new industry of considerable importance will be established at Owen Sound or Toronto Junction in the near future by the Supreme Heating Co.

The company will manufacture stoves with which they claim complete combustion will be produced, and a saving of 50 per cent. on wood or soft coal, and 30 per cent. on hard coal, will be effected. The device was patented by W. R. Hampden, recently of San Francisco, who has spent the greater part of his life in chemical research.

The following officers of the new company have been elected: President, Hon. A. G. McKay; vice-president, William Taylor; secretary-treasurer, S. J. Parker; managaing director, A. J. Ross; superintendent of factory, W. R. Hampden.

MORRISBURG TINPLATE WORKS.

An appeal from the court of revision of the Village of Morrisburg to his honor Judge Liddle, on the assessment of the buildings and land deeded to the Canada Tinplate & Stamped Steel Co., Limited, by J. Wesley Allison, was heard at the town hall in Morrisburg on the 23rd inst. The property was assessed to J. Wesley Allison instead of the company and the appellants asked to have the assessment changed to the owners as shown by the records. Mr. Allison had appealed on the grounds that it was exempt. He stated under oath, that while the deed was duly executed, it had been placed on record by mistake, and that the company had not paid him one dollar for same, that until they paid him, the property belonged to him, and that it was still in his possession, and that until they complied with their agreement with him they had no rights as owners. The judge changed the assessment to the company, with Mr. Allison as occupant. Mr Allison also stated that the buildings had not enhanced the value of the land, and were practically of no value unless used for the purpose for which they were built.

THE WORLD'S IRON SUPPLY.

The Scientific American recently published an article on "The Impending Exhaustion of the World's Iron Supply," which has brought to that journal the following from T. F. Van Wagenen, of Denver, Colorado: "Allow me to inform those who are unnecessarily worrying themselves over this matter, that the already known iron deposits of Mexico, many of which are close to the sea, are ample in themselves to supply the iron furnaces of the world for at least the next half century, at the present rate of consumption. Moreover, our neighbor's mineral resources are as yet scarcely looked over, vast areas being unknown in detail to white men. I have spent the bulk of the last twelve months traveling in Mexico, from the Rio Grande to the Isthmus of Tehauntepec, and in that time have seen enough of available deposits of iron of excellent quality to calm all fears as to a possible scarcity of cheap ores of the metal."

He might have gone further and spoken of the vast deposits that have been and are still being found in Canada. American writers are prone to consider the United States as the world, leaving out of count the as yet unworked mines in other lands.

WESTERN BOARD OF TRADE.

At Redvers, Sask., a board of trade has been organized with these officers: President, R. Douglas; secretary-treasurer, L. T. McLanders; executive, J. Dodds, W. Montgomery, H. Bowers. The first step they purpose taking in hand is the establishing of a bank and elevator.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

COMING EVENTS.

Convention of Ontario Retail Hardware and Stove Dealers' Association, in Toronto, on Sept. 4 and 5.

ADDRESSES ON EXPRESS PARCELS

In Hardware and Metal of June 2 a letter from C. E. Noble, Dundalk, suggested that jobbing houses should arrange to have their names attached to express parcels and bills to aid their customers in checking up the proper amount of expressage against each parcel of goods. The matter was taken up with the express companies by the secretary of the Ontario association, the Canadian Express Company sending the most satisfactory answer.

James Bryce, general manager of the Canadian Express Co., Montreal, replied as follows: "My understanding of Mr. Noble's suggestion is that it would be a convenience to you if the shippers' names were shown on the advice of arrival or receipt for charges. We would be glad to carry out this idea where it is practicable. As a rule, advice notices and receipts for charges are made from way bills, and only a few way bills show the names of shippers. It is not our general practice to enter names of shippers on way bills, as shipments have to be way-billed so rapidly at a great many places that it is necessary to save the time that would be consumed in inscribing the shippers' names on the bills. This saving of time is considerable at places where hundreds of parcels must be billed in a short space of time, and as the shippers' names are not really essential for the company's information, same are omitted. At some places the names of shippers are designated on the way bills by initials. This is intelligible to the sending office, but not to the delivering office. A great many shipments are delivered without any advice of arrival or receipt for charges being issued, but in cases where advices or receipts are made out, employes would have to get the shippers' names from goods. A good many parcels do not show names of shippers. We would be very pleased if all shippers would put their names on their shipments. We will issue advice to our agents along the line of Mr. Noble's suggestion."

W. S. Stout, president of the Dominion Express Company, Montreal, wrote: "It is not the practice, and is not practicable to require shipping bills with express shipments and without such shipping bill our employes are not in a position to show the name of the shipper on way bills except where the shipper's name is on the package and when it is shown on the package I assume that fully answers the purpose of the consignee."

Members of the association and readers of Hardware and Metal are invited to express their views on this matter, having in mind the replies of the express managers to Mr. Noble's suggestion.

CAMPAIGN AGAINST PEDDLERS

In a recent issue we referred briefly to the campaign which has been initiated by the members of the Inland Empire Implement and Hardware Dealers' Association for the extermination of "buggy trailers" and "range peddlers" from the territory covered by the membership of the association. What is styled the "Peddlers' Association" has been formed, the expenditures of which will be borne by a large fund which has been raised by the 200 members of the association, who have been assessed $20 each, and which will be further augmented if necessary. Jobbers of steel ranges and vehicles have co-operated with the retail hardwaremen in this fund and have sent in a number of $100 subscriptions, in several cases an intimation accompanying the checks to the effect that "there is more where this came from." The plan of the Peddlers' Association is referred to as follows:

As soon as a peddler of either buggies or steel ranges enters a town the local dealers in that town get out their teams and wagons, load them with goods as good or better than the peddlers' and then when the peddlers start out the local men follow them. When the peddler drives into a farmyard the local men "butt in" and show Mr. Farmer that he can save from 25 to 40 per cent. by buying goods of the home dealer — any home dealer, for the association does not aim to sell goods for any particular dealer. While all this is going on the secretary of the Inland Empire Association sends men from headquarters to relieve the local merchant, so that he can return to his business, and the paid agents of the association take up the work where the local merchant left off and stay with the peddlers until the latter give up the game and leave the territory which the association has undertaken to protect.

The campaign thus far, we are advised, has been very successful, and in one instance where buggy peddlers were followed for three weeks they sold but three rigs, and these at prices very much under those which they expected to obtain. One rig for which $165 was asked was finally sold for $75, and another for which $140 was asked was knocked down for $98.

To quote E. W. Evenson, of Spokane, the energetic secretary of the Inland Empire Association, "whether the peddlers have a longer sack than the merchants remains to be seen, but one thing has been proven and that is that they (the peddlers) cannot sell their wares while a representative of the local merchant is on the ground."

A TOUGH EXPERIENCE.

A hustling retailer with his eye on the trail for new business had been selling a mill in town a good deal of cotton waste, but not in some time had he sold them any, writes an American traveler. Down to the mill he went one day with some good cigars in his pocket. He knew the buyer; in fact, they had called each other by their first names ever since childhood. The topic of waste was brought up, and the buyer said: "Charley, I would like to get it of you, but I don't see how we can. If you give us the goods at the right price you will get the order. I can't tell you what we're paying, but I will tell you when you quote the right price."

The dealer went back to his store and wrote the jobbers for quantity prices. When this information came he took it to the buyer. "Nothing doing. Too high," was the verdict. Nothing daunted, the dealer wrote again, this time to the mills in Rhode Island, for samples and bale rates. Their reply was ½-cent per pound under the jobbers', so gleefully he set out for the mill. He was told he was too high, and because of the friendship the buyer compassionately told the dealer that they were buying direct from a mill in carload lots, having even put up an isolated building into which to store the highly inflammable stuff. Now, who on earth could compete with that soul-stirring, nerve-racking gait? And yet a few years before that hardwareman had contributed money to a fund that the local board of trade had collected with which to buy a site to give it to that very mill as an inducement to have them locate in that city.

WHAT MEMBERS ARE SAYING.

"We think that the benefits of the Ontario association now formed will be so far reaching that any merchant doing the ordinary volume of business stands to make $100, and this we consider a good investment for the work that is being done by a very few," writes one of the Eastern Ontario members.

"We are glad to join the association and hope to hear of its prosperity and that you will eventually get the desired number of members to make the association strong enough to be effective in righting wrongs. The cartage matter has been a grievance from the start and should be abolished altogether." — An Essex County member.

WINDOW AND INTERIOR DISPLAYS

A GUELPH PAINT WINDOW.

A paint and brush window display must of necessity be practically confined to the products of one paint factory and the sample of the window dresser's art shown on this page is an excellent arrangement of the products of the factories of the Canada Paint Company. The display was gotten up by G. M. Davison, an enterprising clerk in the employ of G. A. Richardson, hardware merchant, at Guelph, and with the exception of devoting a little too much space to the sign in the background, his work is worthy of much commendation.

The arrangement of the sample cans of paint, the brushes and the sample colors is very artistic, but with the mounted "stag" heads and the color cards the bottom is a trifle too crowded. The "stag" heads might have been displayed to advantage on the large window card in the background. The large mirror on the side wall of the window tends to enlarge and improve the appearance of the display, the brushes hanging on the side being reproduced in the reflection. The hanging of the color card on the face of the mirror is, however, likely to detract from the general effect desired to be obtained by the use of the glass.

COLORED SAND IN WINDOW DISPLAYS.

Having discovered the advnntages and use of colored sand and its adaptability to window adornment, I am led to give a number of suggestions as to its possibilities and usefulness (to which there really seems to be no limit) writes F. B. M. in the Iron Age.

The secret of the whole thing lies in the coloring of the sand. The writer first tried dyeing the sand with coloring matter, which is a more elaborate way of preparing it, but for ordinary purposes it can be more quickly and easily colored by mixing in a dry state with powdered paints. Lamp black stirred with the sand makes a fine material for lettering, and flour sprinkled on first gives a fine white background.

Arranging a Fishing Scene.

Take out the time-honored cloth covering of the flooring of your window and cover the flooring about 1 inch deep with what is known as "white sand." You will need about a barrel of it for elaborate designs and different changes of color from time to time, and it can be readily swept out when you desire to change the window for something else.

Obtain some wire cable, say about 6 feet long and 2 inches in diameter. Unwind a few inches of one end and spread out for roots. Fasten these to the floor with staples, unwind the main strands of the opposite upwardly extending end, about 2 feet back, thus forming branches of the tree when they are bent out from the centre at different heights from the trunk of the tree. If they are to present a natural appearance the leaves can then be made by tying on the branches either teaspoons or kitchen spoons. Be sure to have the bowl of the spoons inverted and facing downward, so as to present the drooping form of a leaf.

The angler can next be made by taking a large straw hat, a false face and an up-to-date suit of clothes, stuffing them with excelsior and placing in a sitting posture on a mound of sand at the base of the tree. The proper position of the figure may be maintained by tying fast to the tree trunk stuffed gloves for hands, which should be grasping rod and reel. Place fly boxes, landing net, basket, etc., on the sand by the side of the figure.

Here is where the sand plays an important part. A few feet from the figure where the line is to be cast take a large pair of compasses and draw several large circles in the sand in imitation of the ripples of water commonly extending out from the line when it is first cast into the water. Then place a screw eye right in the centre of these circles, unwind the line and tie fast to the screw eye buried in the sand ; if float is used on line bed in sand at this point to proper depth. Or in case you can secure a good imitation of a fish you can by making the sand deep enough cover up part of the fish's body, so that little more than the head is exposed, as in the act of being caught. Take a pasteboard box and put in a quart or more of sand and a little green and blue coloring matter, and stir and mix together until a natural color of water is obtained, which can be shaded and darkened with a little lampblack. Start in and sprinkle this color over the white sand from the front of the window to the rear, diminishing the width of the brook as it recedes from the window. Mix some more sand in like manner of a light green shade in imitation of grass and sprinkle on each side of the stream, being careful to leave a space of bare white sand for a shore line to separate the water from the banks of the trout stream.



Attractive Paint and Brush Display Arranged by G. M. Davison, Guelph.

A man may have more money than brains without having an overplus of either.

HARDWARE AND METAL

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NEW ADVERTISEMENTS.

Burr Mfg. Co., Cleveland, Ohio.

STARTING IN BUSINESS.

Two men who have succeeded in life were discussing whether it is better for a young man to become his own employer as soon as an opportunity can be found, or to go on in a steady position and work his way up to the top of the ladder. One had worked in a factory for a small salary, and tiring of this had branched out for himself. It was up hill work for a time, but eventually he made the grade, and established himself on a firm footing. The other had climbed to a managerial position as an employe, but both agreed that provided a young man had the qualifications, the best thing he could do was to strike out for himself.

It is a current saying that ninety-five per cent. of men who engage in business fail. This statement has been long accepted as the last word and handed out to the young man who would make a business venture, by over wise friends. In reality there is no truth whatever in such a statement. Almost the opposite is the truth, according to Dun, who shows that instead of ninety-five out of a hundred failing, ninety out of a hundred succeed ultimately.

There were of course times when they met with reverses and were compelled to begin over again, but that is not failure. Some have "failed" more than once, but have gone at it again and with their past experience have made a most complete success. It is what is learned in adversity that is the most valuable asset in a business career.

But while much is heard about branching out for oneself and seizing opportunities, it must be conceded that it is not given to all to become Carnegies. Many there are — bright men, too, in their chosen line—who make dismal failures in business, and who had much better have remained an employe all their natural days. A good follower is often as successful as a good leader. A man sometimes goes as fast and as far by following as being right up with the band. Most men get on as fast as they deserve and it is not prudent to be over anxious to get to the front, unless one has experience and the consciousness of ability to carry out preconceived plans.

In reviewing the failures for a given time, statistics showed that ten per cent. were fraudulent, but so carefully guarded as to be immune from legal proceedings. Neglect, speculation, unwise credits, and undue competition are the other causes. An honest and progressive man in looking over the causes ought to be able to altogether eliminate the first four—fraud, neglect, speculation, and unwise credit—leaving only the one—undue competition — that he must guard against, which is a matter of judgment as to locality more than anything else.

Because someone has said ninety-five per cent. of those who go into business fail, is no reason why any young man of intelligence and experience should be frightened. There will be ups and downs in his career, no doubt—life would not be interesting if there were not—but if he is made of good stuff he will eventually make good.

POWER FOR MUNICIPALITIES.

A conference of municipal delegates representing municipalities from Toronto west to London was held at Galt this week. The harmony which prevailed showed the spirit in which the public have embraced this gigantic scheme. Hon. Adam Beck and Cecil B. Smith addressed the delegates and took it upon themselves to answer the adverse criticism expressed through the correspondence columns of the daily papers. There was no weakening in the stand taken in favor of carrying out the original plans, and estimates relative to the cost, maintenance and distribution of power were again taken up and explained by the speakers.

To avail themselves of the privileges of the act, the municipalities must cooperate with the Government, and this they decided to do. But while it is well that there is such unanimity in endorsing the act of the Government regarding the development of Niagara Falls, there should be no undue haste in dispelling the criticism of those who are opposed to the present plan of development, for only by the expression of such opinions are the difficulties to be seen. Few questions that have come up for public assent are of more importance than this one, as it means the outlay of millions of money. That the power can be generated and distributed is not the issue—that is accepted. The method that is most economical and most advantageous to the public is what must be well thought out. In a multitude of councillors there is wisdom, so let no one who has new light to throw on the subject be denied an opportunity.

THE VALUE OF CREDIT.

When a man's credit is gone he has little left that is of any commercial value. Experience he may have, and social position, but without the standing which stamps him as a man who will meet his obligations, it is a bootless task for him to try to carry on a successful business.

A banker's confidence in the man to whom he lends money is based upon the experience, the application and the character of the man. And character plays no small part in the essential elements considered. But it is not enough simply to be honest. Many a man is honest and nothing more. He must be able to accomplish things, for without this he cannot be considered a good risk.

There is no royal road to credit: its building is the work of years. It is one of the most precious things in a man's business career, and should be guarded zealously and, above all, it should not be dishonestly take advantage of when once established. In every deal, credit plays its part with cash. If it were not so there would be little chance of a man with limited means rising above his present station in life, and only those who were fortunate in already having money could do business to advantage. The security of the largest business houses in the land today was founded upon their credit — their ability to make good—quite as much as upon the amount of their worldly possessions.

NO NEED FOR ALARM.

According to a telegraphic report the Welsh tinplate manufacturers at their quarterly meeting expressed alarm at the report that Canada was making extensive arrangements to manufacture her own plates.

In view of the publicity given to the proposals of the promoters of the Morrisburg tinplate proposition, it is incredible that the Welsh manufacturers could take seriously any "hot air" talk indulged in by parties interested in the

stock of the Morrisburg scheme. So far as Morrisburg is concerned the works are a dead issue, no activity being evident, and in any case, as has been clearly pointed out by this paper, there is absolutely no possibility of any serious competition to Welsh tinplate interests arising from the mills at Morrisburg.

A TRAVELER'S TIME.

A traveler was heard lamenting the other day about the amount of time he was compelled to lose in waiting for an appointment with a storekeeper in a small town. This traveler called on his man but found him engaged. He went out and came back again in an hour's time, but found the same condition of affairs. The man with whom the storekeeper was speaking was a resident of the town, who could be seen almost daily, but the traveler had but a short time to remain before his train left, and felt that an effort should have been made under the circumstances to give him an opportunity to do business and get away.

It is hardly fair to mete out such treatment to a man, but from reports that are heard from time to time it is not an infrequent occurrence. Unfortunately there are merchants who have a feeling that a man having goods to sell is under an obligation to them, and they must show it by keeping him hanging around until they feel disposed to talk with him. This is an unkind spirit, and one that never begets any good feeling from the man who is thus snubbed. It is not necessary to turn one's business upside down to accommodate any traveler, but a kindness done in making an effort to assist him to facilitate his business is only right. From a purely selfish standpoint it is also the best policy, for as a rule the experienced traveling salesman is in pretty close touch with most things that are going on in the trade, and is often in a position to give the merchant a pointer that is worth a great deal more in value than the time taken in seeing the traveler.

But there is another side to the story. The merchant has his grievances and his "thorn in the flesh" of being solicited in season and out of season for a sample order of this or that that he really does not want. He states plainly that he has sufficient of the goods enumerated in stock, and does not care to do any more buying, but the drummer man remorselessly tags after him, insistent and argumentative. By some this is called zeal, but oftener it is poor judgment. It is never right to try to sell a man what he does not want, and it is the importunate salesmen who do this that put merchants on the defensive when they see a traveling man enter their store.

TRADE NEWSPAPER PUBLISHER HONORED.

In the language of official documents, our hearty congratulations are due and are hereby tendered to our confrere, the publisher of the Ironmonger and other trade newspapers in London, England, the Right Mon. Sir W. Vaughan Morgan, Bart., Lord Mayor of London. In the list of honors published the other day, Mr. Morgan's name appears among those on whom His Majesty conferred a baronetcy. This is a hereditary title, but as Sir Vaughan has so far remained a bachelor, the title may die with him.

THE SITUATION IN METALS.

A general weakness has pervaded the metal markets for some days, and nearly all ingot metals are to-day commanding prices considerably short of their last week's figures.

Ingot tin is still erratic—is, if anything, more unsteady than at our last writing. Looking back upon the past ten weeks, the remarkable condition will be noticed of an advance aggregating 11 cents a pound, closely followed by a decline of 13 cents, with the market still falling. Consumers in most countries seem to have bought heavily before the decline, under the impression that values would be permanently enhanced. After a period of record prices, the market, unable to sustain the boom, collapsed, and Canadian dealers are this week quoting as low as 41½ cents.

Antimony prices are lower this week, but at present they are firming up again. Some dealers, indeed, seem inclined to foretell a return to the record prices of a few weeks ago, but conservative students of market conditions consider that this is a rash prophecy.

We reported last week that some of the better known European brands of zinc spelter had not followed the market but were being maintained at the old level. Since then, however, even these producers came to see the weakness of the situation, and they have since revised their quotations to be in keeping with the general tendency.

Copper continues at unchanged prices on the Canadian market, and there is considerable call for the metal on the part of manufacturers. This is about the only ingot metal which has not declined recently.

Pig lead was unable to maintain the increase of last week. Although there is an excellent demand manifest, bear operators are in command of the market, and a falling off of five cents is recorded.

Sheet zinc has declined, to keep pace with the falling market in spelter, a drop of one-quarter cent a pound being declared. All other sheet metals maintain their strength and show an active inquiry for both spot and future deliveries.

BOARD OF TRADE INFLUENCE.

The influence of the Board of Trade in Canada in the realm of commerce and finance should be extended into the fields of social and political progress, not party politics or fads, but the everyday business of managing the affairs of the whole community, municipal, provincial and federal. The individual who makes a success at business would not necessarily be a success as a public man, but in the bulk the business men of a community as represented by the board of trade should, if their interest was aroused, decide wisely on questions of public polity.

One principal reason why the boards of trade are not more influential is that many of them have not the right kind of secretaries. A board of trade secretary should be an expert in the matter of detecting questions calling for action by the board. He should be a man with a knowledge of public affairs. Everything on the order paper of council, legislature and parliament is of moment to the business community. The board secretary should know the significance of issues as they arise, keep his board informed and advise them when to take action. Many things vital to the commercial interests of a community are neglected by the public bodies that should deal with them. Boards of trade could force action in many instances if they were so minded.

It may be urged that this is the business of the president and executive. That is just the point. The elected officers are business men absorbed in their own affairs; what we claim is that the secretary should be specially commissioned to advise the board and as a body inform them of the ins and outs of questions which in the public interest they should take up. To do this well the secretary must have a working knowledge of public affairs and public bodies. About eighty per cent. of public business is in the hands of municipal councils. Here is a large field in itself for boards of trade.

The Hamilton board recently made a progressive move that is decidedly in the right direction. It has decided to engage an agent to devote his whole time to the affairs of the board. He will investigate all complaints about transportation and such matters. The board appointed committees to boom Hamilton-made goods, and to co-operate with the aldermen when important matters are before the council for consideration.

C. M. A. MONTREAL BOARD.

The balloting for members of the executive committee of the Montreal branch, Canadian Manufacturers' Association, was concluded on Thursday, and the results show that several men well known to the hardware trade have been honored. The new officers are as follows :

Chairman—J. S. N. Dougall, of McCaskill, Dougall & Co. ; vice-chairman, S. W. Ewing ; executive committee — Fred Birks, J. H. Birks, S. S. Boxer, Geo. E. Drummond, of Drummond, McCall & Co. ; Geo. Esplin ; F. W. Fairman, of the Dominion Wire Manufacturing Co. ; Robt. Gardner, of Robt. Gardner & Son ; Chas. B. Gordon ; J. R. Kinghorn, of Montreal Rolling Mills ; Robt. Munro, of Canada Paint Co. ; L. H. Packard ; Hon. J. D. Rolland ; Geo. W. Sadler ; E. F. Sise ; Clarence F. Smith ; W. T. Whitehead ; F. Howard Wilson and R. J. Younge, of the Canadian Rubber Co.

JENKINS VALVES IN MONTREAL.

Jenkins Bros., valve and joint manufacturers, who for upward of a quarter of a century have been doing business in New York, have acquired 120,000 square feet of land in Montreal on St. Remi street, between Acorn avenue and the G. T. R. tracks. They will immediately begin the erection of a two-storey brick factory with a frontage of 200 feet and a depth of 110 feet.

H. D. Gordon, mechanical engineer for Jenkins Bros., has been in Montreal for some time, arranging the details of the building, and he expects that the plant will be ready for operation in the Spring. To begin with, in the neighborhood of 100 hands will be employed, and later on it is expected that the staff will be increased to 250 hands.

Valves and other appliances which they manufacture are subject to a Canadian duty of 30 per cent., and the firm consider that the growing condition of Canada makes it well worth while to erect a factory here and take full advantage of the Dominion trade.

RETURNED FROM WEST.

Col. Gartshore and J. E. McConnell, of the McClary Mfg. Co., London, returned last week from tours to the Pacific Coast and through the new provinces. Both reported bright crop prospects and a likelihood of a large trade in Canadian stoves and furnaces in Western Canada this Fall and Winter.

Col. Gartshore, on his way east, visited many of the newer towns on the branch lines in order to form impressions regarding the possibilities of the growing west. He brought with him a typewritten list of about two dozen wholesalers already established at Calgary—he feeling that residents of the "cent belt" (as some westerners who despise copper coinage delight to call Eastern Canada) would hesitate to believe the stories of Calgary's growth without documentary proof.

Mr. McConnell was on his honeymoon trip, combining business with pleasure by calling on all the company's branch depots and securing information which will be of great value in conducting future "publicity" campaigns of McClary heating and cooking goods.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 27.

Few commercial men in the Maritime Provinces are more widely and favorably known to readers of Hardware and Metal than Wm. Knight, president of the Amherst Foundry Company, Amherst, N.S., whose portrait is reproduced this week. Mr. Knight, in addition to his duties as president, acts as traveling salesman, and the success which has attended the Amherst Foundry Company is in a great measure due to his untiring zeal and energy in forwarding the interests of his company.

Mr. Knight was born in Leicester, England, and came to Nova Scotia about twenty years ago. He has been identified with the stove and furnace trade for the past fifteen years, during which time the business with which he has been connected has developed very rapidly and gives promise of increased growth and expansion in the future.



WM. KNIGHT, Amherst, N.S.

President and Traveling Representative of the Amherst Foundry Co.

Beaver brand enamelware is becoming widely known amongst plumbers in all parts of Canada, O. Vickery, the Toronto representative of the Amherst Company, reporting that his sales have increased from one carload a month to two carloads per week within the past year. The Improved Cumberland furnace, another of the company's products, is also well known, particularly in the Maritime Provinces.

THE SCREEN DOOR TRADE.

Messrs. John Sanderson, Brantford, and John Harold, Brantford, of the Sanderson-Harold Co., Paris, manufacturers of refrigerators, screen doors, etc., left last Thursday on a business trip to Winnipeg and the west. Mr. Sanderson is also president of the Melotte Separator Co. and the Adams Wagon & Carriage Co., Brantford. They report that the trade in screen doors this year has been eminently satisfactory, although there has been no advance in prices in response to the 35 per cent. rise in the lumber going into the doors, etc.

Another gentleman who returned west on Thursday was H. R. Harmer, who represents the above companies with headquarters at Regina. Mr. Harmer has been east on a combined business and pleasure trip, visiting his old home at Toronto.

SHIPPING RAILS BY WATER.

The steamer Turret Crown left the Montreal harbor on Wednesday for Sydney, C.B., where she will load steel rails at the works of the Dominion Iron & Steel Co. The interesting point about this is that the Turret Crown will carry the rails back to the west through the canals and lakes.

From this time forward several other ships will be employed in the same trade, and quite a large traffic is likely to follow in this line owing to the great demand for steel rails which will result from the new railroad construction and extension of lines in the west.

SHARE WITH EMPLOYES.

The John Morrow Machine Screw Co. have set aside the sum of $1,500 to be divided among their employes and the employes of the Ingersoll Nut Co., which is under the same management.

The generous policy of sharing their profits with their employes was adopted by the company last year.

THE LATE SAMUEL HUMPHRIES.

Samuel Humphries, of Strathroy, Ont., father of A. W. Humphries, Parkhill, Ont., president of the Ontario Retail Hardware and Stove Merchants' Association, died last week. He was over 80 years of age and had been for many years a carriage manufacturer in Strathroy.

A NEW EXPLOSIVE.

Ammonal is the name of a new explosive about to be manufactured in Canada by the Harmsworths. The chief ingredients are nitrate of ammonium and aluminum. It will not freeze, or explode by friction or concussion. The only thing that will explode it is a detonator.

DISCRIMINATION CHARGED.

Canadian railways are charged by members of the Canadian Stove Association with demanding higher rates for transportation of stoves and ranges than the railroads in the United States for similar distances. This alleged discrimination is being looked into by the association, a committee of which met at the King Edward Hotel Tuesday. In the United States stoves are classed as third class matter, whereas in the Dominion they go in the second class. This classification means that Canadian roads get a higher rate for transportation.

HARDWARE TRADE GOSSIP

Quebec.

Alph. Terriault, plumber, Montreal, has assigned.

Mr. Rogers, of Rogers & Nicoll, hardware merchants, Perth, Ont., was a visitor in Montreal this week.

Albert Oliver, of the Clinton Fireproofing Co., Clinton, Mass., spent last week in Montreal calling on the building trade.

J. H. Brent, of Caverhill, Learmont & Co's western traveling staff, spent part of the week in Montreal, visiting the head office.

J. H. Roper, manufacturers' agent, Montreal, has returned from a business trip to Quebec, where he booked many good orders.

S. M. Walker, formerly with Lewis Bros., Montreal, and now with the Hudson Bay Knitting Co., is at Kennebunk Beach for a holiday.

Mr. Glassco, of the traveling staff of Geo. D. Wood & Co., wholesale hardware merchants, Winnipeg, was in Montreal on Friday of last week.

Among the hardwaremen to visit Montreal on business this week were T. Burrows, Lacolle; J. A. Paquin, St. Eustache, and Z. Bissonette, La Prairie.

D. McCormick, of the Pedlar People's traveling staff, Montreal, has returned from a vacation spent at Roden, P.Q. A. Dausereau, of the same office, is now enjoying his annual rest at Lawrenceville, Que. They all get holidays but "W. E."

G. G. Fields, of Wylands Limited, manufacturers of wire rope and netting, Warrington, is at present visiting Canada in the interests of his firm. J. H. Roper, of Montreal, has made arrangements to sell this firm's products in Canada.

Montreal jobbers are delighted at the following item, which was clipped from a Galt, Ont., newspaper: Ald. Scyffert —"I telegraphed in the afternoon to Montreal for a shipment of guns. The goods were here by first express from the east next morning. My dealings with Toronto houses are by no means so gratifying. Oh, no, they're not so slow in Quebec as we've been in the habit of considering them."

Ontario.

P. M. Young, hardwareman, of Almonte, advertises his business for sale.

Andrew Riddell, plumber, of St. Catharines, was in Toronto during the week.

Ottawa hardware dealers have decided to close Saturday afternoons until September 1.

James McGaw, blacksmith and carriage maker, Richwood, Ont., offers his business for sale.

T. E. Ryan, of Lewis Bros. & Co., Montreal, was in Toronto on a business trip during the week.

C. Thompson, of the Gurney-Tilden Co., Hamilton, spent a day or two in Toronto during the week.

R. G. Sturgeon, plumber, of Peterborough, was in Toronto, Wednesday and Thursday of this week.

George Maker & Co., North Bay, have secured part of Connelly's shop where they will carry on their business.

A. D. Kennelly, manager of the McClary Mfg. Co., Toronto, is spending a vacation in Niagara Falls vicinity.

Charles Morrison, of the James Morrison Brass Mfg. Co., Toronto, has returned from Chicago where he has been for some days.

Harry Smith, formerly of the Canadian General Electric Co., Peterborough, has gone into the hardware business at Didsbury, Alta., and will take his family there shortly.

W. S. Brock, representing the Ontario Lead & Wire Co., of Toronto, and the Standard Ideal Sanitary Co., of Port Hope, in the west, has returned to Winnipeg after a two-week's visit in Ontario. Mrs. Brock accompanied him.

R. A. Baines, of Baines & Peckover, Toronto, is bringing to a close a very satisfactory visit to Great Britain and continent. While Mr. Baines is by no means blind to the attractions of sightseeing, neither is he forgetful of the business opportunities awaiting him amongst the manufacturers. New arrangements are being made and new lines taken up, of which the trade will hear more upon Mr. Baines return to Toronto.

Western Canada.

S. Arthurs, blacksmith, Clearwater, Man., has sold out.

Kofka & Norris, blacksmiths, Davidson, Man., have been burnt out.

J. H. Kelly, has taken over the business of the Summers & Kelly Co., plumbers, Regina.

The store of Geo. Agnew & Co., hardware merchants, Minitonas, Man., was totally destroyed by fire.

M. W. May has purchased the blacksmith business of the estate of John Gowan, Westbourne, Man.

J. Fair, of the office staff of Geo. D. Wood & Co., has returned to Winnipeg from a three weeks' holiday trip to the east.

J. R. Henderson, of the firm of Henderson & Potts, Halifax, is expected in Winnipeg this week to consult with Marshall-Wells Co. regarding business in the west.

Chas. D. Waldon, of the Pease-Waldon Co., Winnipeg, and W. G. Jones, of the Pease Foundry Co., Toronto, returned to Winnipeg this week from an extended business and pleasure trip in the far west. Mr. Jones will return to Toronto shortly.

T. P. McIntyre, sales manager for the Marshall-Wells Co., of Winnipeg, has resigned his position to become president and general manager of the Ladysmith Stove & Iron Works, Ladysmith, B.C. Mr. McIntyre has had a long career in the hardware business in Manitoba and the Northwest, and has a wide acquaintance among western hardwaremen. For eighteen years he was connected with the J. H. Ashdown Hardware Co.

BRASS STRIKE IS OVER.

For more than a month past the brass foundry of the Robert Mitchell Co., Montreal, has been badly handicapped by a strike of 25 of their brass workers. During the present week, however, the difficulties were adjusted and the works are again in full operation.

When no arrangement could be arrived at between the employes and the men, it was decided to have the dispute settled by arbitration, James Ballantyne, master plumber, being chosen by the company, and Jas. Ainey, business agent of the Montreal District Council of the Brotherhood of Carpenters and Joiners, by the men. The arbitration after several conferences, failed to agree on the payments of time and a half for Saturday afternoon work when men are called back, and an advance in wages for the strikers who, it was claimed, were not skilled mechanics and were not expected to work on the best class of goods.

Finally, A. G. Hutchison, of Hutchison & Wood, was chosen as the third arbitrator, and he gave his award a few days ago. He awarded increases to 11 of the strikers and also one-half in addition to the regular rate for time over 55 hours a week, but only the regular rate for Saturday afternoon work.

SANDERSON PEARCY CO. FIRE.

Heavy damage was wrought Thursday night by a blaze in the basement of Sanderson Pearcy & Co's paint warehouse at 65 Adelaide street west, Toronto. The automatic system gave the first alarm, and on the arrival of the Bay street section a second call was turned in, summoning Chief Thompson and all the fire-fighting appliances in the downtown district. The flames were kept from spreading, and were confined to the basement and shipping room. The greater part of the damage was done by water and smoke to the dry paints in the cellar, which was heavily stocked. The loss will total nearly $10,000 with insurance of $54,000, divided among eighteen companies. The loss on the building, about $1,000, is covered by insurance for $10,000 in the Commercial Union Co. C. N. Haldenby, the manager, could not account for the origin of the blaze, the electric current being shut off. There will be no stoppage of business in any way.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Solder—No. 1 declined to 23c.; No. 2 advanced to 20c.
Shellac—A 5c. advance.
Zinc Spelter—Declined 25 cents per 100 lbs.
Antimony—Quoted at 27c.
Ingot Tin—Declined 41½c. to 42c.
Pig Lead—Declined five cents.
Sheet Zinc—Declined 25 cents per 100 pounds.

TORONTO.

Old Wrought Iron—Advanced 50 cents.
Old Rubbers—A slight advance.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 27, 1906.

It is stated by wholesale marchants here that trade shows a rather perceptible decrease over last week's volume. But, although the dullness customary to this season is undoubtedly at hand, it must be said that from all indications this will be neither so long nor so acute as is usual.

Orders coming to hand show that the demand is pretty well scattered over all Summer lines, with an increasing inquiry for Fall goods. Among the latter, guns and ammunition are commanding much attention and it is confidently expected that the approaching season will be a record breaker.

Prices remain steady, no changes in current quotations having been made since our last report.

AXES—The trade is without feature and prices are still quoted as follows: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—We give prices: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

RIVETS AND BURRS—No changes have been made in prices quoted on the Montreal market. A steady turnover is shown and we still quote: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Not much of this line is moving just now as farmers will not be in a position to press this season's crop, for some time yet. Our prices remain as follows, though there is a great deal of cutting: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Orders of fair size are constantly coming to hand. We are still quoting discounts as follows: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Big orders are being received both from retailers and manufacturers. Our discounts remain 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent

HORSE NAILS—Sales are large for the season. We give the following discounts: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—There is practically no established price, but we quote nominally $2.05 per keg base, f.o.b. Montreal.

CUT NAILS—Business is sluggish in this line. We are still quoting $2.20 per keg base, f.o.b. Montreal.

HORSESHOES—A good steady demand has been maintained throughout the Summer. We quote as follows: P. B. new pattern, base price $3.50 per 100 lbs.; M. R. M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—Jobbers are preparing for a big season in guns and ammunition and the other lines carried by the Montreal wholesale houses are also much in demand.

BUILDING PAPER—Trade remains fair and prices are steadily held at the figures quoted in our current quotations.

CEMENT AND FIREBRICK— The big demand continues to be a feature of the market. Our prices remain as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN— We are still quoting as follows: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—The big business for the year is over, but occasional orders are still coming in. We quote the following prices: American Twin, 2 quart, $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—There is still considerable business being done and the price remains steady at $1.45 per 100 square feet.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 27, 1906.

New business is beginning to slacken off a little, but there is no complaint, as this has been one of the most prosperous seasons.

Goods continue to go out in large quantities, filling earlier orders, and this keeps the wholesale houses busy. Sporting goods continue in active demand, particularly arms and ammunition. Booking for Winter lines, such as skates, sleigh bells, etc., is not heavy. Most dealers still have a fair supply of these goods on hand from last Winter.

AXES AND HANDLES—Trade continues normal, with no price changes.

CUTLERY AND SILVERWARE — The demand for Fall goods is picking up and sorting orders are fair.

SPORTING GOODS—Lawn bowling and cricket goods are selling well. Fishing tackle is a live line and ammunition is commencing to liven up.

SCREEN DOORS AND WINDOWS—Trade is slackening off, but green wire cloth is still selling well. There is some talk of a scarcity but one is not considered likely.

HAMMOCKS—The hot weather has created a large sale of these goods. A better class of hammock than usual is being asked for, and manufacturers are kept busy getting out stock.

LAWN MOWERS AND HOSE — De-

mand is decreasing, but considerable sorting is reported.

REFRIGERATORS AND FREEZERS—A falling off is noticed in the demand.

WASHING MACHINES—A normal demand is noted.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Sales are reported large. We quote: 2-in. mesh, 19 w.g., discount 55 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE—Prices remain the same. We quote: On gauge 9, $2.40; guage 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues, with prices unsettled, but we nominally quote: $2.05 base.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7 1-2 off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7 1-2 off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

RIVETS AND BURRS—Tinned rivets have been advanced and are now quoted net extra 4 cents per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Stocks are bare and manufacturers are refusing to accept orders. We quote: 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

HIDES AND WOOL—

Hides, inspected, steers, No. 1	....	0 12
" " " No. 2	....	0 11½
" " cows, No. 1	....	0 12½
" " " No. 2	....	0 11½
ountry hides, flat, per lb., cured	....	0 11½
Calf skins, No. 1, city	....	0 14
" " No. 1, country	....	0 13
Sheep skins	1 65	1 85
Lamb skins	....	0 60
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 05	0 05
Pulled wools, super, per lb.	....	0 25
" " extra "	....	0 27
Wool, unwashed fleece	0 17	0 18
" washed fleece	....	0 27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 27, 1906.

The demand for metals is keeping up with remarkable persistence, in the face of very hot weather. Even the uncertain state of the market in many lines has not kept buyers off, and the metal merchants in Montreal have been kept busy filling orders.

Ingot tin is again varying, new prices being made nearly every day. But the general tendency of the market for some weeks past has been downward, and prices have now reached a level below that which preceded the sensational advances of three months ago. It looks as if the present unsettled condition of the market would remain for some time to come.

Pig lead has once more declined, and is up and down alternately. The demand is quite active, but market manipulation seems to have pulled quotations down.

Antimony went lower early in the week but is now firming up again. The New York metal reports state that dealers there who are closely in touch with market conditions are prophesying that antimony will now advance to or about the high water price which ruled a short time ago.

Zinc spelter is still weaker and a further drop of a quarter cent has taken place. Even the European brands which did not follow the first slight decline mentioned last week, are now being quoted lower. In consequence of this situation, sheet zinc has also declined 25 cents per hundred pounds.

COPPER—The situation is unchanged, and the turn-over of local dealers is brisk. We quote: Ingot copper, 21c. to 21½c.; sheet copper, base sizes, 25c.

INGOT TIN—The market is still sagging gradually, with spasmodic movements upward breaking the monotony. We are this week quoting a distinct decline over last week's prices, ruling quotations now being 41½c. to 42c. per pound.

ZINC SPELTER — Contrary to expectations, another drop has occurred, and the decline has become general. This is inexplicable on natural grounds, as there is a particularly fine demand for spelter. We are now quoting: $6.75 to $7 per hundred pounds.

ANTIMONY—Though we give a lower price than at our last report, the market is now said to be recovering. We quote 27c. per pound.

PIG LEAD — Another decline has brought the price back to $4.30 to $4.40.

PIG IRON—Bookings at present are quiet. We quote:

"Dom.," No. 1.	$19.50 to $20.00	delivered	Montreal
Usual difference in price for lower grades.			
Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	18.50	"	"
" No. 3	18.00	"	"
Cleveland No. 1	18.25	"	"

BOILER TUBES—We quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Our prices are unchanged: Colonial Black Diamond, 8c. to 9c.; Sanderson's 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's Best, 11c. to 11½c.

MERCHANT STEEL—Trade is good in nearly all lines. Prices remain as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We are still quoting: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—A brisk demand is still shown and prices are very steady. We quote as follows: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—The market is very firm. We quote: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.15.

CANADA PLATES—Good business is being done and the following prices are steady: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TINPLATES—We quote as follows:

Cokes, base size, 1C 14x20, $4 ; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—We are still quoting $6.85.

SHEET ZINC—In consequence of a declining spelter market, sheets are somewhat easier, and we now quote : $7.75 in casks, $8 in less than casks.

SHEET LEAD—Our quotations are : 2½ lbs., 5½c. by the roll ; 3 lbs. and heavier, 5¼c. by the roll ; small quantities, 25c. per hundred lbs. extra.

BAR IRON—Business is fair, and the price remains steady at $2.05 base f.o.b. Montreal.

OLD MATERIAL—The situation is substantially the same as at our last report. We still quote : Light copper, 14½c. ; heavy red brass, 14½c. ; yellow brass, 11½c. ; light brass, 7½c. ; lead, 3¼c. ; zinc, 4c. ; machinery cast scrap, $13 ; wrought scrap, $12 ; stove plate scrap, $10.50 to $11 ; mixed rags, $1 to $1.20 per 100 lbs. ; old rubbers, 7½c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 27, 1906.

The metal market is featureless, and trade is generally quieter. Ingot tin is more active, but the movement has not been marked either way and present quotations are pretty well held. More business is being done in tin plates, but prices remain the same. Galvanized sheets are quiet with light stocks. Copper is unchanged and for a month or two trade will no doubt be quiet. Producers are sold up to October and consumers are bought up to that month, so that little new business is in view, with the exception of small lots which are moving more freely. Lead is firm and active but unchanged. Iron conditions are unchanged. Scrap wrought iron is 50 cents higher.

PIG IRON—Trade is quiet with prices the same. We quote as follows : Radnor at furnace, $30 ; Hamilton at furnaces, No. 1, $20.50 ; No. 2, $20 ; Londonderry, f.o.b., Toronto, No. 1, $21.50, No. 2, $21 ; Middleborough, $21.50.

BAR IRON—There is only a fair demand for bar iron and the stocks are light. We quote : $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—There has been a continued fluctuation on the market, but prices remain unchanged. Quotations are 41c. and 42c. per pound.

TIN PLATES—More trade is being done. We quote as follows : Cokes, base size, 14x20, $4 ; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Prices are well maintained and demand is active. We quote : 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. Buying is active and quotations 23c. to 24c. per pound.

COPPER—Market is quiet ; prices remain unchanged. Our quotations are as follows : Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—Market is becoming firmer, but local dealers are still quoting $4.40 for imported pig, and $5 per 100 lbs. for bar lead.

ZINC SPELTER—The market is quiet and prices remain unchanged. We quote : 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — A lively demand is experienced from threshers. Our quotations are as follows : Plates, per 100 lbs., $2.35 ; heads, per 100 lbs., $2.60 ; tank plates, 3-16 inch, $2.45 ; tubes, per 100 feet, 1½ inch, $8.50 ; 2, $8.80 ; 2½, $10.75 ; 3, $12 ; 3½, $15.80 ; 4, $20. Terms, 2 per cent. off.

ANTIMONY — Prices are unchanged and 27c. is quoted.

OLD MATERIAL — Dealers' buying prices are as follows : Heavy copper and wire, 15c. per lb. ; light copper, 13½c. per lb. ; heavy red brass, 13c. per lb. ; heavy yellow brass, 11c. per lb. ; light brass, 8¼c. per lb. ; tea lead, $3.25 per 100 lbs. ; heavy lead, $3.50 per 100 lbs. ; scrap zinc, 4½c. per lb. ; iron, No. 1 wrought, $11 to $11.50 ; No. 2 wrought, $3 to $5 ; machinery cast scrap, $13.50 to $14 ; stove plate, $10 ; malleable and steel, $5 ; old rubbers, 7¾c. per lb. ; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—The usual monthly advance of 10c. has been made, the figures now being : Anthracite in cars at bridges, egg, stove and nut, $5.30 ; grate, $5.05 ; pea $3.60, per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines : Lump, $1.50 ; ¾ inch, $1.40 ; run of mine, $1.30 ; nut, $1.25 ; N. P. and S., $1 ; slack, 75c. ; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges : 1¼ inch, $2.50 ; ¾ inch, $2.40 ; mine run, $2.30 ; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, July 26, 1906.

Additional evidence that the present prosperity in the iron and steel market will continue through the present year and at least well into 1907 continues to accumulate. Already some inquiry for 1907 iron has developed and ore buyers are manifesting an anxiety about their supplies which will doubtless result in an early buying movement. Little rail tonnage is available for 1906 and contracting for 1907 delivery continues heavy, orders for about 53,000 tons of standard sections having been let during the week. That the ore traffic of next year will exceed that of the present record season is indicated my the placing of orders within the last few days for nine freighters, which will add about 1,750,000 tons to the lake vessel capacity for 1907.

The pig iron market has so far escaped the usual mid-summer period of dullness and is manifesting increased strength with a tendency toward advanced prices. The leading harvester interest has purchased 25,000 tons of southern iron at about $13, Birmingham, which is considerably below the usual quotation. Practically no Bessemer or basic iron can be had for the remainder of the year, and in the valley all grades have advanced from 25 to 50 cents. Southern and Virginia furnaces are profitting by the high prices of the north.

The crude steel scarcity continues unabated, and the situation has grown worse through the announcement that Pittsburg interest, which are usually sellers of billets are out of the market on account of needing their product for their own mills. Outside interests are being called upon to relieve the Pittsburg shortage.

The market for sheet and plates has received a considerable impetus through the covering of requirements of lake shipbuilding concerns, about 35,000 tons being needed for vessels recently ordered. This tonnage has been divided among the Illinois Steel Co., Carnegie Steel Co., Jones & Laughlin Steel Co. and the Lackawanna Steel Co. The demand for structural material is heavy for bridge purposes, and for the erection of new industrial plants.

An order has been placed for 65 miles of steel line pipe and 19 miles of iron pipe for use in Indian Territory. Numerous smaller sales are reported with heavy business in prospect.

LONDON METAL MARKETS.

From Metal Market Report, July 25, 1906.

PIG IRON—Cleveland warrants are quoted at 51s. 3d., and Glasgow standard warrants at 50s., making prices as compared with last week 8½d. higher for Cleveland warrants and 1d. lower for standard warrants.

TIN—Spot tin opened steady at £171 5s., futures at £170 10s., and after sales of 300 tons of spot and 200 tons of futures, closed easy at £170 5s. for spot, £169 15s. for futures, making price compared with last week £3 12s. 6d. higher on spot, and £3 4s. 6d. higher on futures.

COPPER—Spot copper opened quiet at £81 10s., futures £80 17s. 6d., and after sales of 400 tons of spot and 200 tons of futures, closed strong at £82 10s. for spot, and £81 5s. for futures, making price as compared with last week £2 2s. 6d. higher on spot and £1 7s. 6d. higher on futures.

LEAD—The market closed at £16 15s. making price as compared with last week the same.

SPELTER—The market closed at £27 making price as compared with last week 5s. higher.

U. S. IRON AND METAL TRADES.

From the Iron Age, July 19, 1906.

Interest has centred in the past week in the remarkable business taken by the lake shipyards. Orders were placed for 11 boats for delivery at the opening of the navigation season in 1907, these including four 12,000-ton vessels for the United States Steel Corporation. In all 27 new boats have now been ordered for 1907 and the total on the books of the lake shipbuilders is 49. This means an addition of 9,000,000 to 10,000,000 tons a season to the carrying capacity of the Great Lakes. The danger repeatedly urged in the present campaign of vessel building, of an over-supply of lake ton-

nage, seems to have no terrors for large ore consuming interests.

That midsummer buying of unprecedented proportions is in progress is indicated by the fact that the United States Steel Corporation has booked a distinctly larger average tonnage this month than in July, 1905, and that the daily average for this year thus far is much in excess of the daily average up to July 25, 1905. The orders are distributed through all lines in both light and heavy material.

The pig iron markets show an advancing tendency, and in the past week activity has been marked in foundry grades in the west and in basic iron in the east. The leading harvester machinery interest bought 25,000 tons of southern iron to complete its requirements for the second half of the year. Following this transaction one important southern seller withdrew from the market and other interests are now quite uniformly holding to the basis of $13.50, Birmingham. Lower grades of southern iron have sold below this basis. On the buying of 40,000 tons of basic iron in Eastern Pennsylvania the price for spot delivery advanced 25 cents. A round sale was made of eastern basic for delivery at Buffalo in the first half of 1907. One important foundry iron seller in the Chicago district is out of the market for the rest of the year.

Besides the business taken by plate and structural mills for the new lake boats, the week has seen the beginning of important contracts from steel car works. Bridges and buildings continue to be abundant sources of tonnage. Two St. Louis contracts, one a warehouse and the other an office building, call for 9,400 tons. Pittsburg reports 6,000 tons of bridge work let, and a Cleveland tributary of the Lake Shore road has placed 9,000 tons of bridge work.

Rail orders include 17,000 tons for the Reading road for 1906 delivery, and for 1907, 40,000 to 50,000 tons was booked. Foreign rail orders amount to 20,000 to 25,000 tons for shipment to Japan, Yucatan, Cuba and South America.

The leading wrought pipe interest has booked the largest July business in its history, and the month even promises to establish a new record. Pipe line work, domestic and foreign, is heavy.

Western sales of steel bars, reported through Chicago, amount to 50,000 tons since July 1, and bar iron is more active in that market.

In wire and wire products, for a month ordinarily light, the activity of July has been surprising.

The situation in steel, particularly open hearth, is more acute. A 5,000-ton sale of open hearth billets is reported in the east, for shipment to Pittsburg.

British Columbia Trade News

Vancouver, B.C., July 21, 1906.

R. G. Macpherson, M.P., is authority for the statement that in two years there will be two railways under construction connecting with North Vancouver. The ambitious embryo city on the north shore of Burrard Inlet, Vancouver's famous harbor, is reaching the stage where railway development would create a very considerable boom. The townsite has all been blocked out, streets cleared, graded, and in some cases having a macadamized surface. The situation is even better than that of Vancouver for a city, a sunny southern slope giving a splendid aspect as well as a favorable location for taking advantage of weather. There are perhaps 5,000 people living in North Vancouver now, and while most of them are directly or indirectly interested in the City of Vancouver, their efforts and energies would be transferred if a railway were built on the north shore of the Inlet.

* * *

A million dollars is the estimated amount of money to be expended in building some 75 miles of electric railway in the Fraser Valley on the south side of the river, extending from New Westminster to Chilliwack. It has been discussed for some years, and now J. Buntzen, managing director of the British Columbia Electric Railway Co., makes the announcement that he will advise his company to enter into the proposition. A conference between the reeves and other officers of the rural districts affected and Mr. Buntzen resulted in his statement that he would take the matter up with the company on his return to London. The B. C. Electric Railway Co. is practically the owner of the Vancouver Power Co., which supplies all the electric energy consumed by the lighting, power and street car lines of Vancouver and New Westminster. The plant at Lake Beautiful is capable of developing many times more power than at present used. The proposed electric line will serve districts already partially settled and will also tend to develop a large area of lands suited to agriculture but not yet occupied or improved.

* * *

Lumber prices have not advanced recently, but shingles have been put up another ten cents per thousand, making them now $2.05 f.o.b. The demand has been so great that a bonus of 5 and 10 cents has been paid by some customers for some time, in order to secure attention to their orders.

The rush in the lumber trade keeps up, and many mills will not get in sight of their orders this season. Not before September is the answer of some operators when asked if they can accept orders for delivery. It is apparently the innings of the lumberman. Many predict that prices will not be maintained at present rates, but it is difficult to see how lower figures will be quoted. The mills are all working up to the limit of their capacity and then not beginning to cope with the orders placed, so that there is little inducement for any one to begin price cutting. The chances are that next season will show even greater demand than this year.

Building in Vancouver, as far as the frame residence class of structure is concerned, has certainly been held up this season by the very high prices for materials. Many blocks are under construction, but nearly all are of brick or stone and some cement block and concrete structures have been put up. But the cement stocks in the city are all cleaned up at the present moment and await fresh supplies. At the beginning of the present week even the city corporation work on cement sidewalks was held up for the want of material, Vancouver is happily situated for its cement supply, as there is a fine local factory, owned by R. P. Butchart, of the Shallow Lake, Ont., plant, which is located near the City of Victoria on Vancouver Island. Besides there are large importations made from the Old Country by sailing ship and steamer, and Japanese cement is also used to a large extent. The shortage is seriously affecting some contractors, almost as much as the lumber scarcity.

* * *

The Atlin mining camp is not very much heard of this year, yet results there every season continue to be most satisfactory. Some of the big dredges are not quite adapted to the coarse gravel found in the ground they have been working, but otherwise dredging is getting ahead there as in the Klondike. The Societe Miniere on Boulder Creek, the Hamshaws on McKee, and J. M. Ruffner's company on Pine all report good returns.

The finding of large deposits of bituminous coal on Tooya Creek, between Atlin and Telegraph Creek, has created a great deal of interest, as the find is of large area and good quality, as well as being located in convenient position. Seams 34 and 26 feet respectively have been discovered.

* * *

That the importance of mining to the commercial interests of the coast cities is not understood by the average even among commercial men, is the opinion of a gentleman in Vancouver long prominently connected with the mining industry. He ventures the expression that if it were not for the mining in the Kootenays and in the north, there would not be much doing in wholesale circles in Vancouver. He expresses the view also that the next big development will be in coast mining, and estimates the results from the Britannia mine, the largest now operating on the coast, which he estimates is worth $1,500 per day to the City of Vancouver alone. There are a number of other properties now shipping and in the near future some large expenditures are to be made to develop other properties in the vicinity of Vancouver. The mines further up the coast are also receiving attention and coming more into the shipping list. The interesting prediction is made by this optimistic mining man that Vancouver will be the biggest mining centre in the west in five years.

NEW FOUNDRY AT GLACE BAY.

It is said that the iron and brass foundry recently completed by the Dominion Coal Co. at Glace Bay, while not possessing any unusual features, is an example of the high class of construction work carried on by the company. The building is of the most modern fireproof construction, with steel frames and brick walls. Ample storage space is provided outside the foundry. A very complete industrial railway has been installed for bringing the various materials into the foundry, and removing the castings. Special attention has been given to the proper lighting and ventilation of the building. As regards the general design and equipment of the foundry, for its size it compares favorably with the best in the country, and reflects great credit on the Dominion Coal Company's superintendent, who has had complete charge of the carrying out of the work. It will employ thirty men at the start.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, July 27, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Exhibition week and the convention of the Western Retail Hardware Association have combined to bring a large number of hardwaremen to the city and wholesale houses have been correspondingly busy. As the result of long continued cutting in bar iron prices quotations are now 20 cents per cwt. lower. Other quotations are unchanged.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE — We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ½, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47 1-2 per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES — The price is now 1¾c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—As noted last week, shot has been advanced 25 cents per 100 lbs. We quote prices as follows: Cartridges, Dominion R. F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33⅓; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—As the result of continued cutting, bar iron has been reduced to 20 cents per cwt. Quotations now are as follows: Bar iron (basis), $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The pig lead market is still reported very firm and local prices are maintained steadily. The price is $5.25 per cwt. with a reduction of 25c. per 100 lbs. on ton orders.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gaso-

line, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Prices are now quoted as follows: White lead, pure, $7; bladder putty, in bbls., 2½cf; in kegs, 3¾c.; turpentine, pure, in barrels, 97c.; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

Nova Scotia Trade News.

Halifax, N.S., July 25, 1906.

Mid-summer dullness in the hardware trade continues. Prices are firm throughout the list with the exception of turpentine, which has dropped five cents per gallon. It is now quoted here at 95c. for casks. Jobbers say that there has been an advance in carriage bolts, but the change has not gone into effect here as yet. The linseed oil market is easier, but it is still selling at 60c. White lead is firm at $6.50 for Canadian and $7.50 for Brandrams.

The new shaft at the Emery seam at Reserve, C.B., is now about completed. The seam was struck last week at about 140 feet from the surface. The work of sinking the new shaft was begun three months ago. The new Walker air compressor, installed at Reserve, was put into operation this week. It is running very satisfactorily and will be a valuable adjunct to the mining work at this colliery. The water shaft being sunk between Bridgeport and New Aberdeen is now down 140 feet. It is being put down at the rate of four feet a day.

According to advices from Newfoundland the great success which has attended the development of properties held by the Goldenville Mining Co., Limited, at Ming's Bight, seem to promise a boom in gold mining in the colony. From the results so far attained it is believed that the peninsula of Ming's Bight is a rich gold bearing country and in a short time a great industry may spring up. It is understood that Messrs. McIntyre, McLoughlin and others have assigned the claims held by them at Ming's Bight and Baie Verte to the Northern Mining Co., Limited, and that work will commence in these mines immediately. The Northern Mining Co., Limited, is a local company with a capital of $100,000, and was formed for the purpose of taking over these properties and developing them. The capital is divided into shares of $5 each.

The annual meeting of the Maritime Electrical Association was held at Sydney last week, when many interesting papers were read by Prof. Alexander Graham Bell, Prof. Dahl and other experts on electricity.



THAT'S WHAT *Stephens'* STANDS FOR

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS

"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?
Our guarantee protects dealer and consumer.
We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

E-Z FLOOR STAIN

BEAUTIFIES YOUR FLOORS

AND

MAKES OLD FURNITURE NEW

EASY TO APPLY. QUICK TO DRY.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON *WINNIPEG*

The following are the officers for 1906:

President P. R. Colpitt, city electrician, Halifax, N. S.; vice-president, F. A. Bowman, manager the Eastern Telephone Co., Limited, Sydney; secretary-treasurer, T. N. Goudge, sec.-treas. of the N. B. Telephone Co., Limited, Halifax; executive committee, C. E. Brown, superintendent Yarmouth A. Telephone Co., Yarmouth, N.S.; S. G. Chambers, president Chambers Electric Co., Truro, N.S.; C. W. Fairweather, Moncton, N.B.; P. Freeman, Halifax Electric Tramway Co.; J. A. Farquhar, of Farquhar Bros., electricians, Halifax, N.S.; C. W. McKee, manager of the Western Union Telegraph Co., Halifax, N.S.; E. L. Nash, manager Electric Light Co., Lunenburg, N.S.; A. F. Townsend, manager C. B. Electric Co., Sydney, C.B.; J. H. Winfield, general manager of the N. S. Telephone Co., Halifax, N.S.; C. E. Wadden, manager N. G. Electric Co., New Glasgow; W. A. Winfield, manager Telephone Co., P. E.I., Charlottetown, P.E.I.; W. W. Wells, superintendent N. B. Telephone Co., St. John, N.B.

On Friday evening a big banquet was held at the Sydney Hotel.

It is possible to conduct a hardware business on a cash basis, but in most hardware stores more money could be made doing a conservative credit business if the merchant is a good collector.

To change from credit to cash, give the public notice through the press, post notices to that effect in place of business, in each case stating the date the change would be made, and if advisable give your reasons for making the change.

BUSINESS MANAGEMENT

Article IV—By Howard R. Wellington.

A RETAIL MERCHANTS' ACCOUNTS AND RECORDS.

Customers of retail stores nowadays usually require an itemized invoice or memorandum of the goods purchased in each transaction in addition to an itemized account monthly, thus differing from the wholesale and retail transactions, where an invoice is sent after the goods and then a statement giving dates of purchase and amounts only.

In order to oblige the customer of the retail store it is advisable to post to the ledger direct from the sales ticket the items in detail, which, in turn, are rendered monthly on statements.

The amounts paid on account and credit for returns may be posted in red ink to guard against the possibility of posting the debits in the credit column or the credits in the debit column.

In order that there may be no delay in sending out the statements on the first of each month, the statements may be commenced early in the month for the first of the next month and entered up as soon as the posting is done to the ledger, the ledger folio being placed at the top of the statement. If the ledger accounts are arranged alphabetically as much as possible, a few extra leaves being left open after each letter, the statements will run alphabetically and also according to account folio, making reference and additional posting much easier. If time permits, the balance on the statement may be compared with the corresponding balance in the ledger account, and any existing error detected at once.

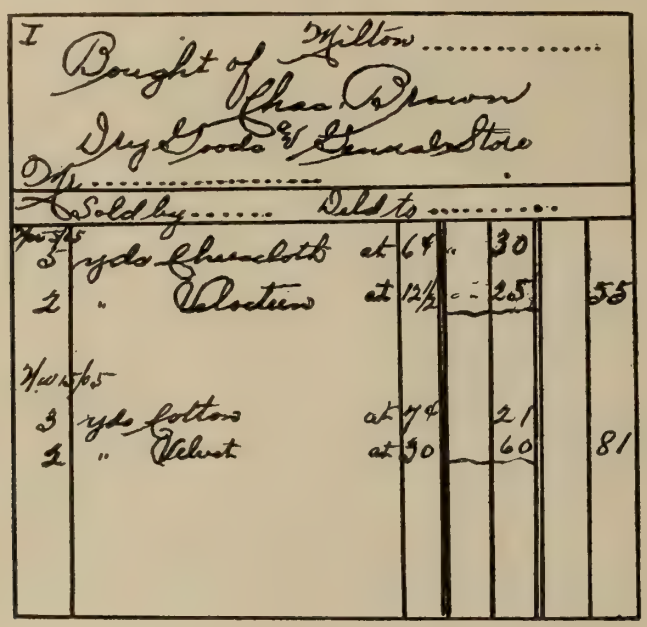
There is a tendency among retail merchants in their desire to sell goods, to overlook, to some extent at least, the necessity of recording their daily transactions in such a way that their accounts may be rendered promptly and collections helped thereby. In order to save re-writing the full details of each sale in the ledger and posting again to the monthly statement, the following plan might work out to advantage in a small business, although attaching the triplicate bills mentioned might prove a little cumbersome where a large number of sales were made to any one customer.

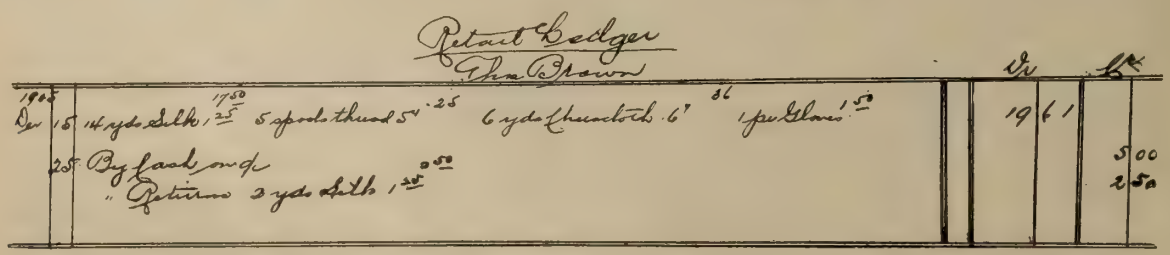
The salesman taking the order should use a duplicate cash, sale or charge book, giving the customer the original copy, or, if the goods are delivered by a driver, send the original to the customer with the goods. The total amount of the sale may then be posted direct from the sale book to the customer's account in the ledger and the totals of the sale for the day, week, or month recapitulated from the same book, the grand total being posted to the credit of "Sales" account or "Merchandise" account, whichever account has been opened.

When rendering monthly statements to the customers, it should only be necessary to enter on statement the date and amount of purchase, as the customer has already the original bill of goods with which to check his statements.

The retail merchant does not demand from his wholesale house a statement of the goods in detail each month, and if the customer of the retail merchant preserves the original bill sent with the goods, an itemized account would be unnecessary. If, however, it was found that too many requests were being made for the complete statement of goods purchased during the month, a triplicate bill could be made by the salesman who originally took the order, and these bills would be filed alphabetically in the same order as the monthly statements until required at the end of each month.

Another method which was hinted at in a previous article is to use the duplicate cash sale and charge books, posting the charge sales direct to a statement-invoice form, which is inserted for this purpose opposite the ledger sheet in a loose leaf binder. This form is made in duplicate, the original being sent to the customer on the first of each month, the duplicate remaining in the ledger binder as a complete detailed record of each sale.





PITHY PARAGRAPHS.

Keep busy.

Don't half-do things.

Delays are dangerous.

Great thoughts hallow any labor.

The key to success is not the night key.

The sun shines for all—who get up early.

The self satisfied need to be short sighted.

Some men are too slow to get out of their own way.

The friend that does not help us higher is not worth having.

Let the faint hearted not be discouraged. Life is sweet and only the good die young.

—Technical World.

SEARCHLIGHTS OF COMMERCE.

The modern commercial traveler—the diplomatic, unobtrusive, gentlemanly, keen, present day "knight of the road"—is, of his kind, a remarkably interesting example of "the survival of the fittest," for truly the great army of business getters now is peculiarly adapted to the requirements of twentieth century people and methods.

Had Mark Twain served time as a "drummer" he could easily write an equally interesting and intensely exciting and amusing companion book to "Old Times on the Mississippi," under the title of "Old Times on the Road." A book, and a goodly sized one, would undoubtedly be required to convey to the uninitiated any intelligent idea of the old-time traveler's personality and achievements. Ability to successfully absorb unlimited liquid refreshment, smoke continuous strings of brightly banded cigars, loudly retail "the latest" stories, play unlimited poker and clothe his anatomy in raiment likening unto Solomon in all his glory, very often constituted a prominent portion of his most essential qualifications. In his expense account items for "entertaining" and "sundries" predominated, and as long as he "got business" the amount of such expenditure was rarely questioned. His customers, established and prospective, were wined and dined, smoked with and entertained in royal style. He was a "hail fellow, well met," everywhere; patronizing or obsequious as occasion seemed fit, sent forth to conquer large orders from the established—and flirt with the unacquired—country trade, mostly by the method in vogue of prodigal spending and showing the aforesaid "trade" a few pointers in the art of high life.

With the growth of the business world and consequent competition, however, new ideas crept in and have to a great extent supplanted the old plans of campaign. Modern-headed men decided that good goods could be sold on their merits—that liquor, cigars and the like were unnecessary and foreign to the issue, with the result that a new brand af commercial travelers handle the cream of the trade, to the mutual satisfaction of both sellers and buyers. And the change has been helped along not a little by an awakening on the part of the buyers to a grim realization of the fact that it was really their own money they were being feted with, and that just as sure as fate it came out of their own pockets, one way or another, in the long run.

The traveler of to-day is the searchlight of the ship of commerce, lighting up with far-reaching rays the channels of safe and easy business navigation, or quickly bringing to observation any dangerous or obstructive element. He is, or should be, the long distance eyes and ears of headquarters, and in this age of the measurement of brains against brains he must surely have a clear head and be extremely "smooth" to constitute a success. He must be strictly business from start to finish for the retail merchant has wearied of the rehashed story and blarney talks and much more appreciates valuable news and business pointers from a man he can thoroughly respect. His reports are regular and comprehensive and there is no reckless extravagance in his expense accounts. His real worth is measured largely by his sobriety—a point, by the way, that is considered first and foremost by the wisest heads of the best business concerns on this continent. And right here let us divert for a moment from the traveler specially to say that if any brainy, clever man, in any position, has cause to wonder why some fellow employe — possibly one who is comparatively slow and non-progressive —gradually but surely is promoted up the ladder of success, higher than himself, let such a man take an inventory of his habits and see if they are such as to warrant the perfect confidence of his employer. Let no man allow his sensible nature to be deluded by any foolish "yellow streak" that may be in him, into believing that the use of saloon side doors or breath perfume conceals the fact that he is more or less saturated with liquor, because it is always apparent to the person not so addicted, and to their abhorrence of a depraved habit is added disgust at puny efforts for concealment. If it is not a manly and approved of thing to drink intoxicating liquors and prostitute the brains publicly, sneaking around back doors and otherwise attempting to dodge the issue certainly won't help to gain respect. It would make a good many men squirm if they knew how thoroughly their employers are acquainted with their habits. Not only the banks, railroads and other big institutions, but merchants of every class nowadays avail themselves of means of quietly ascertaining how far they feel they can trust their employes, and sometimes for weeks and even months every movement and if possible every word is recorded by an apparently invisible agency. This system is no injustice to employes. If their way of living is clean and good it is most beneficial; if otherwise, they can blame nobody but themselves for results.

And all this relates just as directly to the present day traveler as any one on earth. Note well the respect of employer, merchant, fellow traveler and people generally for the man who exhibits sober habits, gentlemanly deportment, and honesty in all his dealings, for such is the eminently successful commercial traveler of to-day.

To such men too much appreciation and consideration cannot be shown by employers, for it is within their province to make ten-fold returns for every dollar awarded them.

H. G.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

FOUNDRY AND METAL INDUSTRIES

A new steel bridge will be built at Elmdale, Ont., over the Wye River.

The Forwell Foundry Co., of Berlin, will double the capacity of their plant.

The Dominion Department of Marine and Fisheries calls for tenders for galvanized towers for lighthouses.

The Transcontinental Railway Commission asks for tenders for eight steel bridges in the Province of Quebec.

The Mineral Range Iron Co. are building a five-mile spur line from the Centre Ontario Railway to their mine at Bancroft, Ont.

A rich strike of zinc is said to have been made near Franklin camp, B.C. The property is owned by Arthur Langford and others.

The Canadian Heating & Supply Co. have taken the old factory buildings of the Niagara Metallic Furniture Co. at Niagara Falls, Ont.

The Grand Trunk Railway Co. have ordered twenty new locomotives from the Locomotive & Machine Co., of Montreal, and the American Locomotive Co., of Schenectady, N.Y. The cost will be $200,000.

The Forwell Foundry Company, Berlin, have purchased land adjoining their foundry with a view to increasing their plant. The Canadian Castile Coap Company also intend to erect a factory on an adjoining site.

Eleven hundred attended the Canadian Westinghouse Co's picnic at Niagara Falls last Saturday. The majority came home the same night, but a large number remained over until Monday.

G. S. Campbell, who has recently returned from England, reported at a meeting held in the board of trade rooms, Halifax, the result of the satisfactory interview he had with Swan and Hunter regarding the establishing of a steel shipbuilding plant at Halifax. Mr. Hunter expressed disappointment at the delay in the granting of a federal bounty, and stated that as soon as this were given, and also an agreement to admit free of duty certain machinery for plant not made in Canada, he was prepared to take up the proposition in earnest for the establishment of large shipbuilding works there.

INDUSTRY FOR STURGEON FALLS.

Sturgeon Falls, Ont., has secured the works of the North Ontario Reduction & Refining Co., which has been organized with a capital stock of $500,000, to provide for the Cobalt and Sudbury districts the smelting reduction and refining works so necessary for that part of the country. It will no longer be necessary to export the ore, and thus the mine owner will save not only his freight charges, but also the valuable by-products.



SHERWIN-WILLIAMS PAINT, Prepared, is *the* paint for the Painter to use, because it is the *best* paint that can be made, because it is a combination of the *highest* quality paint materials and the *highest* skill in mixing and grinding, and because it gives satisfaction alike to the Painter and the Man-Who-Pays-The-Bill.

This is a point that should receive the serious consideration of the Dealer. The trade of the Painter is a valuable asset. You must give paint value if you want to secure and keep his trade. *S. W. P.* is paint value, through and through. It adds to the reputation of any Painter in the high quality of work it enables him to do.

We have a good *S. W. P.* proposition to make you. If you are interested in securing the Painter's trade, write us today.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 639 Centre St., Montreal.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

1650

MICA INDUSTRY GROWING.

The development of the mica industry in Ontario is illustrated in the rapid increase of employes engaged in the trade. At present some 700 women are at work in the various branches, which is 300 more than last year. Mrs. Annie Brown, provincial factory inspector, has returned from the Ottawa district, where several new factories are being established, most of them at Carleton Place.

ASSIGNEE'S SALE

The Assignee of the estate of Pink & Co., will offer for sale by Public Auction, en bloc, at the store premises, No. 279 Talbot Street St. Thomas, the entire Stock in Trade, consisting of Wall Paper, Paints, Varnishes, Mouldings, etc., valued at about $2,250.00, at the hour of 11 o'clock a.m. on Tuesday, July 31st, 1906. Stock sheets may be seen at the Office of R. H. McConnell, St. Thomas, Solicitor for Assignee.

R. J. MILLER, Assignee.

Dated, July 17th, 1906.

Metal Shelf Boxes

For Sale Cheap

I have 500 Metal Shelf Boxes for sale cheap. Bought them cheap and will sell them right. They have solid oak fronts and handsome brass pulls and the 500 will fit up a good sized hardware store. Used only two years and as good as new. This is a rare chance.

Write for sizes and particulars

R. J. McCONNELL, - CARMAN, MAN.

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Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

FIRE BRICK
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CHEMICALS, &c.

All goods formerly sold by Copland & Company of Montreal

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
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General Offices
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Deseronto Iron Co.
LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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Drummond, McCall & Co.
MONTREAL, QUE
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Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
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22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

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Fire Bricks, Glazed Bricks, Stable Bricks.

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NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of
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STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
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JOHN FORMAN, - 644 Craig Street
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COMET
Brand
GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes. Every sheet bears the name "Gilbertson." That is a guarantee.

MAKERS:
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PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

CANADIAN LINSEED OIL DUTIES.

Canadian producers of linseed oil are expected to bring the matter of increased protection for their industry before the Tariff Commission when it sits in the east. According to the trade statistics for the fiscal year ending June 30 last, the imports of vegetable oil from Great Britain were $609,387, an increase of $282,055, linseed oil making up a large part of this increase owing, it is said, to the closing of the Canadian mills. Before 1878 the duty was 17 per cent. Now it is 25 per cent., but the preference reduces it to 16 2-3 per cent. on imports from Britain, the chief source of supply. Seed is grown in the Northwest, but there was not enough to keep all the mills going, and some seed had to be imported. Great Britain's supplies of seed used formerly to come mostly from the British East Indies, but South America is now a great producer, though South American product does not yield such high-class product as the East Indian seed. Canadian oil-millers contend that oil from South American seed should not get the benefit of the preference, even coming from British mills, but in reply British millers state that it is mixed with oil from British East Indian seed, and the preferential duty is applied. Then this year's conditions have been peculiar; the controlling influences in the United States market cornered the seed there, and put prices up, at the same time drawing some Canadian seed by high price, and thus reducing the supply of raw material. Moreover, the British prices for oil have been abnormally low, so that the ad val. Canadian duty furnished little protection to the Canadian mills, especially with the high price for Canadian and American seed, caused by the corner. The British product is practically barred out of the United States by a duty of 20 cents a gallon, equal to 24 cents an imperial gallon.

GLASS CONSTRUCTION.

English makers of coach varnishes are not pleased over the fact that a glass coach is to be used at the Drury Lane pantomime to take Cinderella to the fete. Once glass coaches come into vogue the demand for coach varnish would appreciably diminish. But the architects are predicting that not only coaches but buildings as well will be built almost wholly of glass.

In Europe some years ago there sprang up what is called the new art. It has found expression in some of the most beautiful new buildings in Brussels, Berlin, Nuremburg and Turin. In the latter city a residence has lately been built with a glass roof, walls of glazed tiles and floors of glass mosaics. With its brilliant reflecting surfaces, its many colors and soft light filtering through the translucent roof and stained glass windows, it is like a fairy palace.

Houses with glass staircases and even glass balustrades and glass partitions between rooms, with just enough color to prevent transparency, have already come into existence. By a toughening process the glass for these purposes loses its natural brittleness and becomes almost as proof against fracture as metal.

In Paris some of the streets have been paved with glass bricks and have proved very serviceable. Tall factory chimneys have been made of glass bricks and instead of being unsightly piles have become spires of iridescent color.

The process of turning glass to new forms and uses is shown in many other ways. Even table glassware has taken on new styles, so as to hardly be recognized as household articles. But the chief charm of glass in house-building and ornamentation is in the possibility it offers of the beautiful blending of colors. Color has heretofore been the last thing thought of in building a house. Yet love of color is one of the chief human instincts. All at once it has been discovered that houses in a city need not be dull and grimy, but may be as beautiful as pictures by the use of glazed bricks and tiles.

It is a fact not generally known that in certain sections of the west there are houses built of natural volcanic glass, jasper and lava stone that rival the rainbow in color. In casting about for novel effects architects are now taking all these things into consideration. There is a diversity of opinion, but many claim that glass is the material that gives the greatest variety of color, the most light and healthfulness to buildings. It is being used more and more and in this fact is found the argument that eventually it will come to take the place of iron and steel.

PAINT PIGMENTS FOUND.

Large deposits of paint pigment are reported to have been discovered on the shores of Houghton Lake, near Vonda, Sask. The colors are yellow, vermillon and slate, and the supply is inexhaustible. Settlers are using it to paint buildings in the vicinity. Mica deposits have also been located there.



DO NOT

recommend the same material for finishing a floor that you would for a door. One is to be looked at and admired, the other is to be walked on, jumped on, has to withstand mud and water, furniture, pianos, sewing machines, etc., rolled over it and still be an object of admiration. Granitine Floor Finish for natural finish and Chijap Floor Lac for stained finish stand lots of abuse. They wear on the job, not off.

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TORONTO, ONTARIO, CANADA.

JUST MAKE THE START, THE REST WILL BE EASY

You have never acquainted yourself with our superior varnishes, and consequently trade has gone by your door.

JAP VARNISH

is a line that profit-seeking dealers are glad to push. It can practically be put to any use. There are fifteen colors for your customers to choose from.

REMEMBER, WE MANUFACTURE VARNISHES FOR ALL PURPOSES.

Send your varnish order our way and it will be in good hands.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

YOU MUST BE TIRED

of selling STICKY FLOOR PAINTS. Your customers are certainly tired of USING THEM.

THE KITCHEN IS SO IMPORTANT a room that no one can afford to put it out of commission while the ordinary floor paint is DRYING.

THAT IS WHY YOU SEE SO MANY KITCHENS WITH THE PAINT PEELED OFF AND RUBBED OFF—almost ready for another coat — but still STICKY.

THE STRONG POINT about

JAMIESON'S Floor Enamels

is that they dry over night leaving a BRILLIANT AND LASTING FINISH.

Write for Particulars

R. C. JAMIESON & CO.

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Sole Manufacturers, MONTREAL

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RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
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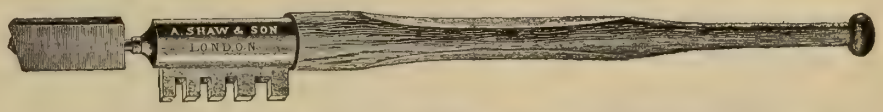
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PENINSULAR HOUSE, MONUMENT ST., E.C.
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Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

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201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

A Man is Known by the Company He Keeps

and Painters are known to be good or bad by the quality of the ingredients they use.

The fact that

BRANDRAM'S B. B. GENUINE

is the only White Lead used in

ANCHOR LIQUID HOUSE PAINTS

is one reason why dealers find their customers giving repeat orders for this brand.

HENDERSON & POTTS LIMITED, HALIFAX, N. S. ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 27, 1906.

Further big advances in shellac on foreign markets have forced the price of gum locally five cents per pound. At this higher price great strength is manifest, and there is every probability that shellac varnish will have to very soon follow the lead of raw material. At present, however, the same prices are quoted on this product as have ruled for some time past.

Both turpentine and linseed oil appear to be firmly held at their present prices, and at time of writing there is no prospect of any change in the immediate future.

General business continues to surprise the manufacturers by its volume. There is naturally less doing now than a few weeks ago, but orders are greatly in excess of the corresponding season's last year.

LINSEED OIL—The market is firm and prices generally quoted are as follows: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE — The market has steadied considerably and the price is now firmly held at the following quotations: Single barrels, 86c. per gallon; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC—Prices are very firm and we are quoting as follows: Red seal, 7c. to 8c.; French V. M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Somewhat easier conditions prevail. Prices, however, remain as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—An advance of 5c. per pound has been made here and we are now quoting: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Conditions are steady and prices are firmly maintained for both present and forward shipment. We quote: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—Market is steady at 24c. in bbls.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, July 27, 1906.

There are no changes in prices this week. Turpentine is firm with no indications of any further weakening. Contracts for future delivery at present prices have been refused in the south. For September shipments a quarter of a cent advance is asked.

Linseed oil is the same, with a steady market, but it is not impossible that a further weakness will be felt owing to the large quantities moving, and the good crop prospects.

General business is good, better than it has ever been, and all manufacturers are well satisfied with the trade.

WHITE LEAD — Ex Toronto, pure

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

Ramsay's Creosote Stains

Sometimes you are asked for Creosote Shingle Stains. Are you ready for the trade? Look at our sample slats, and look at our prices.

Ramsay's Creosote Shingle Stains are away below imported goods and away up in quality. This is becoming a popular line. With Ramsay's prices, and Ramsay's quality, popularity will increase. Let us send you our samples and prices. It will mean information and business for you.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

NOT HOW CHEAP BUT HOW GOOD—Our Motto

This is the proposition facing the dealer who Sells Paint.

"ARK BRAND" PAINT

is not a cheap (and poor) Paint; but is the best experience has enabled us to make. It is based on the proper proposition of the right kind of pigments ground in pure linseed oil; and at the price which we offer it to you, it is cheaper, better and more economical for you and your customers than any other paint made. You owe it to yourself to try a sample order.

NOTE.—"ARK BRAND" FLOOR PAINT is unequalled for Quick-Drying and Long-Wearing.

THE FRANCIS-FROST Co. LIMITED



TORONTO, ONT.



It is said that—"Familiarity breeds contempt," but that **"Popularity brings good business."**

The **aim** of the **Canada Paint Company** of Montreal, Toronto and Winnipeg has been to **make** their Paints and Varnishes **popular**—It is for the **trade** to say whether they have **succeeded** or **not** — **Modesty forbids** our saying **more**.

THE CANADA PAINT COMPANY LTD

white, $6.30; No. 1, $5.92½; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; ½c. per pound extra will be charged for 12½ pound packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7½c.; No. 1, in casks, 6c.; in 100 lbs., 6½c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12½ lbs., 8½c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN — Canadian Government standard, 600-lb. barrels, 19¼c.; 25-lb. drums, 20½c.; 1-lb. packages, 21c.; ½-lb. packages, 23c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 52c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 85c.; 2 to 4 barrels, 84c., f.o.b. point of shipment, net 30 days. Less than barrels, 90c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11½c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11½c; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9½c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

THE FLAXSEED SITUATION.

Late receipts of flaxseed have been so large that the stocks in Duluth are increasing instead of decreasing, as was expected. The export movement has fallen off, and that, too, helps the piling up of stocks.

Latest reports from abroad indicate some improvement in the linseed oil markets, with the consequent hope that the demand for seed may be enlarged. Oil has touched a low level and may now be on the up turn. The stocks are decreasing. If they continue to be absorbed at the present rate the crushers will soon find it desirable to run more heavily, and a shortage of Indian or Argentine seed would necessitate larger imports from the United States. This might come as a relief to holders here who are confronted with another big flaxseed crop in prospect. The Argentine exports of flaxseed for the first six months of 1906 were less than one-half those of the corresponding period of 1904 and less than two-thirds of the first half of 1905.

As to the new crop flax, the acreage is estimated to be about the same as that of last year. It is, of course, too early to make even an approximate guess at the outturn, but this much is known, that the plant is thriving and bids fair to give a good yield. It would not be surprising, then, if there should be another heavy crop of seed this Fall.

TO BUY MORE LAND.

The Francis Frost Company's request for the purchase of the north end of Cawthra avenue, Toronto Junction, to enlarge their factory site has met with the approval of the council. It is the company's intention to increase the present plant sufficiently to manufacture additional lines.

PAINTERS' CONVENTION.

The third annual convention of the Master Painters' and Decorators' Association of Ontario was held at Windsor this week. Paint manufacturers and dealers contributed to the entertainment of the craft.

TURPENTINE AS A BLEACHER.

The part played by turpentine as a bleaching agent during the drying of paint is not inconsiderable, although it is only in the case of white paints that the action is observed to practical effect, says the Oil and Colourman's Journal. The drying of paint films containing turpentine appears to be associated with the formation of hydrogen peroxide, whose bleaching properties are well known. Thus, paint films exposed freely to the action of air and light frequently dry out lighter than the original paint. Turpentine substitutes do not possess the bleaching property, and it is well known that paint made from these materials is apt to assume a yellowish tinge after drying, due, of course, to the normal darkening in color which linseed oil undergoes on drying. An interesting case is quoted by Andes as illustrating the bleaching action of turpentine. A manufacturer of textile goods used in the finishing of his hand-made products a mixture of linseed oil, turpentine, and white pigment, and in the case of machine-finished goods a similar mixture in which turpentine was replaced by benzine. The hand-made goods dryed out perfectly white, while the machine-made goods developed a yellow tone. When a change was made in the composition of the coating used with the machine goods, turpentine being introduced instead of benzine, the color at once equalled that of the hand-made goods.

The Canadian Turpentine Company, Cobden, Ont., have purchased fifteen acres of land at Barry's Bay. The company have a number of men and teams at work at present erecting buildings.

U. S. STEEL PROSPECTS.

Charles M. Schwab's predictions in regard to the steel industry are being verified with remarkable accuracy. Two years ago, when it was generally believed that the productive capacity of the steel plants was in excess of the country's requirements, he maintained that the country's demand for steel would soon overtake production, and that time has now arrived. Advices from every steel manufacturing centre tell the same story—that the wants of consumers of steel cannot be supplied. Mr. Schwab foresaw, as but very few did, the enormous quantity of steel that would be needed in the structural steel business, including bridge building and the building of interurban electric lines. The uses for steel now are multifarious and demands are increasing in every line. The end of this month will see by far the largest tonnage of steel orders booked ever known in the United States.

Mr. Schwab's estimate of the value of the United States Steel Corporation's holdings of steel-making iron ores has been also borne out fully. Ores of this class delivered at Cleveland are commanding higher prices each year and are now bringing the highest prices yet recorded. Influenced by the extraordinary demand for Bessemer iron for steel-making purposes, there is a very active demand for Lake Superior ore.

Men in the trade are now looking to see Mr. Schwab's prognostications in regard to the steel corporation's earning power realized. Based on actual earnings for the first half of the year and on estimates of profits on business booked which will keep the plants going at their full capacity into 1907, it is considered morally certain that earnings of from 12 to 13 per cent. can be shown on United States Steel common this fiscal year. The United States Steel Corporation's products are in demand all over the world. South America, Japan and Canada are active buyers of steel rails. Canada has 5,000 miles of railway in course of construction and Brazil is building 3,000 miles. In the opening up of Eastern Asia, Japan will take large quantities of steel rails. Railway building in Argentina is going on actively. The mileage under construction or contemplated in the United States is larger than in several years. In fact, railway building the world over was never so active as it is now, which accounts for the unprecedented bookings of orders for steel rails.

WOOD SASH PINS.

In the last issue of Hardware and Metal an inquiry from a subscriber was published asking where wooden sash pins could be purchased. The following firm names have been sent in: The Cumming Mfg. Co., Renfrew, Ont.; and two American firms, E. B. Estes & Sons, New York, and Bogert Hopper, 162 William street, New York.

GETTING BIG FAST.

The assessment of Regina, Sask., has more than doubled in a year. Here are the features: Total assessment, $7,083,979; exemptions, $598,575; net assessment, $6,485,404; 1905 assessment, $3,000,243; gain in year, $3,485,158. Amount assessed for income, $110,301.

NOVELTIES FOR THE HARDWAREMEN

Readers desiring the addresses of the manufacturers or jobbers of the articles described, or any additional information, can secure the same from the Editor of HARDWARE & METAL.

AUTOMATIC SASH HOLDER.

The Automatic Sash Holder Co., 277 Broadway, New York, have just placed on the market the automatic sash holder here shown. It is designed to automatically hold in any required position

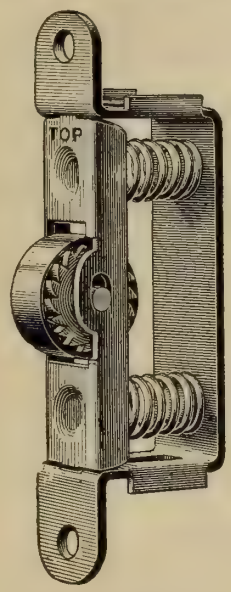


FIG. 1—Automatic Sash Holder, Nearly Two-Thirds Size.

both upper and lower sash without sash cord, pulleys or weights. The principle of the holder has been thoroughly tried out for several years in portable house construction, and is now greatly improved in every detail to satisfy exacting conditions. It is easily installed by making a small mortise in the sash.

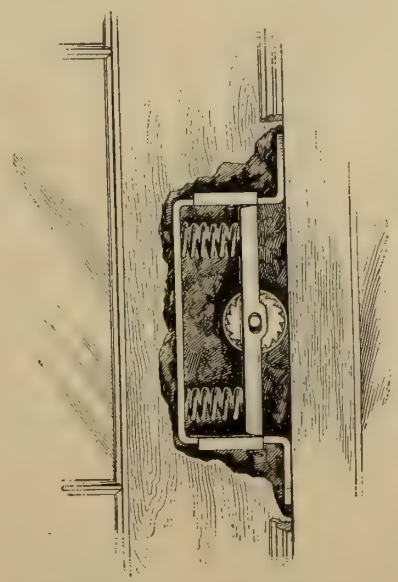


FIG. 2—Holder in Position, with Part of Stile Cut Away.

When in position the wheel runs up and down on the jamb of the window frame, out of sight. When the sash is raised the wheels revolve, but when the lifting ceases the wheels move upward in elongated slots and lock with a ratchet, a spring forcing them over to the frame. On light sash, one holder is sufficient, but in heavy sash two are required. Dealers requiring further information regarding this appliance can get it by writing the Automatic Sash Holder Co., 277 Broadway, New York.

AUTOMATIC STROPPER.

The Clauss Shear Co., of Freemont, Ohio, have put on the market a new stropping machine.

The strop will last indefinitely, as it is impossible to cut it if the razor is put in it according to directions.



FIG. 1.

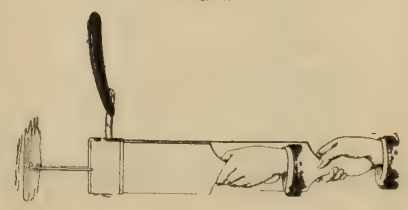


FIG. 2.

It is very simple and the smallest child can strop a razor on this machine perfectly.

It is something entirely new and any reader of Hardware and Metal who is not acquainted with it should write for descriptive circular.

SHOVEL AND TOOL CO. BUILD.

Work has been commenced in Peterborough on the new warehouse of the Peterborough Shovel & Tool Company. The building will be 40 by 120 feet, and will be close to the C.P.R. siding.

SYDNEY STEEL MILL DAMAGED.

Three thousand dollars' worth of damage was done by a fire which occurred in the Dominion Iron & Steel Company's rail mill on Monday. There is no insurance on the part of the building where the fire occurred.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed
Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Saskatoon asks for tenders for a complete waterworks system.

F. Meech, of Oxford Mills, Ont., will build a new general store.

High grades of pottery clay are said to have been discovered near Chelsea, Ont.

The Arcola Wood-working Co., of Arcola, Sask., are building a sash and door factory.

Skinner & English, of Forest, purpose establishing an evaporating plant at Wyoming, Ont.

A syndicate, headed by John A. Moore, of Seattle, will erect saw mills on Moresby Island, B.C.

T. H. Wiggins reports finding a large coal deposit near Goose Lake, about 80 miles from Saskatoon, Sask.

Edington & Jack have the contract for the new glass factory at Cayuga, Ont. It will be 216 by 60 feet.

The J. B. Gateman Co's button factory was destroyed at Berlin. Loss $8,000 to $10,000, partially insured.

John Fell Mills, of Buffalo, is negotiating with Welland, Ont., with a view to establishing an automobile factory there.

The Brantford Roofing Co. have finished the construction of their new building and have commenced operations.

It is reported that Gowans, Kent & Co., of Toronto, have purchased the Henderson Roller Bearing building on King street west.

Rhodes, Curry & Co., of Amherst, N.S., have received a contract from the Grand Trunk Pacific for 2,500 cars, aggregating about $2,000,000.

Calgary citizens will vote on raising another $10,000 for the municipal power plant. This will bring the investment up to $100,000 if it carries.

The Imperial Electric Motor Co., of Toronto, are in negotiation with the City of Calgary with a view to establishing a line of motor 'busses in that city.

Lethbridge city council has accepted an offer of a flour milling Co., and the Medicine Hat Woolen Co. to come there. They also decided to bore a 2,000 foot test for natural gas.

An order-in-council has been signed by the Lieutenant-Governor of Ontario authorizing the Brantford Screw Co. to change the amount of their preferred stock to $100,000 instead of $50,000.

Edmonton has let a contract to Taylor, Bourchier & Peters for the construction of a new sewage system for $192,966; and an additional contract was awarded Shannon & Graham for installing water mains for $11,334.

Hamilton is to be the Canadian headquarters of the Berlin Co., of Beliot, Wis., the company being large manufacturers of wood working machines. The Canadian branch, with a capitalization of a half million dollars, is to make its headquarters at Hamilton and there large factory buildings will be erected in which 200 men will be employed.

J. T. Marion, secretary of the Brandon Board of Trade, announces that he is in communication with firms with a view to establishing in that city factories to manufacture fences, wagons, electrical supplies, biscuits, stoves and wholesale houses to handle boots and shoes, and agricultural implements. A 20,000 club has been organized and a charter granted for a transfer railway.

Parkhill, Ont., has an industrial committee which is doing what it can to advertise the town, and develop its industries. The committee is composed of several ex-mayors, the secretary being ex-Mayor A. W. Humphries, president of the Ontario Retail Hardware and Stove Dealers' Association. One method adopted by the committee is the general use of an envelope, the back of which is used for advertising purposes, the various advantages of the town being enumerated in brief but artistic fashion.

The farm implement trade in Western Canada during the present year promises to dwarf anything which has preceded it. The large number of settlers who are advancing in a stream to the fertile plains of the west need a great quantity of implements wherewith to carry on the operations of the farm. Already there has been an increase of from 50 to 150 per cent. over the business done a year ago. At the rate immigrants are going in this increase should steadily grow. In connection with this western development it is interesting to note that in ten days, early in the season, 334 carloads of settlers' effects were received by the Canadian Pacific Railway Co., from the United States side, and during the same time 182 carloads from Eastern Canada were handled at Fort William. This makes an average of 53 carloads of new settlers' belongings going into Western Canada daily. When to the number of farmers represented by these figures are added the business and professional men and artisans who will follow them, the prospective increase for the year becomes truly great.

BUILDING NOTES.

A $75,000 post office will be built at Owen Sound.

The Grand Trunk is erecting a station at Wingham, Ont.

B. Danis, of St. Thomas, will build a $75,000 residence.

The Baptists of Belleville are erecting a $15,000 church.

A $50,000 Normal School will be erected at North Bay, Ont.

The stables of the Hamburg Mfg. Co., at Brandon, were burned.

The Northern Bank has purchased a site for a building in Regina.

The Ottawa House at Port Arthur will be enlarged and remodelled.

J. E. Parr, Crystal City, Man., is erecting an implement warehouse.

Tenders for an 800,000 bushel elevator at Port Colborne, Ont., are asked.

McCracken Bros.' grist mill at Tiverton, Ont., was destroyed by fire.

Extensive improvements are to be made to Albert College, Belleville.

The V. C. Maddock Co., of Winnipeg, will build a brewery at Moose Jaw.

The New McMaster University science building, Toronto, will cost $50,000.

W. S. McDonald, of Pipestone, Minn., will build a three storey hotel at Winnipeg.

The Hayne Milling Co., of Brigden, Ont., are increasing their milling capacity.

The contract for building the C.P.R. from Proten to Walkerton, Ont., has been let.

The Metropolitan Tabernacle congregation (Baptist), Toronto, will build a $15,000 church.

The A. R. Williams Machinery Co. will erect a large building at Front and Bay streets, Toronto.

The Port Credit Brick Co. are erecting a three-storey dwelling apartment for their workmen.

The Bank of British North America will build a bank building in Toronto to cost $12,000.

The Dominion Department of Railways and Canals asks tenders for a turning basin for Welland Canal.

Mrs. J. A. MacIntyre is to spend $143,000 on the erection of three seven-storey warehouses in Montreal.

Henry Birks, Montreal, is to spend $150,000 for a new store and additions on Phillips Square in that city.

The Y.M.C.A. at Hamilton are endeavoring to raise $50,000 to spend in the erection of a new building.

The National Drug & Chemical Co. are to erect a three-storey business block at London, the cost to be $25,000.

The Dominion Bank has applied for a permit to build a $16,500 branch at Queen and Pape avenue, Toronto.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

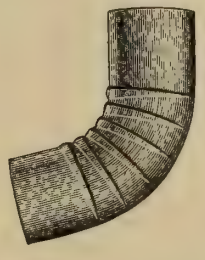
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Boiler Beacons

By E. CONOMY.

Signal 5.—The Dealer

The Dealer is a very important part of Boiler transactions. He is exactly half way between the boiler-maker's plant and the boiler-user's cellar.

The dealer who goes along boasting a steady trade is the dealer who studies the hot-water boiler question from a to z, distinguishing ***merits*** from ***demerits, practice*** from ***theory, accomplishment*** from ***pretensions.***



In the Beacons there has been set down these ***"true-as-the-sun"*** truths : The

"Economy" Hot-Water Boiler

has ***perfect*** Section Connections, ***perfect*** Outlets, ***perfect*** Smoke Connections, ***perfect*** Fire-box.

You have been told ***why*** these Section Connections, Outlets, Smoke Connections, Fire-box, ***are perfect.***

What remains now is for us to prove what we have said, by other testimony than our own. ***That we will gladly do.*** Take a copy of your billhead, cut off the printed matter, stick it in an envelope and address to us. By return mail we'll despatch a Beautiful Boiler Booklet.

Pease Foundry Co., Ltd.
TORONTO
Pease-Waldon Co., Ltd.
WINNIPEG

McDougall & Ireland have the contract for the John E. Smith block at Brandon. It will cost $50,000.

The Canadian White Co., of Montreal, have the contract for the new Bank of Commerce building at Vancouver.

The Canadian Bank of Commerce have let the contract for the erection of their new office building at Woodstock.

Geo. F. Webb, Hamilton, has secured a contract for the erection of a new drill hall in that city to cost $220,000.

Goderich has awarded $10,000 worth of concrete sidewalks to W. J. Anthistle, of London, at 8 1-2 cents per square foot.

The Calgary Milling Co. and the Alberta Biscuit Co. have commenced the construction of two large factories at Calgary.

McGillivray & LaBelle, North Bay, have been given a contract to build a new public building at North Bay, to cost $35,000.

The Northwest Thresher Co., of Stillwater, Minn., will build a warehouse in Regina, and make it their Canadian headquarters.

Gribbel & Skene, Vancouver, have the contract for a four-storey store and apartment building in that city for Lefevre & Farrell.

E. F. Munro, New Glasgow, has secured the Government contract to build a new public building at Inverness, N.S., to cost $15,000.

The Grand Trunk Railway Company have let contracts for a 10-storey office building to be erected in Montreal at a cost of $300,000.

Kavanough & Holden, Vancouver, are having plans prepared for a 50-room hotel building to be called the Alberta Hotel of Vancouver.

S. F. Witham, of Brantford, has been awarded the contract for the new chemical building for the Guelph Agricultual College, at $5,000.

The public library board of Perth, Ont., have awarded the contract for their new library to C. J. Speagle, of Westport. The amount is $10,000.

McDougal & Ireland, Brandon, Man., have received the contract for building the Borbridge block in that city, the amount of the contract being $25,571.

Buildings totalling in value $727,000 were commenced in Edmonton during the first six months of the year, this total being almost as large as the total for all of 1905.

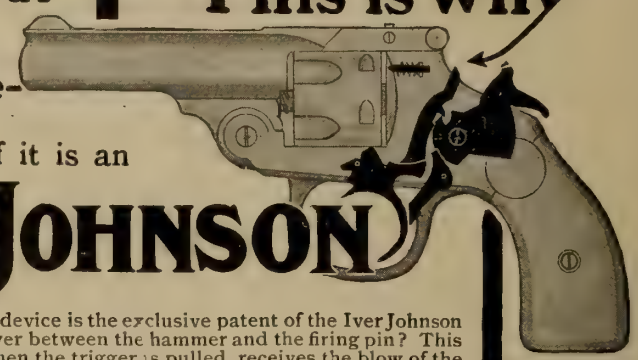
The Maritime Departmental Store Co., capitalized at $500,000, are having a large four-storey brick block erected at Amherst, N.S., by E. N. Rhodes and W. A. Fillmore.

J. J. M. Pangman is to erect a $20,000 residence at Montreal, and Robert Loring and H. J. Fuller have taken out permits for residences to cost $15,000, both to be erected in the same city.

Cupar, Sask., is having a building boom. T. J. Shore is erecting a store; the Union Bank a new building; the Dowd Milling Co. a new elevator, and the Cupar Hardware Co. a large addition.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

STOVES FOR NORWAY.

United States Consul B. M. Cunningham, of Stavanger, Norway, says: "There is a splendid field here for the introduction of modern cook stoves and ranges. Ninety-five per cent. of the bread consumed is bought at the bakeries, the stoves not being equipped with ovens for baking bread. Very few farming tools are manufactured, and those that are made for the local trade do not compare at all favorably with the American make. In the hardware line one can buy almost every kind that there is a general demand for, but the prices of the American brands are higher than the domestic article."

THE EARS DID IT.

A Parisian swell recently had a crayon picture of himself made, which he afterwards pretended to find fault with.

"Does not bear the slightet resemblance to me," he said, "and I will not take it."

The artist protested, but all to no avail. "All right, sir," he remarked finally, "if it don't look at all like you, of course I can't reasonably expect to get paid for it."

After the dandy had left, the painter added to the portrait a magnificent pair of asses' ears, and exhibited it in a window, thus altered, to the gaze of the curious public.

It had not been long so exposed, when the dandy rushed into the artist's studio in a towering rage, and, finding that threats amounted to nothing, he at last offered to buy it, even at a considerable advance upon the original price.

"It wasn't strange you didn't recognize your resemblance to the picture at first," said the painter, "but I knew you'd notice the likeness as soon as I added those ears."

TRADE WITH TRINIDAD.

In his report of Canadian trade at the islands of Trinidad and Tobago given in the Weekly Report of the Department of Trade and Commerce, dated July 9, Edgar Tripp, commercial agent at the Port of Spain, Trinidad, states that Canada appears to be the only source from which imports were increased. Cordage and twine amounting to about $19,000 were imported, while hardware amounting to $1,900 was also purchased from Canada. In cordage and twine the goods of Canadian manufacture headed the list, the imports from Great Britain being about $1,000 less in value, while the imports from the United States were very small in comparison with the amounts purchased from Canada or Great Britain.

The Montreal Reduction & Smelting Company have purchased a site at North Bay, and, it is said, will shortly apply to the Temiskaming and Northern Ontario Railway Commission for a siding for a smelter. An Arizona company may also build a smelter in Cobalt.

CONDENSED OR "WANT" ADVERTISEMENTS.

BUSINESS CHANCES

$2,500 will buy the stock of stoves and tinware, tools, patterns and raw stock of a live business in the thriving town of Burlington. Apply, Lock Box 113, Burlington. [30]

FOR SALE—In Ontario, large retail hardware business, doing immense trade; grand opportunity; good reasons for selling. Hardware Merchant, care of HARDWARE AND METAL, Toronto. [t f]

$5,000 will buy a good clean stock of general hardware, also tools, patterns and raw stock with good will of business; owner going west; an excellent chance for young tinsmith with some capital. Box 545, HARDWARE AND METAL, Toronto. (30)

HARDWARE; $5,600; population 3,900; some opposition. Box 546, HARDWARE AND METAL, Toronto. (31)

SITUATION VACANT

TINSMITH and pipe fitter wanted; $12 per week; steady job. J. D. Murdoch & Co., Simcoe, Ont. (31)

SITUATIONS WANTED

WANTED position in west by retail hardwareman; eight year's experience; general and builders' hardware, stoves, etc.; understands ad. writing and window dressing; can give best reference. Address 514, HARDWARE AND METAL, Toronto. (31)

WANTED—Hardware salesman, must be good stockkeeper and window dresser; write, stating experience, age and salary required, to The Western Hardware Co., Limited, Regina, Sask. (32)

WANTED—A first-class hardware and stove clerk, one who thoroughly understands hardware, good window dresser and stockkeeper. In sending in application state salary and experience, married or single. Boyle & Son, Napanee, Ont. (30)

PARTNERSHIP

WANTED—Partner with sufficient capital to take active interest in large retail hardware business doing a big trade; must be a worker and understand the business. Address, "M," care of HARDWARE AND METAL, Toronto. [t f]

AGENCY WANTED

WE wish to act as buying agents for firms who buy English goods; can buy close, pack and ship promptly; commission basis; correspondence and trial invited. Bishop, Mary Ann street, Birmingham. (30)

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

WINNIPEG

NEW WAREHOUSE

UNDER CONSTRUCTION

FOR SALE OR LEASE

50x100 ft., 6 stories and basement, mill construction, corner, light three sides, with spur track, 1 block from City Hall.

RADFORD, 475 Main St. (30)

See That Plate?

ISN'T IT A BEAUTY?

That's only one of the seventy five perfect pieces which make up our beautiful Louis XIV Classification.

Every piece is of the same harmonious design. Many patterns and arrangements to suit all ceilings and tastes.

Every piece fits. A pleasure to erect.

Better try us—if you haven't already joined the happy throng.

We make a full and complete line of

ROOFING, SIDING, CORNICES, SKYLIGHTS, etc.



PLATE No. 1,000, 24"x24" and 24"x48"

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., - - BIRMINGHAM



20

Covert Mfg. Co.

Troy, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc.

For sale by Jobbers at Manufacturers' Prices



510 280

M. R. M. Co.

RIGHT ON TOP

This is the position that is now held and has been for some time by the

"M.R.M." Brand HORSE SHOES

The reason for this is that we have always adhered to the plan of carefully watching the process of manufacture. Our aim has been at all times to turn out shoes that for **MATERIAL, SHAPE** and **FINISH**, could not be equalled by any other Shoe in the market. As a result **"M.R.M."** is now specified by all the leading Farriers.

MADE BY

The Montreal Rolling Mills Co.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

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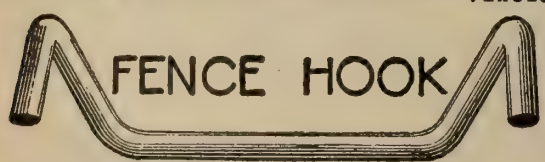


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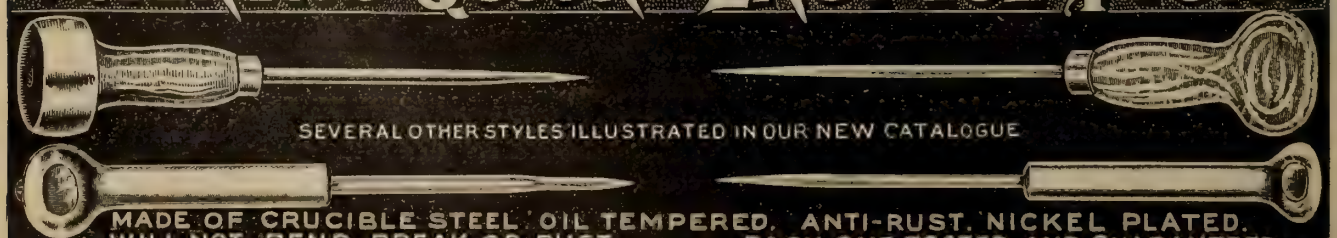
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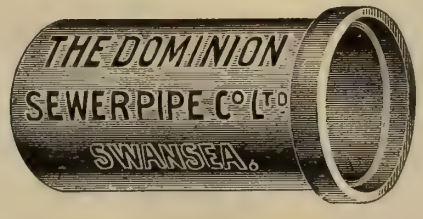
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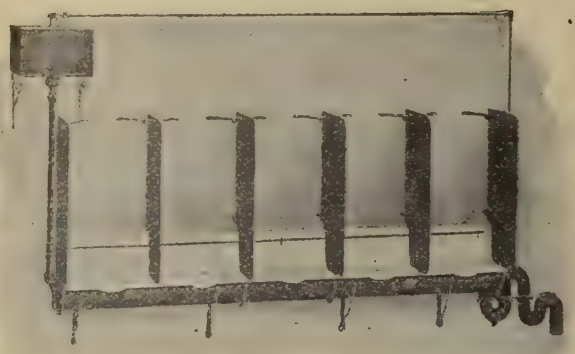


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PLUMBING AND STEAMFITTING

SEWERAGE SYSTEM FOR RURAL HOMES

By M. J. QUINN

(Reproduced from HARDWARE AND METAL of January 23, 1905, by request.)

It is perhaps no exaggeration to say that, having regard to the frequency with which it comes up for consideration, and many other circumstances, the question of properly disposing of sewage is one of the most important matters with which the health authorities throughout the country have to deal, and yet it is a remarkable fact that in these days of popular education, when the people enjoy the benefit of free literature and lectures on fruit growing, dairying, domestic science, etc., that a knowledge of so important a subject, and one so closely allied to their physical and moral welfare is confined to a limited number.

True, a vast amount of experimenting has been done during recent years, and the matter has received a great deal of attention from scientific men, the results of whose labors have been freely discussed at medical conventions and reported in medical journals, but the valuable information so obtained has not reached the great mass of the people at all.

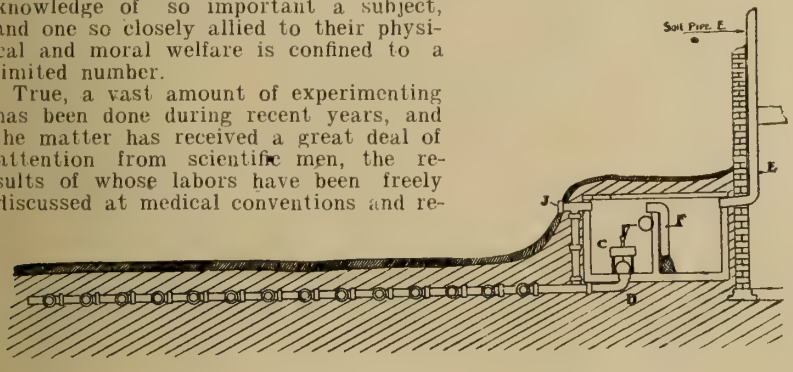


Fig. 1

Septic Tank System.

In the matter of public sanitation, the question of disposing of sewage in small towns and villages as well as in less populated districts, where by reason of its great cost a general system of sewerage is impossible, is daily becoming of greater importance, and as the title of my paper would indicate, that is the phase of the question with which I propose to deal. The system to which I intend to refer is known as the septic tank system, and I believe that nearly all who have studied it are agreed that it is at once the most natural, most scientific, simple and economical system in use to-day, and speaking from a personal knowledge of scores of the systems, I am in a position to say that it is worthy of all the good things that are said of it.

I realize that, apart from a description from a mechanical standpoint, anything I might say to medical men regarding the system would be superfluous, but for the benefit of the laymen who may be in need of information on the subject, and in order to emphasize the necessity of carrying out every detail, in constructing a system as hereafter described, I deem it wise to briefly refer to the fundamental principles which govern it.

A Purifying Agent.

It is a matter of common knowledge that living earth—or top soil—is a powerful purifying agent, but comparatively few are aware that the presence in it of countless numbers of bacteria, or microbes, is alone responsible for the chemical changes brought about in waste matter placed beneath its surface, and that these bacteria, not only through their action remove and destroy the dangerous properties of such waste matter but actually convert them into plant food, which, being taken up by the vegetation is again consumed for the sustenance of life. Pasteur divided these microbes into two classes, viz: Anerobes, or those which lived apart from air, or derived their oxygen from decaying compounds, and aerobes, or those which require plenty of fresh air for their development, and as both classes are considered necessary for the complete reduction of waste matter, it will be seen that if sewage is placed too deep in the earth, as for instance in a cesspool, where, owing to the absence of air, the necessary aerobic bacteria cannot exist, it may pass down deeper in a putrid state, and, finding its way to the water supply, not infrequently results in an outbreak of typhoid fever or some intestinal disease.

Result of Work of Microbes.

The two classes of microbes referred to have properties somewhat differing from each other, but the net result of their work under proper conditions is the breaking down of the solid matter in the sewage, the disintegrating of its constituents and the conversion of the whole into liquids and gases, in which form it leaves the septic tank, the former to be distributed under the surface of the earth, where, by reason of its contact with free oxygen, bacterial life is most active, there to be still further reduced and finally converted into nitrates, which are readily taken up by the vegetation on the surface, and the latter passing up high into the air, as hereafter described.

With this brief reference, then, to the principles which underlie what is conceded to be a most efficient system for the disposal of sewage, I propose to indicate how it should be constructed; and in order that I may the more readily make myself plain, I have drawn for your inspection a number of diagrams which I trust will accomplish the desired result.

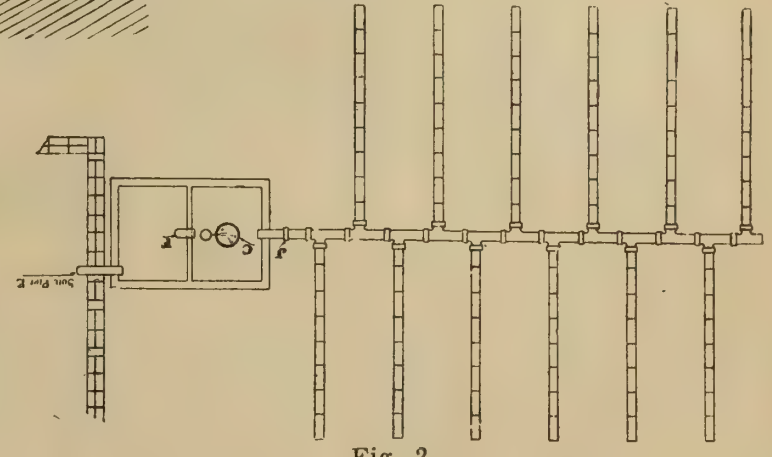


Fig. 2

Elevation of System.

In figure 1 is shown an evelation of a complete system built on level ground, with the tank placed close to the wall of the building—where, in fact, the large majority of those now in use are located.

The tank should be built of brick or stone, laid in and lined with cement, or of solid concrete, the main object being to have it impervious to moisture.

It will be noticed that the tank is divided into two compartments, an overflow pipe (F) being built into the dividing wall, the mouth of the said overflow being within seven or eight inches of the bottom of the tank, and being covered with a wire screen about the size of an ordinary pail, the mesh of said screen not exceeding three-quarters of an inch.

The main soil pipe is represented by (E) and should be directly connected with the closet, bath, sink, etc. It extends from the same compartment in which the overflow is placed to a point two or three feet above the roof, said pipe acting not only as a conductor of sewage to the tank, but also as a channel by which any gases in excess of those in solution may pass out to the atmosphere at a height which renders it impossible for them to inconvenience the occupants of the building.

(J) in the second compartment admits fresh air, which passes freely over the centre partition—spaces being left in the top of the latter for the purpose—and up through the soil pipe to the roof.

In the centre of the second compartment is placed an automatic valve (C), which is caulked into a four-inch cast iron bend, as ordinarily used by plumbers, and which is securely built into the bottom of the tank during its construction. The top of the hub of the bend is usually left slightly lower than the level of the floor of the tank.

From the said iron bend is run a line of glazed tile pipe, four inches in diameter, having a connection with the fresh air pipe, for the purpose of ventilation, and a number of openings placed at intervals of two feet or more from which are run branches of four-inch field tile with loosely butted joints.

Plan of Entire System.

Figure 2 shows a plan of the whole system and illustrates one way in which the tile may be laid, though, as will be manifest, they would do equally well if all laid in one side of the main carrier in any number of branches, or any length, providing a sufficient number in the aggregate are laid, and the rows are not placed closer together than two feet in light soil, and a somewhat greater distance in heavy soil.

The field tile should not be placed more than one foot below the surface, and must be perfectly level. for the reason that if given a fall the earth surrounding the low ends of the system would receive more than its share of liquid sewage and might in time become fouled. While if level, the earth surrounding every tile has an equal amount of work to do, and will produce most satisfactory results.

Briefly, then, the operation of the system is as follows :

The sewage from the building enters through soil pipe (E), filling the first compartment in which all solid matter is retained until it is reduced by the contained bacteria which multiply and develop very rapidly. In a liquid form it is allowed to enter the second compartment through overflow (F), which is turned down because of the presence of the bulk of the organic matter in suspension on or near the surface.

When the liquid has risen in the second compartment to the height at which the unlocking float on the valve has been set, the valve automatically opens, and discharges the contents of that compartment, be it fifty or a thousand gallons, into the system of field tiles, through which it percolates into the surrounding earth, to be taken care of by nature as already described.

As the tank takes from twelve to twenty-four hours to fill, it will be obvious that there will be abundance of time in which the water in the tiles may soak away before it again discharges.

To prevent the gases of decomposition escaping through other than the proper channel the tank must be covered first with rough plank, and then with five or six inches of earth, which in turn, if desired, may be sodded over.

Size of Tank.

In figuring out the size of tank necessary, the following may be taken as a safe rule, viz : For every occupant of a private house or hotel, allow three cubic feet of space in each compartment, while for a school or factory, where, as in the case of a house, nothing but domestic sewage is to be treated, one-third less space will be sufficient, and for every cubic foot in one compartment (or one-half the tank lay) thirteen feet of four-inch field tile.

It will be obvious that, as in the case of ordinary stable manure, human excreta, if deposited in its solid state just below the surface of the earth, would entirely disappear in a very short time, and the system just described is merely a most convenient and sanitary way of automatically accomplishing that very desirable result, with the accompanying advantage of not only depositing it in the earth partially treated, but in a much more favorable condition to receive final treatment than could possibly obtain if the former method were adopted.

Terraces.

Anticipating the difficulty which will be encountered where there is a considerable fall in the ground surrounding the building to be drained, I would refer you to figure 3, which shows a number of terraces each receiving a portion of the effluent from the tank.

It will be noticed that the end of the glazed tile is turned up a few inches on the brow of each terrace, the obvious result of which is that all the field tiles at that level must fill before the sewage can rise and overflow to the tiles on the next lower level, where the same operation takes place, and so on for any number of terraces, and as will be apparent, the sewage passing into the tiles on a high level cannot possibly escape to those lower down, so that the earth surrounding every tile will have its full complement of work to perform.

Relative Positions.

Figure 4, the horizontal scale of which is somewhat exaggerated, shows the proper relative position of the tank to the house where the field tiles have to be placed on a level considerably below that on which the building stands. In such a case it will be evident that were the tank placed on the high level, the discharge would come down with sufficient velocity to wash out both earth and tiles, while the discharge from the house to the tank as shown will not have any injurious effect on the latter.

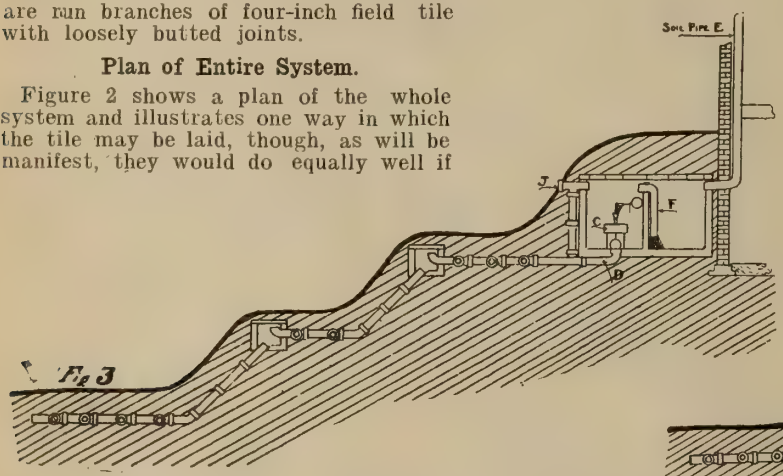


Fig. 3

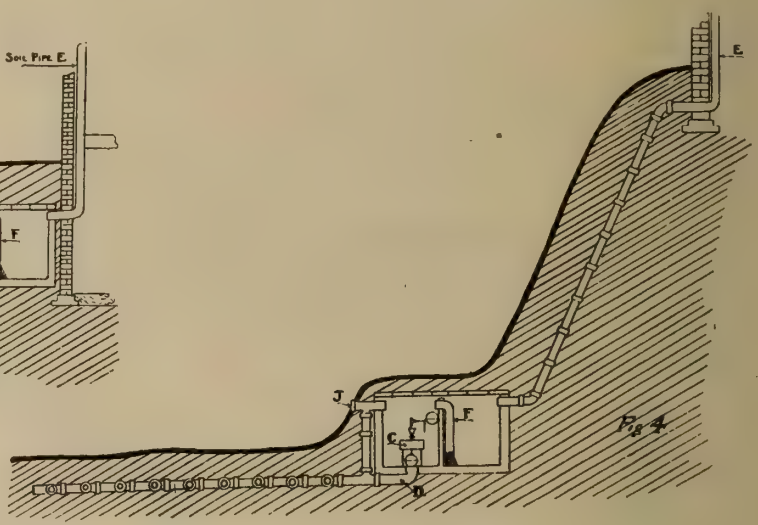


Fig. 4

In answer to a question which arises in the minds of most people who have given consideration to the system, I may say that it will not freeze in Winter, even when the frost penetrates the ground for several feet everywhere except where the tiles are laid, and, as may be expected, splendid results may be obtained in vegetables or flowers if the tiles are laid under a garden.

In conclusion I would simply refer to a few of the principal points which should be kept in mind in constructing such a system, viz :

Have the tank covered with a few inches of earth, to prevent the escape of gases, except through the soil pipe stack. See that the valve discharges at least once before the tank is covered in. See that no trap is placed on the main soil pipe to prevent the free passage of air across the tank and up to the roof, and that the necessary space for the air is left in the top of the centre partition, and, finally, take care that no disinfectants or chemicals of any kind are allowed to enter the tank, if the life of the bacteria, upon which the system depends for its success, is to be preserved.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, July 27, 1906.

A wonderfully brisk business is still being done in all lines of plumbing supplies. Consequently instead of a midsummer quietness being evident in the offices of local jobbers, quite the reverse is the case, as the holiday season has made gaps in the staffs.

The only change in price to be noted this week is in solder. It will be found, on consulting the price list, that guaranteed half-and-half is half a cent lower than last week, while the No. 2 wiping solder is quoted a full cent higher.

The iron pipe situation is more satisfactory at present than it has been for some time past. Very little cutting is now being carried on by rival jobbers, and the market is decidedly firmer.

RANGE BOILERS—The usual trade is being done. Our prices are: Iron clad, 30 gal., $5; 40 gal., $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—Prices as recently advanced are held firm. Discount remains as follows: 15 per cent., f.o.b., Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Business is brisk and quotations are steady, as follows: Discounts on all sizes of nipples up to 6 inch, 67½ to 70 per cent.

IRON PIPE—Little or no cutting is reported at present. We are still quoting: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Sales continue to be large. Our prices are: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Two changes in price were declared this week and we are now quoting: Bar solder, half-and-half, guaranteed, 23c.; No. 2 wiping solder, 20c.

ENAMELWARE—Our prices remain as follows: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quantity, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, July 27, 1906.

There are no price changes this week. Solder keeps getting a little weaker, as tin moves downward, but all other supplies are firm at ruling quotations.

There is no lightening of business, although it is approaching the season when most of the contract work is let.

Radiators and steam and hot water heating supplies are in good demand, and increasing in sales weekly. This class of heating is becoming more and more used, even in moderate priced houses.

LEAD PIPE—Prices are firm and the demand lively. We quote as follows: Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS — Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—A large demand is felt and quotations are firm. We quote: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—We quote: prices as follows: Cast iron elbows, tees, crosses, etc., 67 1-2 per cent.; cast iron plugs and bushings, 67 1-2 per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 1-2 per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Trade continues very good with an increasing demand as buildings in course of erection near completion. We quote: Hot water, 50 and 2 1-2 per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Prices are unchanged. We quote: Bar solder, half-and-half, guaranteed, 24c. to 25c.; wiping, 22c.

ENAMELWARE—We quote as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

THE WINNIPEG PLUMBERS.

The Winnipeg plumbers are still on strike and there does not appear to be any amicable settlement in view. The master plumbers say it is impossible to grant the increase asked by the journeymen, as they have given figures on their contracts for the season, the labor cost of which was based upon the existing wages at the time the contracts were made. The plumbers on the other hand are determined to hold out. Outside guidance is likely to be brought in by the striking plumbers if an agreement is not reached speedily.

OFF FOR SASKATOON.

A. H. Richardson, formerly secretary of the John Ritchie Co., plumbers and steamfitters, Toronto, but for the past few months traveling representative for the Dominion Radiator Co., has resigned his position and left this week with his family for Saskatoon, Sask., where he expects to locate in the plumbing business. Mr. Richardson is favorably known to the trade in Ontario and his many friends will hope to hear of his success in the Great West.

MONARCH BRASS EXPANDING.

W. H. Meredith, formerly provincial secretary of the Ontario Master Plumbers' Association and now traveling representative of the Monarch Brass Co., Toronto, and Port Colborne, left Toronto last Thursday on a trip to the Pacific Coast on behalf of his firm. Mr. Meredith will call at Port Arthur, Winnipeg and other points on his way west and regrets exceedingly his inability to attend the National convention

to be held at Ottawa on August 7, 8 and 9, and a Canadian master plumbers' convention without Mr. Meredith will be something of an oddity—about as odd as the story of Thompson's mare swimming across the river to get a drink.

The Monarch Brass Co. are preparing plans for a large extension to their plant, made necessary by their expanding trade. Mr. Meredith will return from the west to take up his work in Ontario again about the end of August.

TECUMSEH HOUSE CONTRACT.

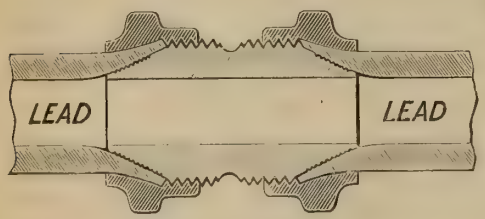
Taylor-Forbes Co. have secured the order for radiators for the Tecumseh House, London. This is the largest job west of Toronto, let this year. Smith Bros., London, are the contractors.

TO PURCHASE WATERWORKS.

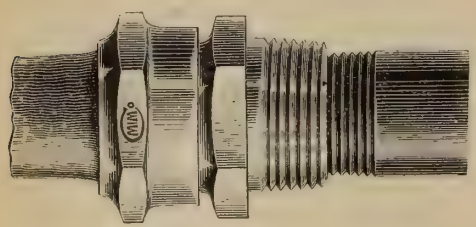
The council of Magog, Que., will submit a by-law to raise $30,000 to purchase the waterworks plant in that town.

SOLDERLESS COUPLINGS.

Mimco couplings require no solder, no heat, furnace or washers. They are made for all classes of work—brass to lead, iron to lead, or lead to lead—are



Solderless Coupling.


Solderless Coupling.

all easily applied and for a hurry call are a great convenience. They are made by the Modern Improvements Manufacturing Co., of 466 17th street, Borough of Brooklyn, New York, who guarantee them to perform satisfactorily every function credited to them. The three accompanying cuts show the connections.

TESTING A HEATING SYSTEM.

Demonstrating a heating system may be a new idea in securing more trade for the heating contractor. A contractor who does plumbing work has evolved a scheme whereby he thinks a demonstrating system can be made to pay. His private office will be supplied by indirect radiation and the air passing over will be propelled by a fan. To illustrate the advantages of indirect heating he will then have the room filled with tobacco or some other smoke, and by turning on the fan will show how quickly the foul air can be removed. The reason for trying this idea is that he

SAMUEL LEWIS,
SOLE AGENT,
126 Pearl Street,
NEW YORK, N. Y.


Flexible Auger.

spent considerable money about two years ago fitting up his plumbing showroom and has found that it paid wonderfully well.

FLEXIBLE AUGERS.

Wrigley's patent flexible augers have but lately come on the market, although they have been patented for some years. They carry fifty feet of flexible shaft and can be put right down through a closet bowl and on through traps and pipes out to the main sewer. They have been used and are well recommended by a large number of prominent plumbers in the United States, and public officials, engineers, etc. Samuel Lewis, of 126 Pearl street, New York, is selling agent for the United States and Canada.

CYRILLE WILHELMY'S DEATH.

The sudden death of Cyrille Wilhelmy, of Peterborough, plumber and electrical supply dealer, occurred Tuesday at St. Joseph's Hospital. The late Mr. Wilhelmy went to Peterborough from Montreal about eight years ago. He was first engaged at the Canadian General Electric works, and about five years ago went into business for himself. He was forty years of age.

A NOISELESS EXHAUST PIPE.

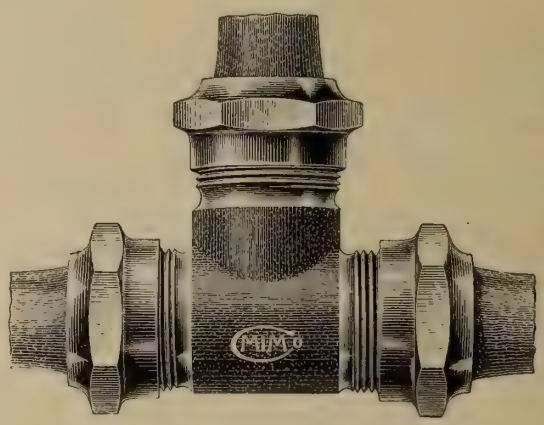
A very simple muffler for a gas engine has been built in England. The exhaust pipe is split for a distance of about 7 feet, and the split end opened by bending the halves apart until the opening of the slot about equals the diameter of the pipe. The puff of the exhaust then spreads out like a fan, and the discharge into the air takes place much more gradually than would be the case from the plain pipe. The result is said to be effective in reducing the sharp sound of the exhaust, the effect being somewhat dependent upon the flare given the pipe. The length of the pipe is another item to be considered, a greater length being of course required for a large engine than for a smaller one.

The James E. Smart Manufacturing Co., Brockville, have been awarded the contract for warming and ventilating the high school at Port Elgin, using the Kelsey system.

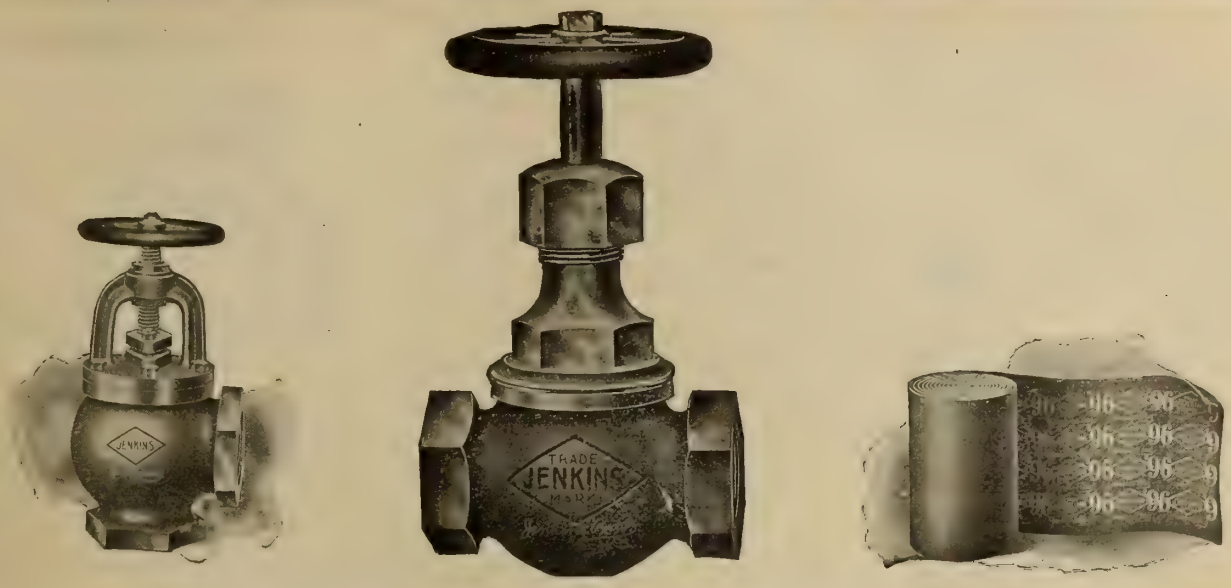
KNOW THE MATERIAL YOU HANDLE.

Sometimes a glance of the eye will tell an intelligent purchaser why one axe is worth $1 and another one 50 cents; not always. Then it is up to the salesman to know just why and to be able to explain. In order to do this he must know something about the different kinds of iron, their properties and proper use and their relative strength and wearing qualities under given conditions. For instance, he should be able to tell just why the new line of steel ranges has to cost more than the iron ones of another make and why they are worth more; also should bear in mind the fact that there are kinds of steel that, while they might cost more, would be worthless in a range than iron.

It is no longer enough for the salesman to know the name of the metal his goods are made of—that is not so much what the customer wants to know as whether the material will wear best in that place and if it is sufficiently superior to justify the difference in price. Be prepared to help your customers in their selection if they ask you to. Some men may want an article for a very



Solderless Coupling.

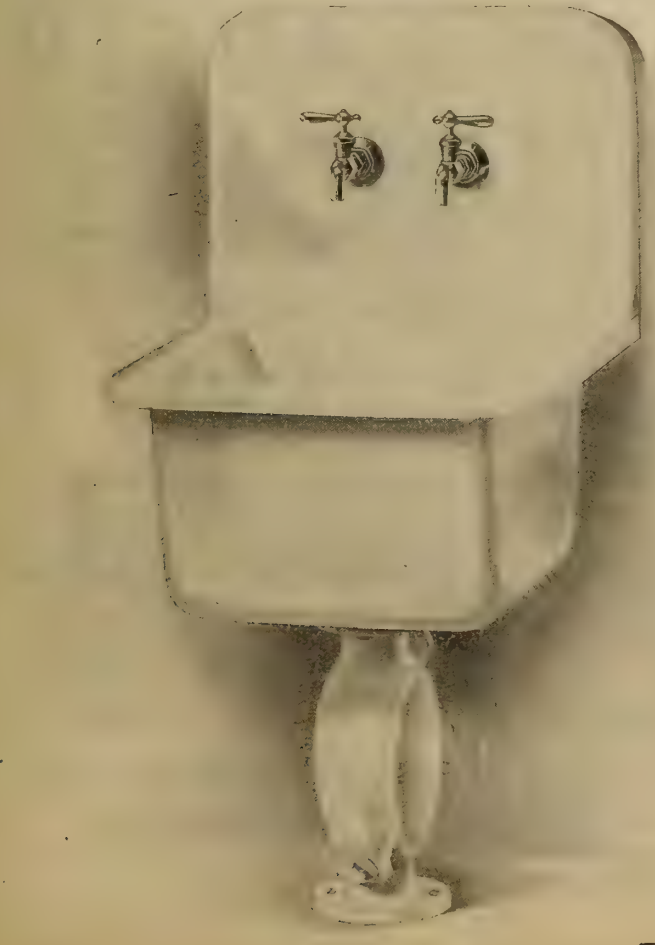


Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.



THE

"Standard" GUARANTEE

"Standard" Porcelain Enameled Ware is easy to sell because housewives and house owners know of the "Standard" *Guarantee* and of the Superior Sanitary construction and greater durability of fixtures bearing the "Standard" "Green and Gold" Label. Advertising has impressed the public with the desirability of "Standard" Appliances.

"Standard" Porcelain Enameled Roll Rim Slop Sink with 15-inch Porcelain Enameled Back, on Trap "Standard" with Cleanout and 2-inch Nickel-Plated Vent Connection to wall, Nickel-Plated Strainer, Concealed Galvanized Air Chambers, and Nickel-Plated Fuller Adjustable Flange Bibbs.

Write at once for our Catalogue, "MODERN SANITARY APPLIANCES." Keep it on your table.

Standard Sanitary Mfg. Co.

PITTSBURGH, U. S. A.

short time only and will therefore want the very cheapest that will do the business. Others want a permanent investment and the best value for their money. Not long ago the writer heard a young man who had entered a hardware store rather hurriedly say: "I want the cheapest tin bucket you have got; some-



Why will this man fly off in a rage when approached on the subject of advertising?



But when he gets a free reading notice it affects him like this.

thing that will do to water a horse with once and then throw away."

"Here" said the salesman, handing it out, "is one that I can almost guarantee to last but once."

That man was shipping stock on the train. The instance is given to illustrate the legitimate call there may be for all grades of goods. The salesman is in a store where there is a good buyer if he is always able to meet these varying demands; he is himself wise if able to tell why the grades are different and how much they differ in real value; still it is a sort of wisdom he will have if he is the kind of salesman he ought to be. Frequently too, a manufactured article made of one material is satisfactory for one place and not for another because of some chemical action. An old maple-sugar maker claims to prefer the ordinary galvanized pan for boiling sap. Later when caught in the act of purchasing a copper pan at a higher price he explained his seeming change of mind with this statement:

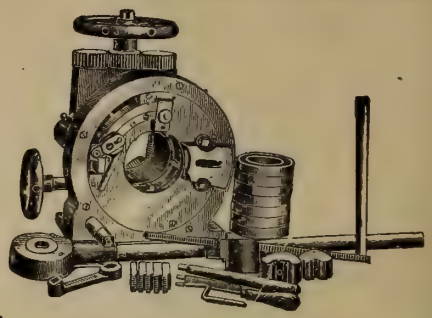
"The old pan was what I wanted for sap only. Now I have added a cider-mill to my establishment in order to get some good of my investment in the Fall as well as Spring, and want to boil cider. The acid of the hot cider would soon attack the old pan; I have to use copper now."

Another instance where some knowledge of the properties of different metals on the part of the salesman may save some customer a serious loss, disappointment and dissatisfaction. Not every clerk knows that lead paint should never be applied to a metal roof, but the sooner he finds it out the less risk he will take of being called upon to face a wrathful ex-customer.

Be prepared, then to advise the customer who wants advice with real intelligence or don't advise at all, remembering always that even cold, inanimate iron may, in its various forms have as many characteristics that have to be humored as a trick mule at the circus.

By carefully studying up some of these details that lie just a little outside of his own business, but that none the less lie back of it, the hardware dealer can not only do a great deal more in pleasing his customers, but will soon acquire a reputation, both as buyer for his own establishment and salesman to his customers that will of itself prove of quite important commercial value.—Hardware.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

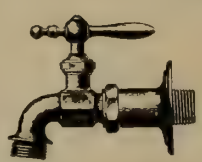
GLAUBER



finest brass goods made



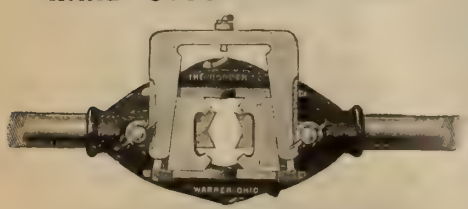
ALL SIZES GUARANTEED 5 YEARS ALL KINDS





CLEVELAND, OHIO

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada



An Adjustable Bushing

Saves all the trouble of separate bushings for each size of pipe. Centres the pipe instantly by a twist of the cam plate. Made for all sizes of genuine Armstrong Die Stocks. Sold separately from the stock. A very very useful device.

Write for catalogue and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St., Bridgeport, Conn.

Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

Another powerful selling-help is the way we make those OXFORD BOILER Grate-Bars

The grate bars in an Oxford Hot Water Boiler aren't made triangular and hollow just because that's a different shape from the grate bars in every other boiler.

They are triangular because that's the shape that gives most strength for the weight and most fire-surface for the right burning of any coal.

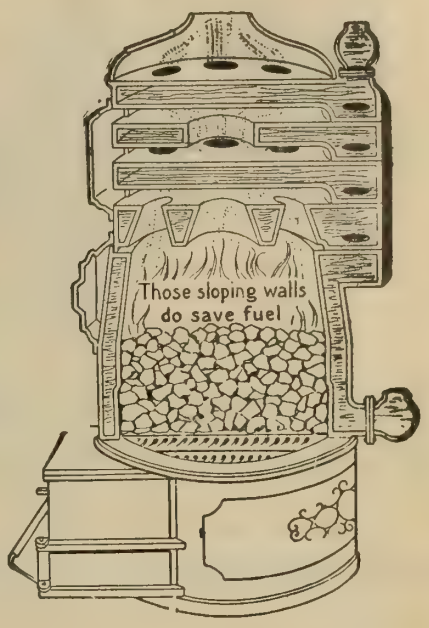
They're hollow so the air can get through at every part of all the fire the whole time.

Both ideas to make less fuel do more house-heating—to save the money of the man who owns the boiler—to keep the buyer pleased with the boiler and with the dealer he bought it from.

And what a selling-point that fuel-saving is? You won't ever know how easy it is to sell a **GOOD** boiler until you figure the Oxford Hot Water Boiler as the only boiler you want to put in any job.

It takes a **LIVE** dealer to find that out. What reason have you for not asking us to make it clear to you?

That's why we wish you'd write and ask us about our special 1906 proposition. Yes, of course a postcard will do to ask on.



The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

169

BE BEYOND COMPETITION—

USE UNITED BRASS GOODS

Are you "meeting competition" by doing just what the other fellow is doing; by joining in a mad scramble for cheap brass goods and cheap jobs?

BE DIFFERENT—USE UNITED BRASS GOODS

The man who does the best plumbing has no competitors. The way to do the best plumbing is to use United Brass Goods. Your customers want good plumbing and will pay for it if they know where to get it. UNITED BRASS GOODS never disappoint and they always give perfect service. They make pleased patrons and bring new jobs to the plumber. The job that is done with UNITED goods is finished. There is no worry and no repairs to make. Put yourself beyond the reach of competition by using UNITED Brass Goods.

WRITE TO-DAY FOR UNITED BRASS GOODS PRICES

UNITED BRASS MANUFACTURING CO.

CLEVELAND, OHIO, U.S.A.



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

PUBLISHING OFFICES:

Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:

London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the **LONDON OFFICE, 42 CANNON STREET, E.C.**

Specimen Copies Free on Application.

They Please



When a person enters your shop and says: "Do you keep the Daisy Boiler?" you want to be prepared to say "Yes!"

The fact that steamfitters, who have no interest at stake (except that of doing a satisfactory job) recommend

Improved Daisy Hot-Water Boilers

shows conclusively that this famous boiler has friends on all sides—merit-won friends, too

Every Daisy Boiler is guaranteed.

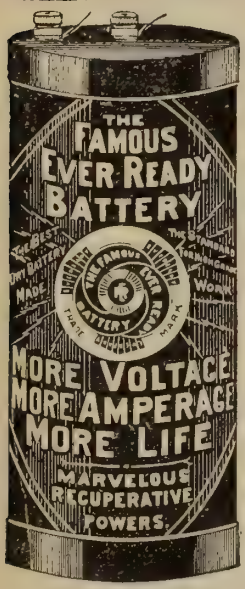
R. J. CLUFF & CO.

Lombard Street, TORONTO

(Complete Stock of Pipe, Fitting, Etc.)

Ontario Agents for

Warden, King & Son, - Montreal



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's Weber Iron Body Gate Valves

Are recognized as the leading Gate Valves "MADE IN CANADA."

Every valve is tested and packed before shipment. Send for Catalog.

The KERR ENGINE CO.,

Manufacturers Limited

WALKERVILLE - ONTARIO

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AUG - 1 1906
To Quinn's Cut Book 53 Page 265

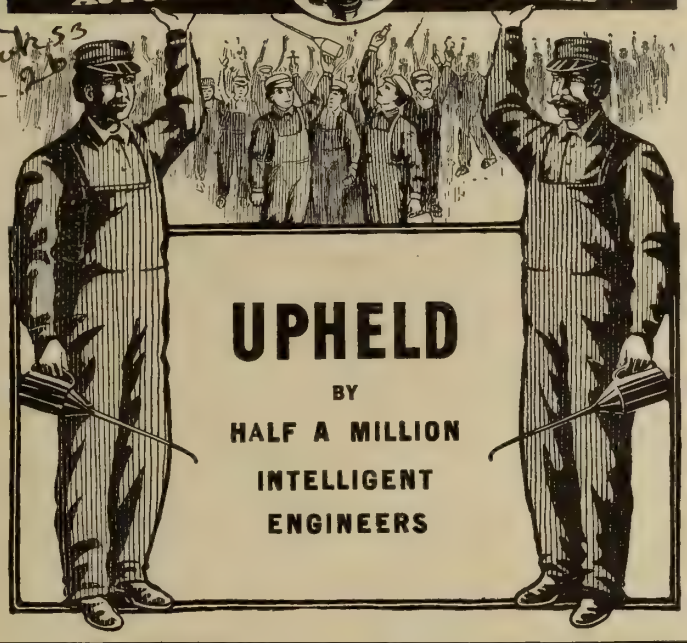


PENBERTHY
AUTOMATIC INJECTORS



WE MAKE

INJECTORS
EJECTORS
WATER GAUGES
GAUGE COCKS
OILER CUPS
GREASE CUPS
LUBRICATORS
WHISTLES
AIR COCKS
Etc.



UPHELD

BY

HALF A MILLION

INTELLIGENT

ENGINEERS

Mr. Dealer:

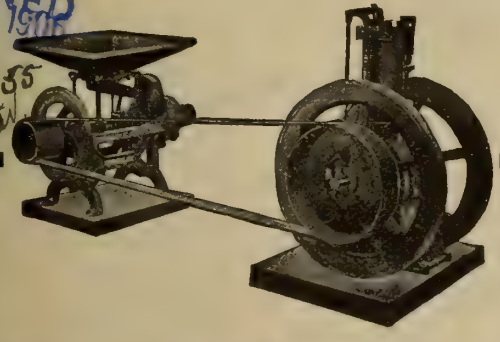
Stock these lines. Tell your customer it's "PENBERTHY MAKE."

"Easy to Buy Easy to Sell"

KEEP OUR CATALOG FOR REFERENCE.

REMEMBER THE TRADE MARK.

RETURNED
SEP 12 1906
To Quinn's Cut Book 55 Page 2



HARDWARE DEALERS WANTED IN RURAL DISTRICTS

to handle and take the agency for Fairbanks-Morse Gasoline Engines for Farm Trade.

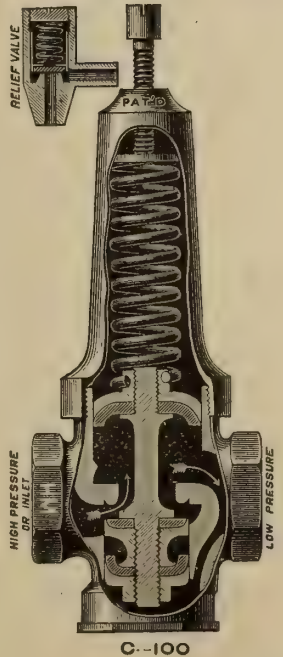
THOUSANDS WILL BE SOLD

this Fall. The farmers take the advice of their storekeeper. We sell an engine which you can guarantee without hesitancy.

Write to-day for our Agency proposition.

The Canadian Fairbanks Co. Limited

444 St. James St., MONTREAL



C.-100

Mueller Water Pressure Regulators

High pressure at faucets is conducive to unnecessary or high water rents, as more water is delivered than is wanted. With this regulator the pressure is reduced at faucets, waste is diminished and water rents correspondingly lessened.

THE MARK OF UNCONDITIONAL DECATUR H⊙M ILL. U.S.A. REGISTERED TRADE MARK GUARANTEE MUELLER GOODS

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

SKILL — HONOR

Before all "McArthur's" products there is Skill. Behind all "McArthur's" products there is Honor.

We know how to make **BUILDING PAPERS, TARRED FELTS, SHEATHING, READY ROOFING, WRAPPING PAPERS.** We always make as best we know how.

Experience is our only Guide. **Confidence our only Goal.**

"BLACK DIAMOND"



TARRED FELT

AND

"JOLIETTE"
and
"CYCLONE" BRANDS OF SHEATHING

are specimens of "Skill and Honor" goods.

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

July 28, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$41 00 $41 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C,14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I X X, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	....
Refined "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base	....	2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Jowett's Diamond J	0 06½	0 07
" Best	0 11	0 11½
Best sheet cast steel	....	0 12
B. K. Morton & Co.—		
"Alpha" high speed	....	0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J quality, best warranted	....	0 18
"I" " warranted	....	0 14
"B.C" quality	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"	....	0 65
" " annealed	....	0 65
Chas. Leonard	0 08	0 09
CrucibleSteel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special	....	0 16
" Silver steel	....	0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed	....	10½

BABBIT METAL.

The Canada Metal Co.:

Imprieal, geunine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard GenuineBabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Bo Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge	....	2 70
17 gauge	....	2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10½ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		7 00	10 00
" ¼ "		....	5 60
" 5-16 "		....	4 45
" ⅜ "		....	3 85
" 7-16 "		....	3 70
" ½ "		....	3 55
" 9-16 "		....	3 45
" ⅝ "		....	3 35
" ¾ "		....	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	20 50

Bars.

Cut lengths, round, ¼ to ½ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60	25 00
Plain, 14 oz	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 25	7 50
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks	8 25

LEAD.

Imported Pig, per 100 lb.	4 30	4 40
Bar, "	....	4 50
Sheets, 2½ lb. sq. ft., by roll	....	0 05½
Sheets, 3 to 6 lb. "	....	0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c 4is. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb	0 27	0 28

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality		Special
4 and 4½ ft.	3 in. rolled rim	$19 65		17 65
5 feet	"	20 65		18 65
5½ "	"	22 15		20 15
6 "	"	24 90		22 90
Plate E II				
5 feet	2½ in. "	19 15		17 15
5½ "	2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	2 92
¼ "	2 09	2 92
⅜ "	2 42	3 27
½ "	3 05	4 20
¾ "	4 37	6 20
1 "	5 96	8 21
1¼ "	7 15	9 86
1½ "	9 54	13 10
2 "	14 50	21 80
2½ "	19 00	28 64
3 "		

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves, discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 75 per cent.

Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock	net 1 75
No. 4 "	" 1 90
No 7 Fuller's	" 2 35
No. 4½ "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208 2 25

Square head brass cocks, discount 65 per cent

" " iron " " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 "	29 00
" 40 "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, dis. 60 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	
" 18 x 30	
" 18 x 36	

SOLDERING IRONS.

1½-lb.	per lb.	0 37
2-lb. or over	"	0 34

SOLDER.

	Montreal	Per lb Toronto
Bar, half-and-half, guaranteed	0 25½	0 24
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.	
Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4		4 75
Munro's Select Flake White		6 50
Elephant and Decorators' Pure		6 30
Monarch		6 50
Standard Decorator's		6 25
Essex Genuine		5 75
Brandram's B. B. Genuine		7 50
"Anchor," pure		6 00
Sterling Pure		6 00
Ramsay's Pure Lead		6 00
Ramsay's Exterior		5 75
Crown and Anchor," pure		6 00
Sanderson Pearcy's		6 30

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5¼	0 06¼

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints....gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 1[illegible]	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10gauge	025

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60

Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55 and	5
Plough Bolts	55 and	5
Blank Bolts	55 and	5
Bolt Ends	55 and	5
Sleigh Shoe Bolts	70	
Coach Screws, conepoint	70 and	5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt	per ton 55 00
Heavy Straw Sheathing	per ton 35 00
Dry Surprise	0 37½
Dry Sheathing	per roll, 400 sq. ft. 0 35
Tar "	400 " 0 45
Dry Fibre	400 " 0 55
Tarred Fibre	400 " 0 65
O. K. & I. X. L	400 " 0 70
Resin-sized	400 " 0 45
Oiled Sheathing	600 " 1 00
Oiled "	400 " 0 70
Roof Coating, in barrels	per gal. 0 17
Roof " small packages "	0 25
Refined Tar	per barrel 5 00
Coal Tar	" 4 00
Coal Tar, less than barrels	per gal. 0 15
Roofing Pitch	per 100 lb. 0 80 0 90
Slater's felt	per roll 0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33	per gross 7 50 8 50

CEMENT AND FIREBRICK.

F, Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65
Red	0 05	0 06
Crayon	per gross 0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

It Won't Cost You Anything

to know that Paterson's Wire Edged Ready Roofing is made from Pure Wool Felt saturated with Refined Coal Tar, and the different plies cemented together with the highest grade of Bitumen. Our Roofing contains nothing that will evaporate at less than 300° Fahrenheit, and that's why it lasts so long.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's	70	" 10	"
American	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to 75		"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
100 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	....	9 00
" " ⅞ "	"	....	10 00
" " 1 "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10 1 20

Sledge.

Canadian	per lb.	0 07 0 8½

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail		4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb			0 06½
" " 5-in.,	"		0 06½
" " 6-in.,	"		0 06
" " 8-in.,	"		0 05½
" " 10-in.,	"		0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge— to 10 in	per 100 lb.	....	4 50
12 in. up	"	....	25
Spring, No. 20, per gro. pairs		....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval head
M.R.M. Co. brand, 55 per cent.
"Monarch," 50 and 7½ per cent.
'Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base		3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	.... 2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes	....	2 50
Woodyatt, ball b'ring, 12 to 20-in	5 60 to	7 45

Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz. Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	.... 1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.)

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 55 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
man..... "	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle .... "	0 22	0 33
Screw .... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout ...	1 80	3 16

PUNCHES.

Saddler's .. ..per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood.....per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros. "Klean Kutter'	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	6 11½
Cotton, 3-16 inch and larger.....0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord. 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.

" buck, New Century.....$6	25
" " No. 1 Maple Leaf.....	5 25
" " Happy Medium.....	4 25
" " Watch Spring.....	4 25
" common frame.	4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3 in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 30 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shove (No. 2 pol.).$18 50

(Hollow Back)	(Reinforced S Scoop.)
Moose..... $17 50	..... $16 30
Bear 15 00	..... 15 30
Fox 12 50	..... 14 30
Black Cat.... 10 00	..... 13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	2 75	
Plain	2 50	

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.

German.....per doz.	4 75	5 00

S. & D., scou 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2.....	....	5 50
Saw Vise....	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c. spring wire $1.25, special hay baling wire 30c. best steel wire 75c., bright soft drawn 15c. charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15—No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17 $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80 No. 19, $2.50. All prices per 1000 ft. measure F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	....	2 60
Galvanized, plain twist	....	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ f small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 60
" No. 11	3 25
" No. 12	2 85

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 4

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

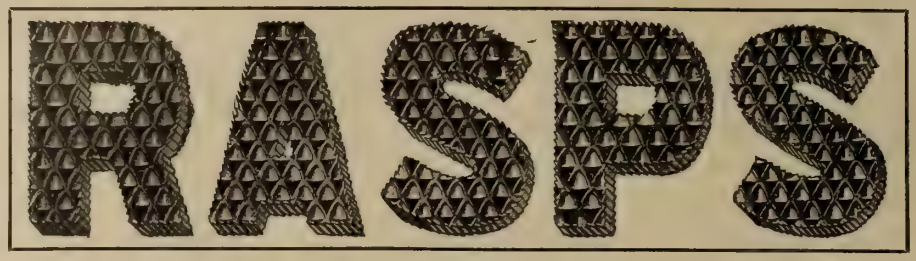
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WROUGHT IRON WASHERS.

Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

American Shearer Mfg. Co..... 21
Armstrong Bros. Tool Co 15
Armstrong Mfg. Co 62
Atkins, E. C., & Co..... 13
Atlas Mfg. Co..... 20
Australasian Hardware..... 64

B

Barnett, G. & H., Co....outside back cover
Barrett, Jos., & Sons..... 72
Batty Stove Co..... 20
Bell Telephone Co..... 14
Belleville Business College 14
Berry Bros..... 47
Birkett, Thos., & Son Co. 1
Borden Co 62
Bowmanville Foundry Co..... 21
Bowser, S. F., & Co..... 17
Bradstreet's..... 18
Brantford Roofing Co..... 16
British America Assurance Co 14
Burr Mfg. Co..... 12
Busy Man's Magazine..... 12

C

Cameron & Campbell..... 24
Canada Foundry Co 20
Canada Iron Furnace Co..... 43
Canada Metal Co..... 21
Canada Paint Co..... 48
Canada Paper Co 20
Canada Smelting Works 43
Canadian Bronze Powder Works..... 45
Canadian Fairbanks Co..... 65
Canadian Heating & Ventilating Co.. 22
Canadian Rubber Co....outside back cover
Canadian Sewer Pipe Co..... 43
Carriage Mountings Mfg. Co 21
Caverhill, Learmont & Co..... 7
Chicago Spring Butt Co..... 16
Clauss Shear Co..... 67
Cluff, R. J., & Co..... 64
Confederation Life..... 14
Consolidated Plate Glass Co..... 50
Consumers' Cordage Co..... 2
Covert Mfg. Co 53
Cumming Mfg. Co..... 10
Cutts, C. M. & Co..... 55

D

Davenport, Percy P..... 72
Davidson, Thos., Mfg. Co..... 4
Deseronto Iron Co..... 43
Dieckmann, Ferdinand..... 51
Dominion Cartridge Co. 11
Dominion Sewer Pipe Co 55
Dominion Wire Mfg. Co 6
Dorken Bros. ....outside front cover
Dowswell Mfg. Co 54

E

Eadie, H. G..... 43
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co..... 54

F

Fenner, Frederick 45
Forman, John 64
Forwell Foundry Co 62
Fox, C. H..... 18
Francis-Frost Co..... 47
Frothingham & Workman 9

G

Galt Art Metal Co..... 53
Gibb, Alexander..... 18
Gilbertson, W., & Co..... 43
Glauber Brass Co..... 62
Greening, B., Wire Co..... 17
Guelph Spring and Axle Co..... 20
Guelph Stove Co..... 23
Gurney Foundry Co..... 22, 63
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hanover Portland Cement Co..... 15
Harrington & Richardson Arms Co 10
Harris, J. W., Co..... 12
Hart & Cooley Co..... 72
Heinisch, R., Sons Co..... 15
Henderson & Potts Co 46
Heney, E. N., & Co..... 72
Hobbs Mfg. Co 6
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 18
Hyde, F. & Co..... 54

I

Imperial Varnish and Color Co..... 44
International Portland Cement Co.... 15

J

Jamieson, R. C., & Co..... 45
Jardine, A. B., & Co. 43
Jenkins Bros..... 61
Jenkins & Hardy..... 12
Johnson's, Iver, Arms and Cycle Works 52

K

Kemp Mfg. Co 24
Kerr Engine Co..... 64

L

Legal Cards 12
Leslie, A. C., & Co..outside front cover, 43
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 55
London Foundry Co..... 23
Louden Machinery Co. 20
Loughead, J. S., & Son 20
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McArthur. Corneille & Co. 72
McCaskill, Dougall & Co..... 45
McClary Mfg. Co..... 21
McDougall, R., Co..... 17

M

Maple Leaf Harvest Tool Co 8
Marlin Firearms Co..... 19
Martin-Senour Co..... 13
Merrell Mfg. Co..... 62
Metal Shingle and Siding Co..... 24
Metallic Roofing Co 40
Metropolitan Bank 14
Mitchell, D., & Co 18
Mitchell, H. W..... 18
Montreal Rolling Mills Co 53
Morrison, James, Brass Mfg. Co..... 56
Morrow, John, Machine Screw Co 15
Mueller, H., Mfg. Co 65
Munderloh & Co..... 69

N

Newman, W., & Sons 53
Nicholson File Co.. 70
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 43
Novelty Mfg. Co 22

O

Oakey, John, & Sons..... 43
Ontario Lantern & Lamp Co..... 19
Ontario Tack Co..... 42
Ontario Wind Engine and Pump Co .. 21
Orford Copper Co..... 43
Owen Sound Wire Fence Co..... 17

P

Paterson Mfg. Co..... 68
Pearce, Frank, & Co 18
Pease Foundry Co. 51
Pelton, Godfrey S 45
Penberthy Injector Co..... 68
Peterborough Lock Co..... 16
Peterborough Shovel & Tool Co. 16
Phillips, Chas. D 15
Phillips, Geo., & Co..... 55
Pink, Thos 11

Q

Queen City Oil Co..... 12

R

Radford, H..... 53
Ramsay, A., & Son Co..... 47
Reid, David, & Co 18
Robertson, James Co....inside back cover
Roper, J. H 55
Round, John, & Son..... 15

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 19
Scott, Bathgate & Co..... 18
Seymour, Henry T., Shear Co..... 15
Sharratt & Newth 20
Sherwin-Williams Co..... 42
Silberstein, A. L..... 1
Silica Barytic Stone Co..... 15
Spear & Jackson 4
Stairs, Son & Morrow..... 70
Standard Ideal Sanitary Co..... 56
Standard Paint and Varnish Works... 45
Standard Sanitary Co..... 61
Steel Trough and Machine Co..... 21
Stephens, G. F., & Co..... 39
Stewart, Jas., Mfg. Co..... 18

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co. outside back cover

U

United Brass Mfg. Co..... 63

V

Vickery, O..... 18

W

Wallace Barnes Co 64
Welsh Tinplate & Metal Stamping Co. inside back cover
Western Assurance Co 14
Western Wire Nail Co 54
Wilcox Mfg. Co..... 13
Winnipeg Paint and Glass Co 39
Wright, E. T., & Co 20

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter.
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

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Phillips, Geo. & Co., Montreal.
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Silberstein, A. L., New York.

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Safety Door Hanger Co., Hamilton, Ont.
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Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

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Cameron & Campbell, Toronto.

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Kerr Engine Co., Walkerville, Ont.

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Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

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Bradstreet Co.

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Glaziers' Diamonds.
Gibsone, J. B., Montreal, Que.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Maple Leaf Harvest Tool Co., Tillsonburg, Ont.

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers.
Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Ladders—Extension.
Berlin Woodenware Co., Berlin.
Waggoner Ladder Co., London.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Clipper Lawn Mower Co., Dixon, Ill.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Tees & Persse, Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Collins, T. C., & Son, Montreal.
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co., Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Imperial Cement Co., Owen Sound.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Refrigerators.
Fabien, C. P., Montreal.
Hanson, J. H., Montreal.

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell. Toro

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co, Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co., Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

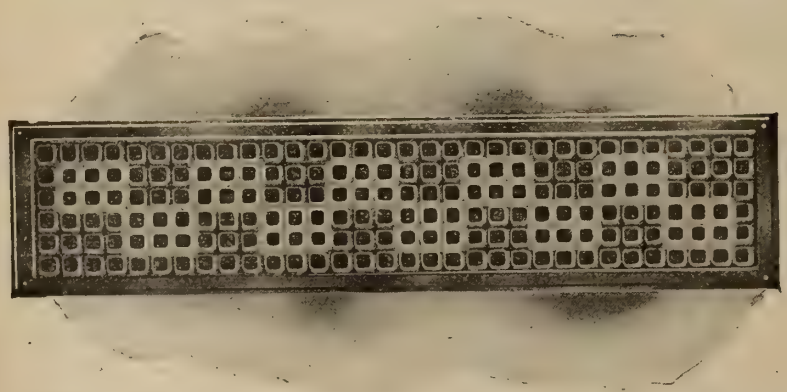


STAY-ON
Horse Blankets

The difficulty with most Horse Blankets is that no matter how you attach them to the horse, they will work off In the special make of our **STAY-ON BLANKETS** this difficulty is overcome. We have spent labor and money to perfect all kinds of horse clothing, and we are pleased to demonstrate to all the advantages derived from the use of our specialties. You pay no more for our goods than you do for inferior qualities.

Largest Manufacturers in Canada

E. N. HENEY CO., Ltd., Montreal

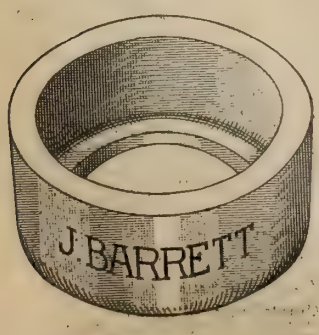


Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.

New Britain, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00 per 100
3-in.	"	$7.00 " 100
3½-in.	"	$8.00 " 100
4-in.	"	$9.00 " 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, - WINNIPEG, MAN.

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

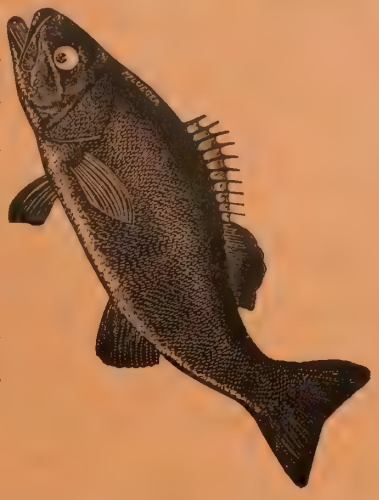
The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

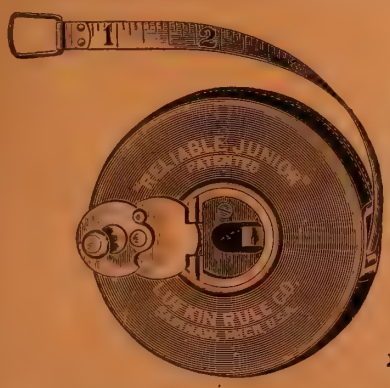
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1808. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

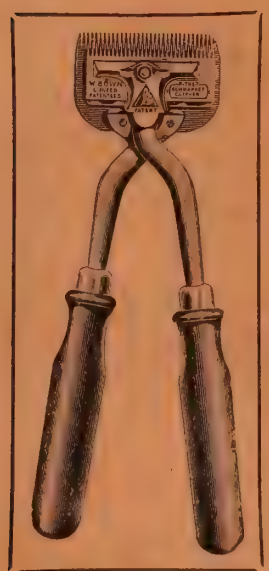
THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES.

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.



NEWMARKET HORSE CLIPPER

This celebrated Clipper can be obtained from all the principal dealers.

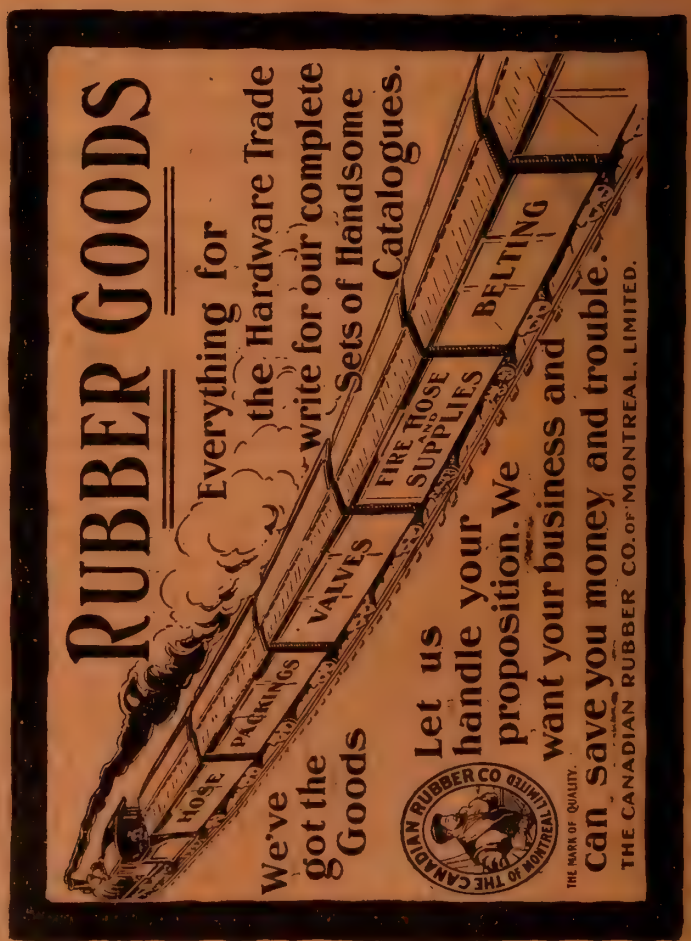
B. & S. H. THOMPSON & Co.

LIMITED

Manufacturer's Agents

53 ST. SULPICE STREET, MONTREAL

Dominion of Canada Sales Agents UNITED STATES STEEL PRODUCTS EXPORT COMPANY Sheet Steel and Tinplate Departments.



STOVE AND WESTERN NUMBER

HARDWARE AND METAL

AUGUST 4 1906

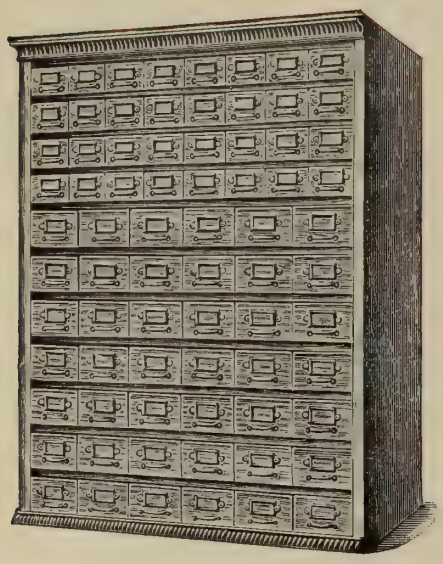


WINNIPEG WHOLESALE SECTION WEST OF MAIN STREET (View from Union Bank Bldg.)

THE MACLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

Screw Cabinets



Saves Time—Nothing is more annoying to a customer than to have to wait ten or fifteen minutes while a clerk searches his stock for a certain size or style of a screw or bolt. Get a reputation for neatness and quickness. It will be worth hundreds of dollars to you.

Saves Space—Few hardwaremen have more space than they need. A screw case enables you to keep all your small articles together and no space is wasted. The case we illustrate contains 74 Bennett patent steel drawers which can be divided into 150 compartments.

Saves Your Stock—This case is made with a steel back, which keeps out all dust. If you have a screw case there will be no danger of some day stumbling on a box of screws in some corner which you did not know you had.

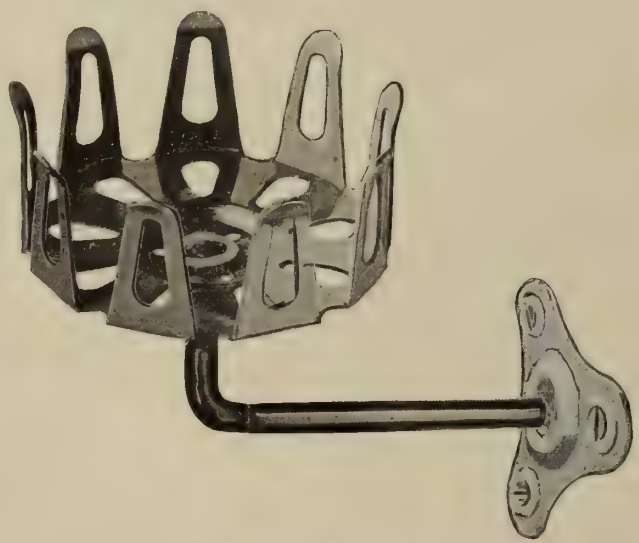
This case which we illustrate is so well made it will last a life time. It is as necessary for your screws and bolts and other small lines as a desk is for your papers or a library for your books.

Size of case 26½ inches wide, 40 inches high, 11 inches deep, all exposed wood in oak in either rich antique or golden oak finish.

Price, $20

Cameron & Campbell - Toronto

Sole Manufacturers in Canada



Are You Interested?

in a line of low-priced, easy-selling bathroom fixtures?

No. 7 and **No. 9B** are very attractive. Stock them up.



NO. 7—STEEL NICKEL-PLATED TUMBLER HOLDER

Our wares are popular and reliable.

NO. 9B—BRASS NICKEL-PLATED SOAP HOLDER

MANUFACTURED BY

THE ONTARIO NOVELTY CO., TORONTO, CANADA

SOLD BY ***E. W. HICKSON & CO., 77 York St., Toronto, Canada***

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, AUGUST 4, 1906 NO. 31.

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by leading Wholesale Hardware Houses.

EVERY SHEET BRANDED

Unscrupulous dealers have been known to ship out bundles with a sheet of "Queen's Head" on top and cheap unbranded sheets inside. Every sheet of "Queen's Head" and "Fleur de Lis" is branded and the quality guaranteed

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

Talk Apple Parers

to every woman who comes into your store. If you have an up-to-date line such as

THE HUDSON PATTERN

you will be astonished at the number you will sell. Have one fastened to the counter and show them how easy it works and draw their attention to the improvements over the old style.

THE HUDSON PATTERN is the one for you to handle. It is the only one made in Canada and it is the best model in the world.



Every machine is made with scrupulous care and carries with it our guarantee. See your jobber at once or write direct to us for quotations. We can ship any quantity on short notice.

TAYLOR-FORBES COMPANY, LIMITED

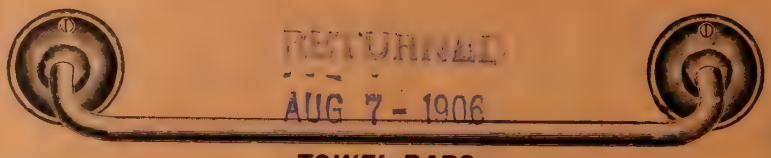
TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 122 Craig St. West

See Classified List of Advertisements on Page 119.

NICKEL PLATED

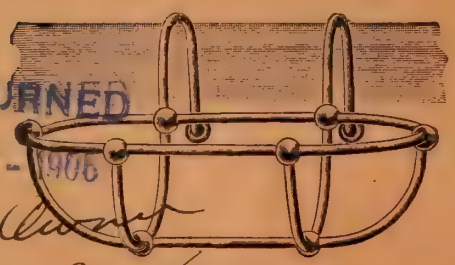
BATHROOM FITTINGS

Match Holders,
Toilet Paper,
Toilet Paper Holders



TOWEL BARS

Whisk Holders,
Comb and Brush Holders,
Wardrobe Hooks



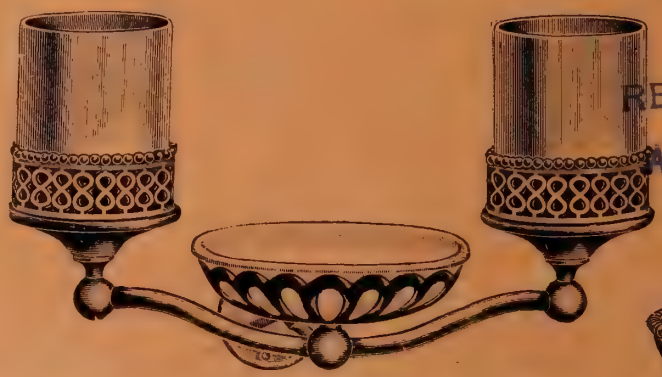
SPONGE HOLDER



BATH TUB SOAP HOLDER



SOAP HOLDER



TUMBLER AND SOAP HOLDER



SOAP HOLDER



SOAP HOLDER

Write for Prices.

RICE LEWIS & SON

LIMITED

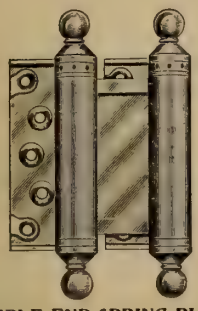
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

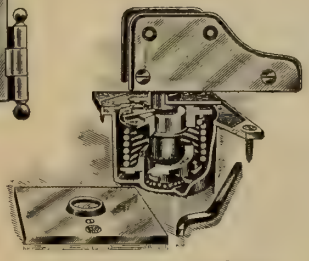
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

THE GOODS THAT ARE ASKED FOR

The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾

WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED

OTTAWA, ONT.

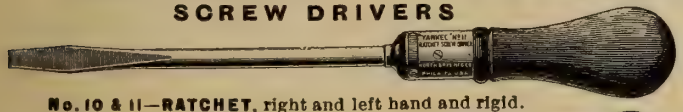
Other Tools are very Good Tools, but

"YANKEE TOOLS"

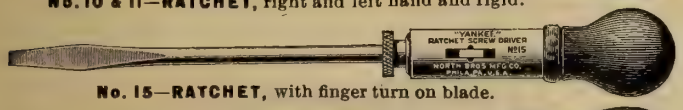
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET -right and left hand and rigid.
No. 31— " " (heavy pattern)
No 20 - " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade.

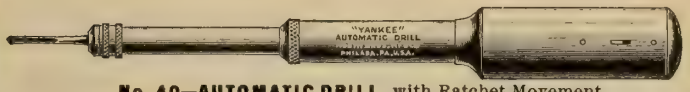


No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.

DRILLS



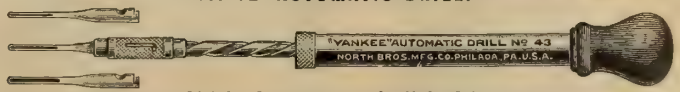
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



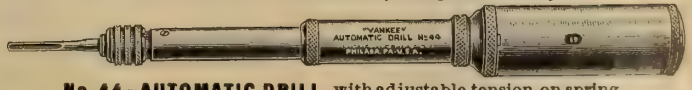
No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



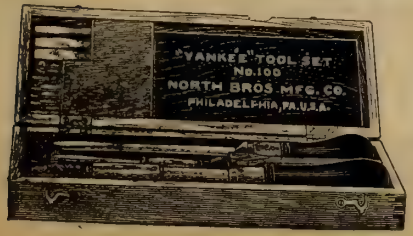
No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.



SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



RETURNED
5/4/07
to Burns
Cut Book No. 62
Page No. 92
STYLE "E" Burns

DAVIDSON'S "Premier Royal" COOKING RANGE

NEW DESIGN

Attractive and Well Planned for Convenience

Every Range Has These Improvements :

Heat Indicator
Single Damper
Simmering-Cover
Reducing Ring Cover
Dockash Grate
Cup Joint Top Flue
Plastered Oven Top
Plastered Pottom Flue
Nickeled Towel Dryer
Detachable Guard-Rails
Asbestos Packed Oven
Nickeled Oven Rack
Ventilated Oven
Embossed Door Lining
Oven Door Pedal
Large Steel Ashpan
Protected Front Clamp
Nickeled lifter and shaker

In Special Features of Excellence, Ease of Keeping Clean, Freedom from Repairs, Perfect Cooking, and also in Material, Workmanship and Finish, these Ranges are Unequalled. ***Write for Descriptive Catalogue.***



RETURNED
5/14/07
to Burns
Cut Book No. 62
Page No. 92
Burns

The "Beaver" SLOW COMBUSTION STOVE

4 SIZES

No.	Diam. of Steel Body.	Height.	Weight.
2	9½ inches	27 inches	90 lbs.
3	11¾ "	31¾ "	125 "
4	13 "	24½ "	165 "
5	15¾ "	37¼ "	210 "

A POWERFUL HEATER

Burns a Minimum Amount of Fuel

Lined throughout with Fire Bricks. The Body is made of Cold Rolled Steel and the Base and top are Cast Iron. Has Nickel-Plated Tea-Pot Stand, and is very neat and compact in appearance.

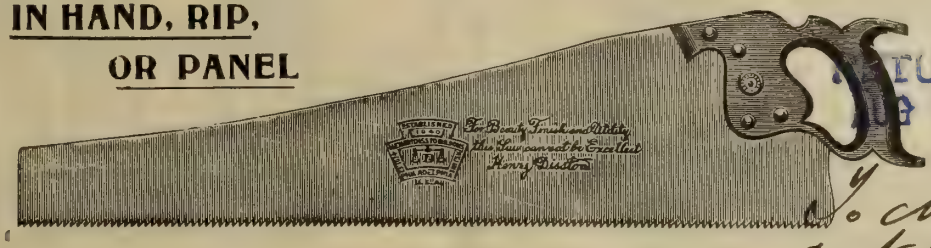
Write for Prices

The Thos. Davidson M'f'g Co., Limited

MONTREAL and WINNIPEG

SURE SAW SALES

IN HAND, RIP, OR PANEL



RETURNED
AUG 7 - 1906

No. D8 SKEW BACK.

Warranted spring steel, patent ground and tempered, apple handle, with polished edges and five improved screws.

J. Montreal
Cut Book 5-3
page 34

If anything is sure in this world, it is that **DISSTON'S SAWS** will sell, and sell at a price that will please your customers and leave you a good generous margin for yourself.

THERE'S A REASON FOR IT

Disston's Saws have been known to all up-to-date dealers for many years, as the highest pinnacle in saw manufacturing. They are the standard by which all others are judged.

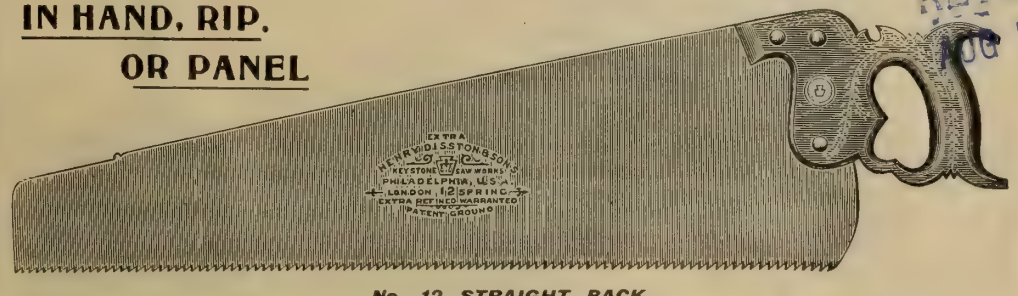
It has often occured to us, that likely you have asked the question, why it is necessary to advertise a well-known article so often to keep it before the public. The fact is, no matter how good the article is, if some dealers are not continually reminded of it, they will be persuaded to buy a line that they have not tried, and which gives very indifferent satisfaction.

If you've never tried **DISSTON'S SAWS**, send us a sample order.

No man too poor to buy Disston's Saws

No man rich enough to buy better

IN HAND, RIP, OR PANEL



RETURNED
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No. 12—STRAIGHT BACK.

Warranted extra refined London spring steel, patent ground and tempered, selected and highly polished blade, carved and polished handle, with four improved brass screws.

LEWIS BROS., LTD.

OTTAWA
TORONTO

MONTREAL
WINNIPEG

VANCOUVER
CALGARY

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AUG 14 1906



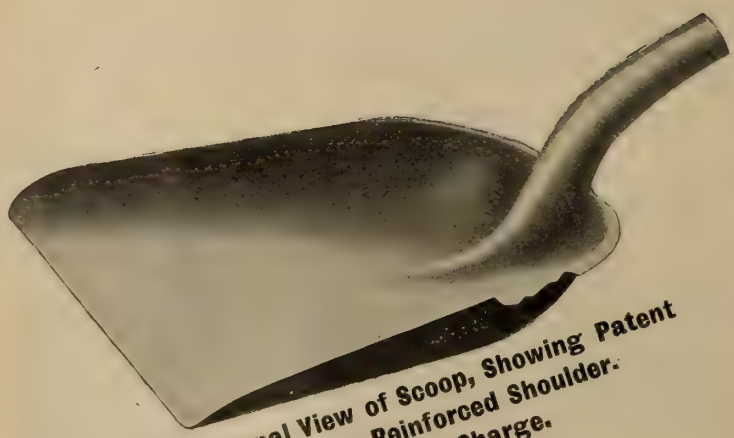
SCOOPS



RETURNED
AUG 14 1906

FIRST GRADE **FOURTH GRADE**

LOOK FOR THESE LABELS



Sectional View of Scoop, Showing Patent Converse Reinforced Shoulder. No Extra Charge.



THE CANADIAN SHOVEL & TOOL COMPANY, Limited

MANUFACTURERS

HAMILTON, - CANADA.

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

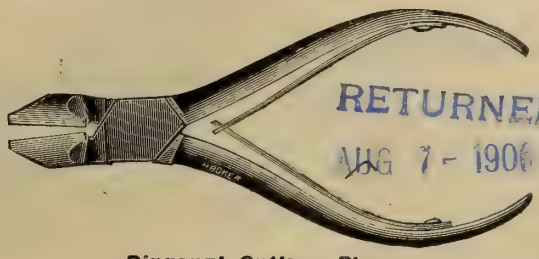
138-140 WEST FRONT STREET, TORONTO

Wholesale Only



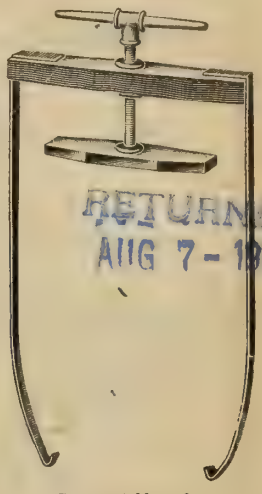
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Fruit Pickers
Tinned Wire, 6 in. diameter, 12 in. long.



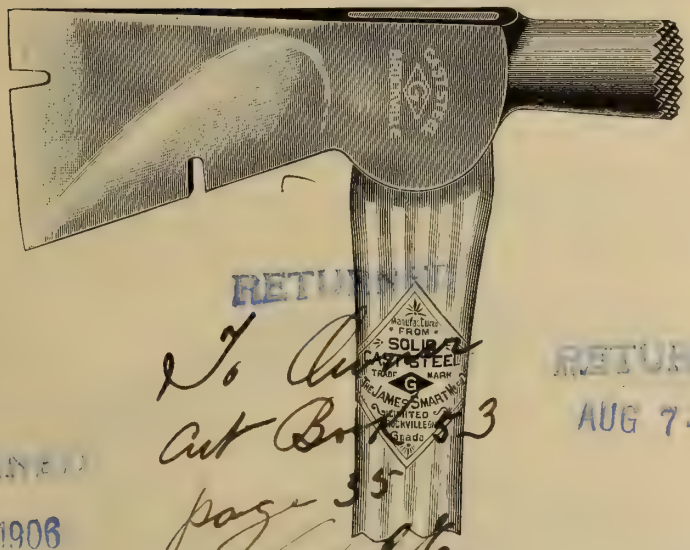
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AUG 7 - 1906

Diagonal Cutlery Plyers
For Fruit Packers.



RETURNED
AUG 7 - 1906

Barrel Header



RETURNED

Barrel Hatchet



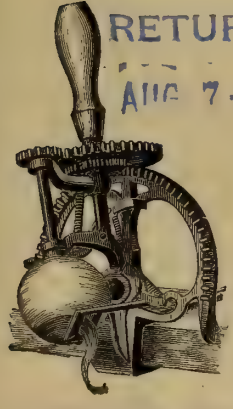
AUG 7 - 1906

Gem Mincing Knife
Solid Steel Single Blade



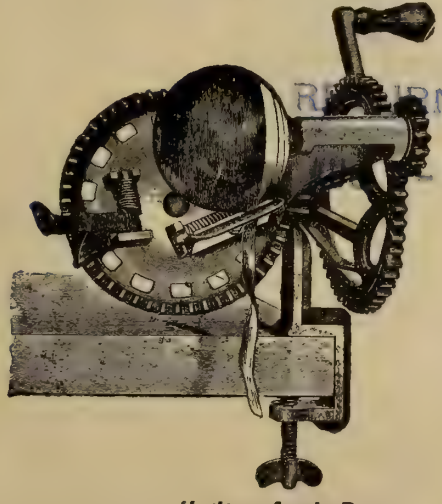
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Gem Mincing Knife
Solid Steel Doub'e Blade



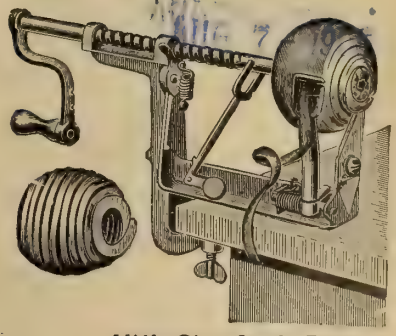
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Lightning Apple Parer



RETURNED
1906

Hudson Apple Parer



RETURNED

Little Star Apple Parer

FOR FULL PARTICULARS SEE OUR HARDWARE CATALOGUE.

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

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AUG 7 - 1908

STEVENS

Rifles and Guns

Will Bring More Sales For You at a Fair Profit, too



No. 65. Bolt Action, .22 Calibre, Bead Front, and Rear Peep Sights.
Retails for $4.87 each

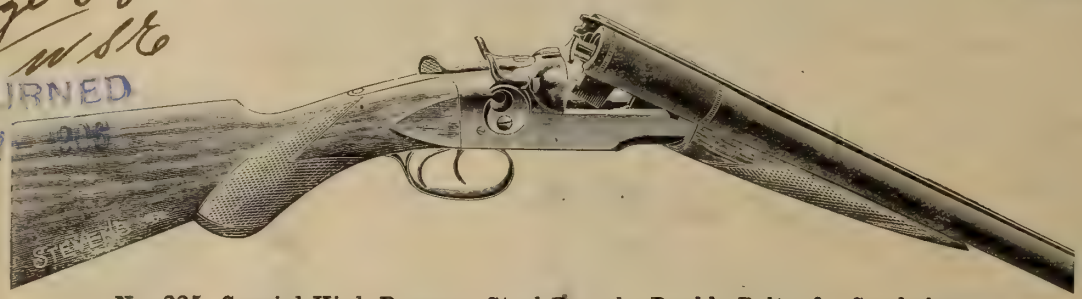
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No. 17. Favorite Rifle, Strong, Accurate, and well Finished, .22 Long Rifle, .25 Short Stevens, and .32 Long R. F. Calibres. Retails for $7.80

Montreal
Book 5-3
page 38
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AUG 7 - 1908

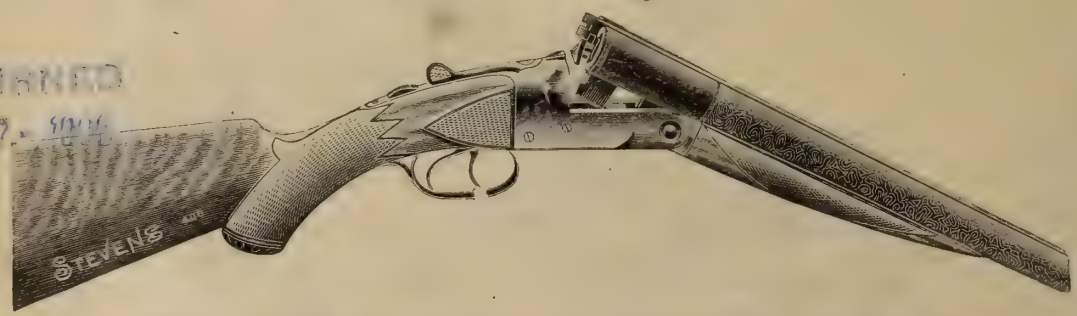
Stevens Hammer Guns



No. 225. Special High Pressure Steel Barrels, Double Bolts, for Smokeless Powder, 12 and 16 Gauge. Retails for $17.00

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AUG 7 - 1908

Stevens Hammerless



No. 350. Special Smokeless Steel Barrels, for Smokeless Powder, Extra Fine Finish and Quality, 12 Gauge. Retails for $32.65 each

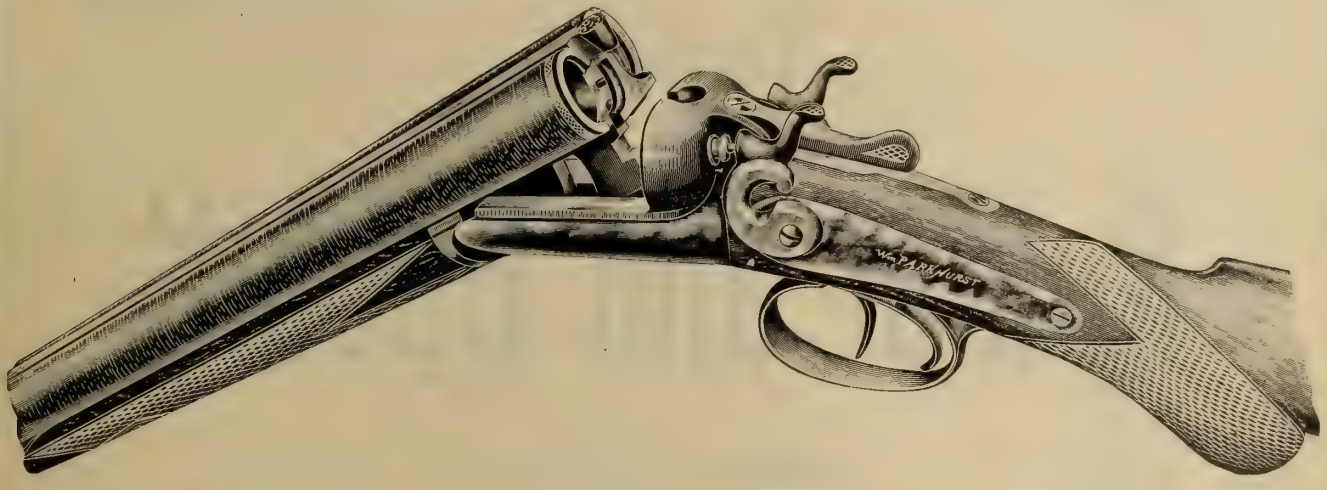
Discount to Dealers. ***Wholesale Distributors.***

Caverhill Learmont & Co

MONTREAL AND WINNIPEG

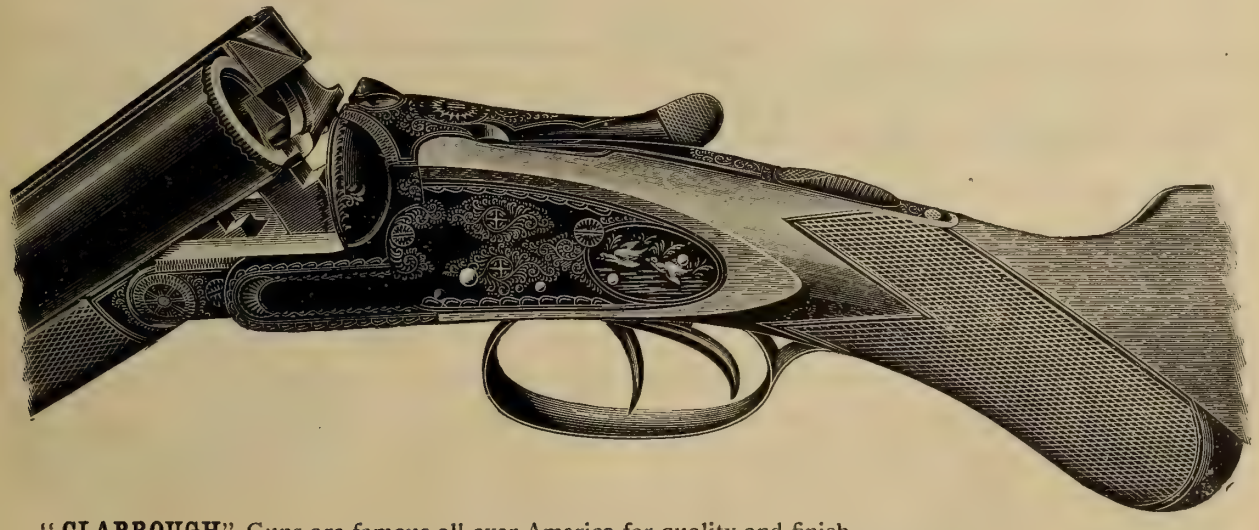
Do You Require Some Low-Priced Guns for Your Trade?

You probably do, and are interested in buying those that offer the best value for the money, and which you can recommend as reliable.



Our **No. 0752 BELGIAN** Double Barrel Shot Gun is such an article. We have handled the same gun for several years past, and the quality has been maintained always at the same standard. We have not had any of them returned on account of failure in any part. Moreover, we can sell you this gun so that you can retail it at a good profit at **$7.50**, and it will sell readily at **$8.50**. We have it in **10, 12** and **16 ge.**

May we not send you a few of them in your next order ?



"**CLABROUGH**" Guns are famous all over America for quality and finish.

No. 10259 is a moderate-priced English Gun, intended to retail at about **$40.00**. It is made of the finest quality of wrought materials by experienced workmen. The barrels are wrought steel, tests of which show it to possess extraordinary resisting power and tensile strength. The boring and choking are done on the most modern principles for close shooting and hard hitting.

We have still better grades of "**CLABROUGH**" Guns.

Our "**Sporting and Fall Goods**" catalogue shows guns to retail at as high a price as **$165.00.**

Is it not best to buy where you have the variety to select from?

FROTHINGHAM & WORKMAN, LIMITED

1809 WHOLESALE HARDWARE AND IRON MERCHANTS 1906

MONTREAL, CANADA.

THE CANADA METAL CO.

TORONTO

Solder and Babbitt

WHOLESALE

PIG LEAD, TIN AND ANTIMONY

Wrings the Mop dry



Peerless Iceland

These are the freezers that sell.



Both feet rest firmly on the floor—no danger of upsetting bucket and wetting feet. *Pressure* that *wrings* mop is from a *spring*, *not* from the foot. Two springs, one on either side are independent of each other, pressure adjusts itself to any unevenness of mop—wrings all of mop thoroughly.

Tub is strong and extra braced. Rollers are solid maple and *never* stick. Attractively labeled—make good display in your store—sure to please customers.



Ask your jobber. THE DANA MFG. CO., Cincinnati. 10 Warren Street, N. Y.

Best English Bars, Hoops (W.I.W.), Sheets

"Sword and Torch" Dead Flat Galvanized Sheets

English Pig and Sheet Lead

Straits and Lamb and Flag Ingot Tin

If you are thinking of importing at present, let me have your specifications.

Closest Prices for Wholesale Buyers

J. A. HENDERSON, Board of Trade Building, **MONTREAL**

GENERAL HARDWARE AND METALS

Air is the Steamfitters' Greatest Enemy

WHY NOT FIGHT IT WITH THE BEST AND MOST EFFICIENT WEAPONS?

Get ***all*** the air out of your steam jobs by using the Norwall Automatic Air Valve. This is the most sensitive Air Valve made, and will open for the smallest pocket of air in the radiator. It gives you the use of all the heating surface. No cold loops. No expansion part to buckle out of shape. No adjnsting pin. Automatic in every respect. Cannot be tampered with, yet easily cleaned.

NORWALL AUTOMATIC AIR VALVE



ALL METAL

GET THE AIR OUT AND KEEP IT OUT

NORWALL AUTOMATIC AIR AND VACUUM VALVE



ALL METAL

No battle was ever won by driving the eneny out of its position and then falling back to allow it to return. Yet this is what happens in your steam jobs. Use the Norwall Air and Vacuum Valves and ***keep*** the enemy driven out. This valve vents every loop in the radiator, but prevents the return of air into the system, This is done all automatically and guaranteed by us.

HERE ARE THE RESULTS

WITHOUT NORWALL VACUUM VALVES

1. Air forms a pressure of 15 pounds to the square inch on the water in the boiler and prevents the generation of steam till it isheated to 212°, whereas it would boil at 98° in a vacuum.

2. Air fills a steam job and must be forced out before heat is obtained.

3. Air sneaks back into the system and kills the steam.

4. Air necessitates burning enough fuel to keep up at least one pound of pressure or water 215° hot.

WITH NORWALL VACUUM VALVES

1. Water will boil at temperatures less than 212°, so that you can have **steam within the radiators to suit the weather** (as with hot water).

2. There being no air to force out when heat is wanted, the **results are immediate** and you can heat the whole system in ten minutes.

3. The air cannot get back to kill the steam and you can **hold heat in the radiators** for hours after the fire is banked.

4. Water will boil and steam generate at 160° or less, which means that **you will save the fuel** needed to heat to 215° when 160° is enough.

THERE ARE MANY OTHER ADVANTAGES. SEND FOR FULL PARTICULARS.

Norwall Manufacturing Co.

CHICAGO
154 Lake Street

NEW YORK
104 W. 42nd Street

THE PEDLAR PEOPLE

"The largest makers of SHEET METAL BUILDING MATERIALS under the British Flag"

"KEEPING EVERLASTINGLY AT IT BRINGS SUCCESS"

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Metal Ceilings
Metal Walls
Metal Roofing
Metal Tiles
Metal Lath
Expanded Metal



Corrugated Iron
Metal Doors
Metal Shutters
Metal Awnings
Metal Finials
Metal Ornaments

Metal Statuary
Metal Spinning
Metal Fireproofings

Metal Shingles
Metal Sidings
Metal Ridges

PROMPT SHIPMENTS. Write, Wire or Phone any of our warehouses.

THE PEDLAR PEOPLE

Montreal, Que.	Ottawa, Ont.	Toronto, Ont.	London, Ont.	Winnipeg, Man.	Vancouver, B.C.
321-3 W. Craig St.	423 Sussex St.	11 Colborne St.	69 Dundas St.	76 Lombard St.	615 Pender St.

Write Your Nearest Office—Head Office and Works, OSHAWA, ONT.

MR. HARDWAREMAN, IT'S UP TO YOU !

SEE THE SIGN ?

SEE THE LABELS ?



What One Good Live Hustling Agent is Doing With Pedlar's "Oshawa" Shingle

Mr. Vrooman only started to handle Metal Shingles late last year (1905), but before taking the sale of this class of goods up at all, he made himself perfectly familiar with all styles and classes that were being offered on the Canadian market, with the result that he applied for and was given the agency for The Pedlar People's Goods. Mr. Vrooman argued in this way :— "Now, if I am to work up a good trade in the Metal Shingle business, I must get the agency for the best that's manufactured, because a roof, of necessity, must be good, or it's no use ; besides, if I don't get something that my customers can recommend to their friends, I shall do very little or no business."

His arguments were well taken, as the picture will show, because within six months (in the winter) he sold thirteen barn and house roofs, and the illustration shows his thirteen customers taking the goods home. They were applied, in the majority of cases, by the customers themselves, or their carpenters. The goods in this car load of 30,000 lbs. were mostly our 28 gauge "Oshawa" Galvanized Shingle No. 600 E, and the shipment called for 32,000 square feet, or enough to cover 13 barns, each of, say 25 squares. In speaking of this delivery, the North Ontario "Times" of March 22, 1906, says :

"Tuesday morning farmers from all parts of Brock Township met at the station and loaded their wagons with the famous "Oshawa" steel shingles. Mr. J. H. E. Vrooman, the agent for the Pedlar Co'y, of Oshawa, entertaining them to a dinner at the Brock House. After enjoying a very sumptous and social feast the wagons were lined up on River Street, when a photograph was taken by Mr. S. L. Wright, of Uxbridge. This was the largest delivery of the kind ever held in Sunderland, and created quite a sensation, being witnessed by hundreds of people. As this make of Shingle has been much used in this township since the first year of its existence goes to show that the "Oshawa" steel shingles must be the choice of the people and satisfactory to the builder. The Brock farmer knows what to use. They have the best of buildings. Mr. J. Bagshaw, among the others, celebrated the occasion by sitting in with the other boys and having his photo taken. All his buildings are covered with "Oshawa" shingles, and he could not say too much in their favor, having put them on himself. Although the winter has been dull for builders, Mr. Vrooman reports having done a large business in the sale of the "Oshawa" steel shingles, and the outlook for further business is good, it being hard to keep a good thing down."

The fact that so many intelligent people, in one loality, used "Oshawa" Galvanized Shingle (locked on four sides), should be a very strong argument in favor of YOUR selling this kind of roof covering. There is none better than the "Oshawa," and some of very little use at all

THE PEDLAR PEOPLE

Montreal, Que.	Ottawa, Ont.	Toronto, Ont.	London, Ont.	Winnipeg, Man.	Vancouver, B.C.
321-3W. Craig St.	423 Sussex St.	11 Colborne St.	69 Dundas St.	76 Lombard St.	615 Pender St.

WRITE YOUR NEAREST OFFICE. HEAD OFFICE AND WORKS, OSHAWA, ONT.

"Keeping Everlastingly at it Brings Success"

Sheet Metal Building Materials

Buy of the Reliable Manufacturer

"Metallic" Goods are renowned for their superior quality and the accuracy with which they are made. They go together quickly, fit perfectly, save labor and annoyance. Beware of cheap imitations.

We Protect the Dealer
We Have Always Done So

Corrugated Iron

This is one of our leading products. We manufacture it in immense quantities so that we can always ship promptly from the stock on hand almost any amount.

We guarantee the material and workmanship, as well as prompt shipment and lowest prices.

LET US QUOTE YOU

SOME SPECIALTIES:

Eastlake Patent Shingles,
Metallic Ceiling and Wall Plates,
Manitoba, Rock Faced and Brick Siding,
Impervia Fireproof Glass Windows,
Metallic Cresting and Finials,
Corrugated Iron,
Hayes Metallic Lath,
Pressed Zinc Ornaments,
Galvanized Eavetrough and Conductor Pipe,
Richardson's Pressed Metal Doors,
Metallic Skylights and Ventilators,
Standard Tin Clad Fire Doors,
Empire Patent Metallic Shingles,
V Crimped, Standing Seam and Flat Roofing,
Sheet Metal Fronts for Buildings of All Kinds.

All Western trade orders for "Metallic" Goods promptly filled from our Winnipeg Factory.

THE METALLIC ROOFING CO., LIMITED

Manufacturers

TORONTO and WINNIPEG

21 Years' Experience *No Cheap Trash Made*

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

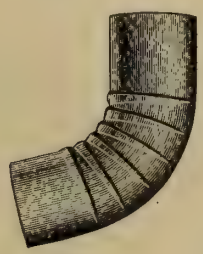
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

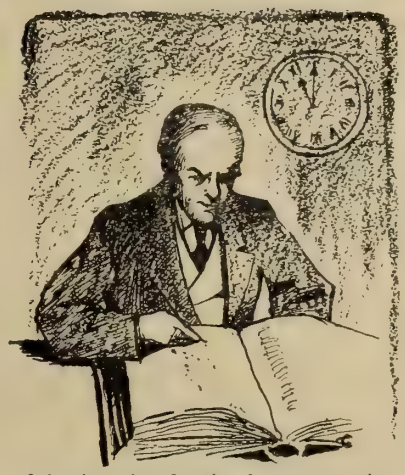
6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

IN THE JOY OF LIVING



It is a long day for the Accountant who uses the ancient system of bookkeeping by bound books.

The introduction of labor-saving machinery has done a heap towards increasing the possibilities in the joy of living.

The eight-hour work day is the result of these modern methods, and it hasn't decreased the earning power of any man or body of men, nor has it increased the price of the goods which they assist in manufacturing.

The introduction of modern methods of accountancy reduces the working hours of the accountant, and saves the merchant at least fifty per cent. in clerical service value. Also it facilitates business, avoids chance of error, and makes it easy for the merchant to know at any time just how his outstanding accounts are, and what business he has done within a certain time.

Using bound books to record daily, weekly, monthly or yearly transactions in business, is using obsolete machinery; in a day, too, when competition can only be met with up-to-date labor-saving methods.

In accountancy this all means that the Copeland-Chatterson Systems must be employed if you wish to assure success in the handling of your business.

The Copeland-Chatterson Monthly-Account System is a condensed and distilled method of handling bookkeeping in retail business—one book does the work of three, and without extra effort on the part of the accountant.

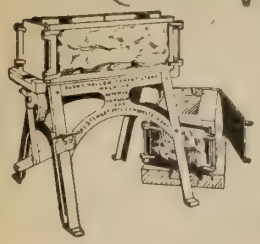
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Limited
Devisers and Manufacturers of Systems for Business

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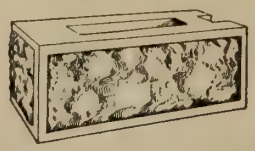
See page 2 of 8 this issue



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

ORLANDO VICKERY

Manufacturers' Agent

178-180 Victoria Street, TORONTO

SELLING :

STOVES, FURNACES, HOT WATER BOILERS, RADIATORS AND ALL HEATING GOODS.

ENAMELED BATHS, LAVATORIES, SINKS, CLOSETS, BRASS GOODS AND ALL PLUMBERS' SUPPLIES.



STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

is always sent on approval. But none of it is ever returned to us.

Dealers never return cement that measures up to their demand, that catches the eye of their customers, that pleases the pocket book of all.

Now, just command us to send you "cement" particulars.

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents and Brokers

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

DAVID C. MITCHELL & CO.

GLASGOW, SCOTLAND

Will quote on

IRON & STEEL,
STRUCTURAL MATERIAL,
ZINC, TIN,
FIRE BRICKS, CLAY

C.I.F. any Canadian port.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods :—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anviis, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE

Window Display Contest

Our 1905 Window Display Contest was hardly over before dealers began to ask when another "Asbestos" contest would be conducted.

Since our last contest met with such hearty approval, we decided to hold another during the coming Fall. We know how to do it better now, and dealers who compete this year will note a decided improvement in the Display Advertising Matter that we furnish.

In this connection we desire to call your special attention to our Free Display Stand Proposition. The stand is pressed from sheet steel and coated with green enamel. The trade-mark—Asbestos—is printed on the stand in silver and red. Any dealer can make a handsome window display of Asbestos Sad Irons by using the "Asbestos" Display Stand as a center piece.

The stand is furnished free with Assortment No. 5 at regular prices. You should have the assortment anyway, but it is almost indispensable in view of the Window Display Contest.

One of our rules for awarding prizes will be this: "Preference in awarding prizes will be given to dealers who display the most styles of Asbestos Sad Irons, other things being equal."

By having the No. 5 Assortment and the Display Stand you will be well-prepared to compete in the Window Display Contest. Details of the Contest will be sent to the trade in September.

Order "Asbestos" Assortment No. 5 from your jobber to-day.



THE DOVER MFG. COMPANY

BOX 824

CANAL DOVER, OHIO



Wire Sign

Lamps for Lanes and Lawns
Iron Fence, Entrance Gates


Window Guard


Hand-wrought Iron Fence

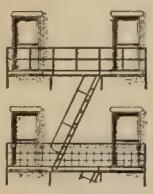


Bank Wicket

MAUSOLEUM DOORS
GRILLS, AREA RAILINGS, WICKETS, OFFICE WIRE-WORK, LAWN FURNITURE


Fire-Proof Locker


Fire Doors


Fire Escape

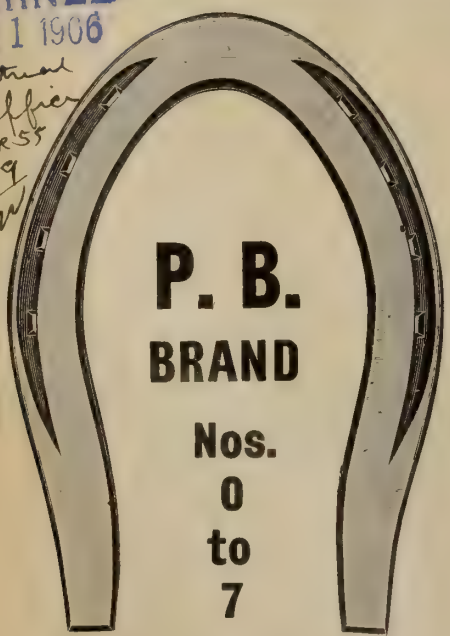

Stairs

CHAS. AMOS & CO.
INCORPORATED
DETROIT, - MICHIGAN

To get our Free Ornamental Bronze, Iron and Wire Catalog

CUT THIS OUT AND MAIL TO US
FILL IN NAME AND ADDRESS
Name
City
Province
DEPT. A

HORSE SHOES



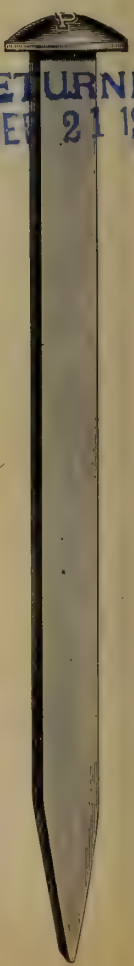
STOCK NEW PATTERN P. B. SHOES FOR YOUR FALL TRADE

UNEQUALLED in QUALITY, PATTERN, FINISH

SPIKES

SEND US YOUR ENQUIRIES FOR

RAILWAY SPIKES
PRESSED SPIKES
WHARF SPIKES



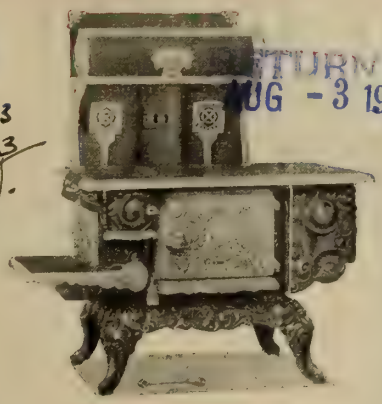
THE PECK ROLLING MILLS LIMITED
MONTREAL

RETURNED SEP 21 1906
Montreal Office
Book 55
page 39

CATALOGUE 1906—READY



PREMIER TREASURE STEEL RANGE



HOME TREASURE RANGE



WESTERN TREASURE STEEL RANGE



FAMILY TREASURE Coal and Wood Cook



SUNSET STEEL RANGE

OUR

CATALOGUE

A stove education in itself, will be ready for distribution the latter part of ***AUGUST.*** It comprises 146 pages, is the ***largest*** stove catalogue in Canada and illustrates the ***largest*** and ***most complete line.***

Our Agents will receive a copy in due course.

If we are not represented in your town we will be glad to express copy prepaid on request.

Write Mentioning this Ad.

THE D. MOORE COMPANY
LIMITED
HAMILTON, ONT.

MERRICK, ANDERSON & CO., Winnipeg, Man.
JOHN BURNS, Vancouver, B.C.



ART TREASURE Base Burner



EMPIRE TREASURE Base Burner



TREASURE DOUBLE HEATER Oak Stove



OAK TREASURE

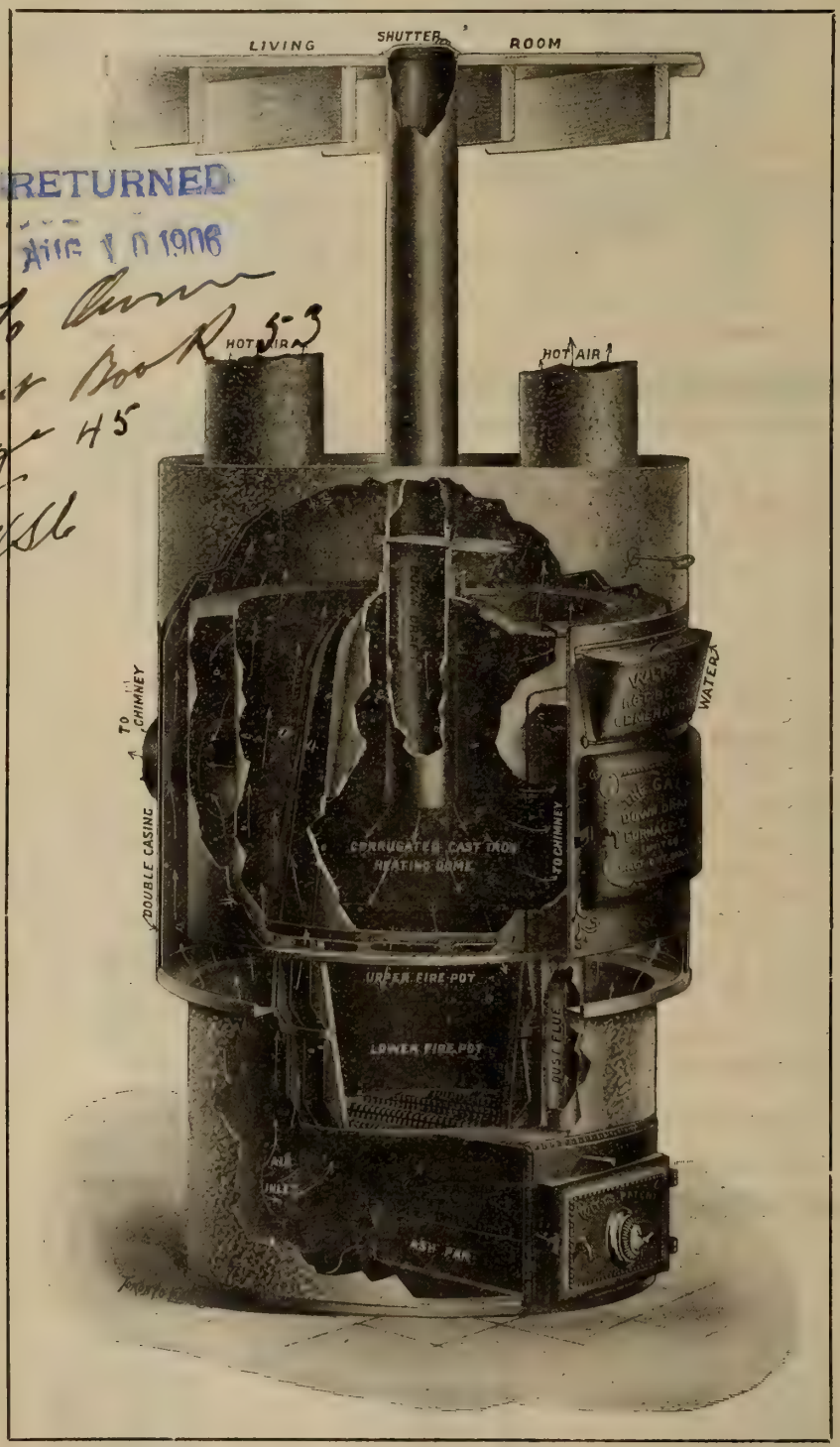


MOORE'S HOT BLAST



MOORE'S AIR TIGHT

THE DOWN DRAFT FURNACE



RETURNED
AUG 1 0 1906
To Answer
our Book 5-3
page 45
of
Ask

HEATING MADE EASY

by using our latest device in hot-air heating.

The Down Draft Principle

By this principle the fire burns from the top and the pressure of the cold air down the Down Draft Pipe does not allow the gases and soot to escape up the chimney as is the case with any ordinary furnace, but, instead, it burns these gases and gains thereby the additional heat derived from these gases, which is at least 20%.

SPECIAL FEATURES

The Down Draft Principle.

Cast Iron Dome or Combustion Chamber.

Large Feed Door.

Large Water Pan.

Large Ash Pit.

Heavy Sectional Fire Pots.

Heavy Triangular Grate Bars.

Dust Flue Connection.

Regulated by a Regulating Cap from the floor of the Living Room.

Made in Five Sizes.

The only furnace that will burn Soft Coal, Souris or Galt Coal satisfactorily and economically.

OUR CATALOGUE WILL TELL YOU MORE ABOUT IT. WRITE FOR A COPY

THE DOWN DRAFT FURNACE CO., Limited

GALT, ONTARIO, CANADA

WESTERN REPRESENTATIVES { *MacKENZIE BROS, 244 Princess St., Winnipeg, Man.*
ELLIS & GROGAN, Calgary, Alta.

ADVERTISING RULES

There is no better advertising medium made than our

COLORED RULES with GILT PRINTING

We furnish them in great variety of colors, finish, scales, grades and prices. A RULE does not go into the waste basket—It is KEPT FOR YEARS.

THE RULE MAKERS **WESTCOTT-JEWELL CO.**

OFFICE AND FACTORY: ***SENECA FALLS, N. Y.***



WHAT WOULD YOU GIVE

for a stove trade so thoroughly solid that the mere forwarding of an order would be a signal for sales to commence.

You would give a whole lot, wouldn't you?

Well, all you have to give is **attention** to what we have to say **right here and now.** The

Empire Queen Range

is made to **work**—both for the Dealer and the Householder.

It works for the Dealer in that it creates enthusiasm in the buyer's mind. It works for the Householder in that it bakes as the makers say it bakes—**Perfectly.**

That Oven you see there is constructed on the most modern principles. That Firebox is correctly proportioned. That Ash-pan never "overflows."

Symmetrical, attractive, easy to keep clean—yes, tell us to send the **Booklet** describing this range to you **at once.**

THE CANADIAN HEATING & VENTILATING CO., Limited

OWEN SOUND, ONTARIO

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

RETURNED NOV 19 1906



We make Steel and Cast Ranges in all styles and at all prices.

Coal and Wood Cooks, and Wood Cooks in a great variety, Heating Stoves from the highest grade Base Burner to the cheapest kind of a Box Stove or Globe Heater. We give our whole attention to the making of Stoves and Ranges and know how to make them.

MANUFACTURED BY **FINDLAY BROS. CO. Ltd., CARLETON PLACE, ONT.**

Makers of the smoothest and best fitted Stoves and Ranges in Canada.

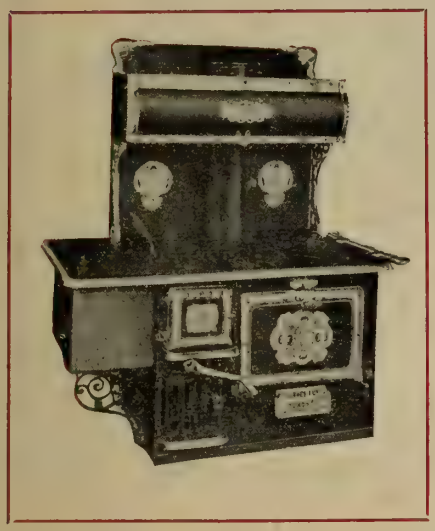
RATTRAY CAMERON COMPANY, WINNIPEG, Selling Agents for MANITOBA, SASKATCHEWAN and ALBERTA.

PUT A

CHANCELLOR RANGE

UP FRONT

AND SEE IT SELL ITSELF?



If there ever was a range that did its own talking, it's the new Oxford Chancellor Range—burns wood or coal.

'Tisn't merely the extremely handsome appearance of these ranges, though that point does help a lot. It's their visible value—the design of them, the wor--saving ideas that are in them, the common sense of their design.

The woman who sees an

Oxford Chancellor

is half-way towards buying it. When she examines it, she goes the rest of the way.

You do a quarter of the talking, and the range will do the rest.

Isn't that the kind of a steel plate range you ought to have on your floor right now?

MAY WE SEND YOU A CATALOG AND A PROPOSITION?

THE GURNEY FOUNDRY COMPANY

LIMITED

TORONTO, HAMILTON, WINNIPEG, VANCOUVER,

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Steel Plate Ranges, Gas Stoves, ranges and Heaters, Hotel Ranges and a complete Hotel Kitchen Outfits, Hot Water and Steam Boilers and Radiators, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

WHEN SHE SAYS SHOW ME AN

Imperial Oxford

--GOT YOUR ANSWER READY?

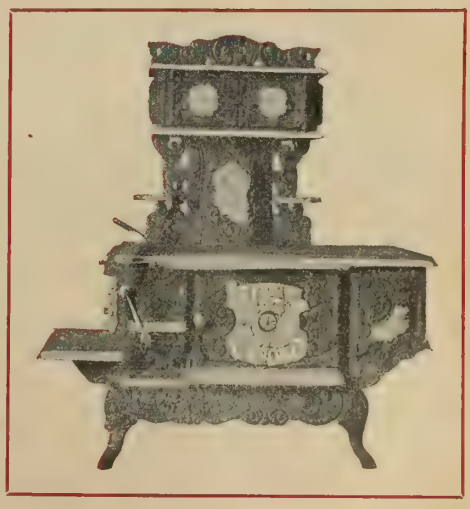
She—and that means every woman in Canada who sees advertising—is going to say that to live dealers this season as she never said it before—

She is going to say it so loud that the stove trade will hear mighty little of any other range's name—

We know that much for sure. We have taken care to make sure of it—

We mean to sell every really high-grade range that Canada buys this year. Advertising will do it—you will help to do it, if you want to get the good and the profit that advertising will bring you.

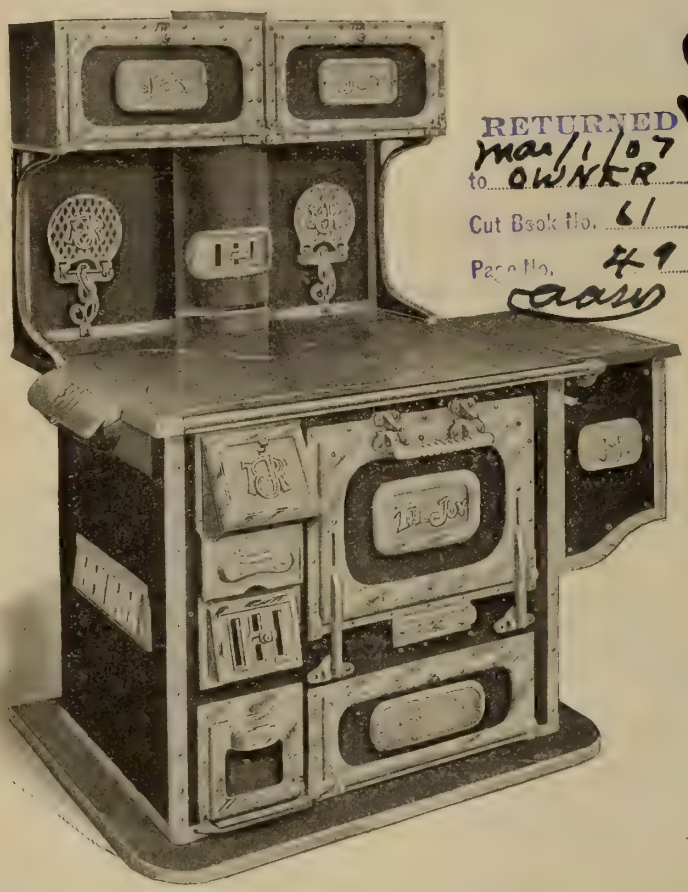
But you can't get that good unless you are ready with the answer when she asks to see the Imperial Oxford Range—the range with the oven flue that alone does perfect baking--the range with more selling-points than you'll need to use.



WHEN the demand comes, you want to be able to say—

—Right This Way Please!

The Joy Malleable and Steel Range



RETURNED
mail 1/07
to OWNER
Cut Book No. 61
Page No. 49

This is the range that JOY builds.

Blue steel without paint is what makes the body of the malleable range that JOY builds.

Malleable iron with rivets combine with blue steel in the malleable range that JOY builds.

Flush reservoir, without bolts, you can hang on the right end of the malleable range that JOY builds.

Duplex grates, cogs outside, hold the fire in the box of the malleable range that JOY builds.

Perfect operating oven with drop oven door, pouch feed, high closet, and many things more, combine, Mr. Dealer, to prepare for your floor, the malleable range that JOY builds.

Built to stand use and abuse.

Hot fire in a cold stove or cold water on a hot stove will not crack these malleable tops.

JOY MFG. CO., 32 Humberside, TORONTO

The remarkable success of the

"CROWN HURON" Range



IS NO SECRET. It is due entirely to high quality, beauty in finish and a reasonable price.

No stove dealer of experience can examine the **"Crown Huron"** thoroughly as to material and workmanship and not pronounce it the best he has seen at any price.

It pleases every user.

It is a positive success.

In towns where we have not already placed it, we would like to secure an agent.

If interested in securing the sale of a dependable and profitable Range, suppose you send for book of the **"Huron"** line.

It will be mailed on request.

The Western Foundry Co., Limited

WINGHAM, ONT.

WESTERN REPRESENTATIVES
F. S. HALLAM & CO.
180 Market St. E., Winnipeg, Man.

EASTERN REPRESENTATIVE
JAS. T. COLLINS
Box 126 Sherbrooke, Que.



RETURNED
Oct/26/06
to Warren
Cut Book No. 56
Page No. 83
C.A.W.

OUR 1906 "TORTOISE" SPECIALTY

"PERFECTION TORTOISE"

LOW OVEN

Cooking Stove

Series 500. Design Reg'd.

The only Practical and Perfect Working Combination Heating and Cooking Stove.

Book a sample order and secure the exclusive agency.

☞The "Perfection Tortoise" line is the leading line. It will pay you to get catalogue and prices.

THE JAMES SMART MFG. CO. LIMITED

Head Office and Works :—BROCKVILLE, ONT.
Western Branch :—WINNIPEG, MAN.

"GOOD CHEER" RANGES

Returned
Nov. 20. 08
Ole cards



THE "GARNET"

Plain but not severe. Just enough ornamentation to give it the most artistic appearance of any range in the market. Prospective buyers will not pass by your door if the "Garnet" is on view inside. All loose nickel—readily removed when range is to be polished, and such an easy one it is to keep bright and clean. Square oven, 18 x 18 x 12. Fine firebox, with all cast linings. Grates, etc., removable without disturbing linings or waterfront. A splendid operator in every way, and, in fact

IT'S JUST RIGHT

The JAS. STEWART MFG. CO.

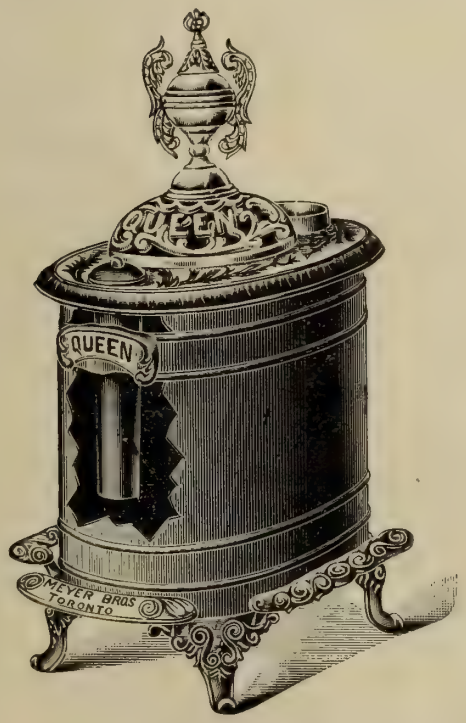
LIMITED

Western Branch:
Foot of James Street, WINNIPEG, MAN.

WOODSTOCK, ONT.

QUEEN TOP DRAFT
Heating Stove

ONLY TOP DRAFT STOVE MADE IN CANADA



Patented Feb. 1st, 1896

Sole Agency Given. 75,000 Sold in Canada.

We Have the Right Goods

WHICH WILL SELL QUICKLY

Catalogue and Prices Mailed on Request.

Patentees and Manufacturers

MEYER BROS., 87 Church Street, TORONTO

STOVE ANNOUNCEMENT !

Another step forward—We have established a Stove Department.

Before deciding on your Fall line, you will profit by investigating our great variety—the most complete ever offered in this market.

Your interest in our "HELP-THE-DEALER" plan cannot but result a money-making proposition—a permanent one.

"Make things boom" is our slogan, and our "HELP-THE-DEALER" plan will do it.

Our plan in assisting you to promote the sales of **THE CHICAGO JEWEL MALLEABLE RANGE** is a winner. This assistance is absolutely free to our customers.

Of the many advantages regarding our "HELP-THE-DEALER" plan, we cite a few :—

1—It at once interests your prospective customer.
2—Saves half your time in consummating a sale.
3—Better prices are realized; hence better profits.

We have determined to lead an aggressive campaign in making our line THE BEST KNOWN and KNOWN AS THE BEST.

No matter what Stove proposition has been made you—get ours—the "HELP-THE-DEALER" proposition. It means DOLLARS FOR THE DEALER.

Get our plans, get our prices—before placing your Fall orders. Write us to-day.

ADDRESS,— **STOVE DEPARTMENT,**

Miller - Morse Hardware Co., LIMITED

WINNIPEG, CAN.

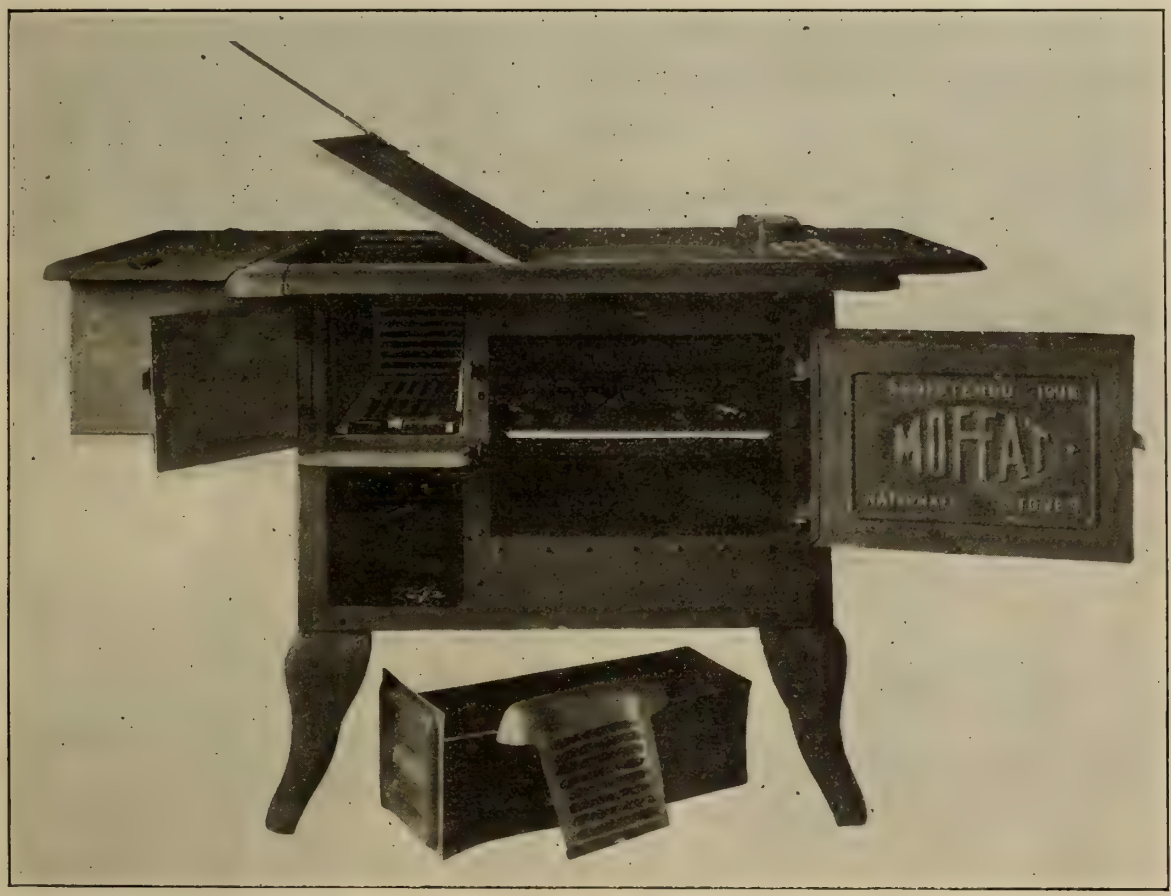
MADE ONLY BY

THE MOFFAT STOVE CO., LIMITED

WESTON, ONT.

WINNIPEG — CALGARY

"NELSON NATIONAL" 4-Hole Steel Range



Made to retail in No. 8 Square form, $12 to $14. With Reservoir $15 to $17.

Entirely different from any other range on the Continent. **The top edges** are made from No. 14 gauge steel with steel corners subjected to a pressure of 400 tons. No part of these top edges are exposed to the fire.

The sectional cover frames, covers and fire linings are made from the finest and most malleable brands of pig iron. No necessity of carrying two or three tons of repairs as **the front linings will fit the back** and the back linings the front

The galvanized tank will hold **5 gallons** and can be fitted on either end. Made with No. 8 or No. 9 covers.

Oven is 14 x 18 inches keep, fire box for wood 18 inches long. Top is 25 x 32 inches, not including shelf or Reservoir, height from floor 28 inches. The feet are steel and fastened with two bolts at each corner.

Will burn **any kind of fuel** and be ready to bake with a fair chimney, in six or ten minutes.

If you have a demand for a stove of this class and size, write at once for **the exclusive agency** and we will protect your sales.



"Pandora" Range

FOR COAL OR WOOD.

The greatest cast-iron range success in Canada.

Well-known everywhere

Liked by every woman who has one.

If you do not handle the Pandora write to us.

Sunshine Furnace

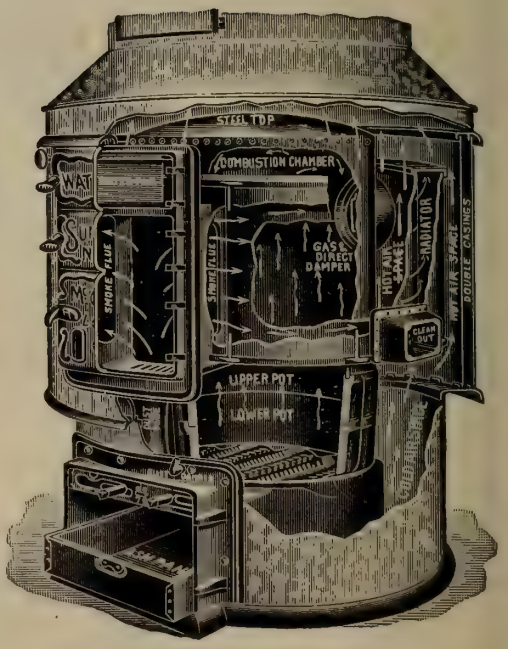
Made in Five Sizes and Two Styles
Burns Coal, Coke or Wood

The "Sunshine" still holds its place as the best hot-air furnace in Canada, and its sales continue to increase.

Testimonials from well-pleased users of the Sunshine Furnace are coming in every day.

Our advertising is still running in the papers and helping our customers to sell "Sunshines."

Are you among the lucky ones who are taking advantage of all this publicity? If not, you should arrange to be.



The McClary Manu

LONDON, TORONTO, MONTREAL, WINNIPEG, VAN



Kootenay Steel Range

FOR COAL OR WOOD

Has large feed-pouch, large, roomy oven, is a splendid worker and handsome in appearance.

You cannot handle a better seller or worker than the Kootenay, and there is no better value.

"McClary"

Side Wall Register

(Patent applied for.)

Made in four sizes, 7 x 10, 8 x 12, 10 x 13, 12 x 15.

List Price - - $3.00 $4.50 $6.00 $9.00

The Latest and Best Side Wall Register.

Easy to set, saves time, looks best, prices right.

Sample Order will convince you that they are money makers.



facturing Company

COUVER, ST. JOHN, N.B., HAMILTON, CALGARY.

The Royal Peninsular

New Model for 1906



RETURNED
AUG 14 1906

Embodies the following important features:—

Double Oven Door ***Aluminized Oven*** ***Double Flue Bottom***
Key Plate Top ***Drawout Grate***

and, besides, it is the highest type of steel range construction. No other range has achieved so rapid a success. No other range offers such great inducements to dealers.

Write for prices

CLARE BROS. & CO., Limited, PRESTON, ONT.

CLARE & BROCKEST, Winnipeg, Man. **CUNNINCHAM & WORTH,** Vancouver, B.C.



Don't Stop

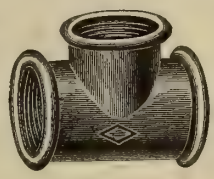
to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

DIAMOND BRAND FITTINGS



MANUFACTURED AND GUARANTEED BY
The Oshawa Steam & Gas Fittings Co., Limited
OSHAWA, CANADA



TRADE MARK REGISTERED

Stocked by all leading Wholesale Houses.

SPECIALTIES—
Hot Air Furnaces
Cash Weights and Washers
Fine Grey Iron Castings

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF ITS KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN., Conn., U.S.A.

...ESTABLISHED 1849...

BRADSTREET'S

Capital and Surplus, $1,500,000. **Offices Throughout the Civilized World**
Executive Offices: Nos. 346 and 348 Broadway, New York City, U.S.A.

THE BRADSTREET COMPANY gathers information that reflects the financial condition and the controlling circumstances of every seeker of mercantile credit. Its business may be defined as of the merchants, by the merchants, for the merchants. In procuring, verifying and promulgating information no effort is spared, and no reasonable expense considered too great, that the results may justify its claims as an authority on all matters affecting commercial affairs and mercantile credit. Its offices and connections have been steadily extended, and it furnishes information concerning mercantile persons throughout the civilized world.

Subscriptions are based on the service furnished, and are available only by reputable wholesale, jobbing and manufacturing concerns, and by responsible and worthy financial, fiduciary and business corporations. Specific terms may be obtained by addressing the Company at any of its offices. **Correspondence invited.**

—OFFICES IN CANADA—

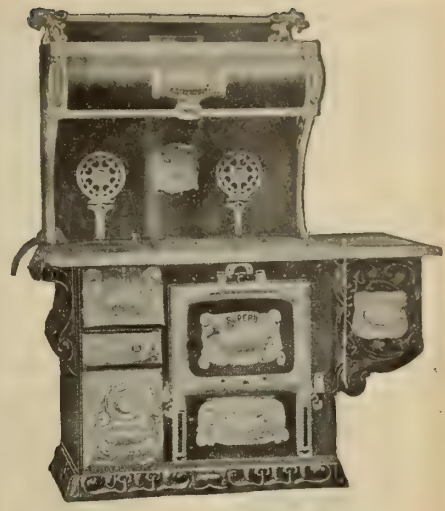
CALGARY, ALTA.	HAMILTON, ONT.	LONDON, ONT.	MONTREAL, QUE.
HALIFAX, N.S.	QUEBEC, QUE.	ST. JOHN, N.B.	TORONTO, ONT.
OTTAWA, ONT.	VANCOUVER, B.C.	WINNIPEG, MAN.	

THOS. C. IRVING, Gen. Man. Western Canada, Toronto.

A STOVE SALESMAN

Can be secured by inserting a "want ad." in HARDWARE AND METAL. Your advertisement will be read by travellers, clerks and stove dealers in all parts of Canada. The man you want may be in Vancouver, Winnipeg, Halifax, Toronto or Montreal. HARDWARE AND METAL will reach them all.

Rates, payable in advance—2c. per word first insertion, 1c. per word for subsequent insertions.



SUPERB EMPIRE

Our Superb is the very perfection of Steel Range art.

It is fitted with all modern improvements, and in style, as well as finish, is unsurpassed.

Made in 3 sizes—17, 19 and 21-inch ovens, and in all styles.



ETNA EMPIRE

We make a large assortment of Heating Stoves adapted to the particular needs of the West. The Etna is one of SEVERAL VARIETIES.

We make stoves for the West, and for he West only. Consult us when looking for what your trade requires in stoves and ranges.

W. J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.

Hardware and Plumber—



We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.



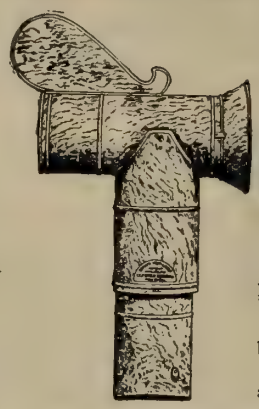
McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

GALT, - CANADA

Business Getters for Tinsmiths



Are there any defective chimneys in your locality?
Then it is your chance to get business.

—THE—

ZEPHYR Ventilator

saves the expense of building a high chimney.

It is so constructed as to guarantee a perfect draft, and, therefore, easy combustion.

By using the ZEPHYR, it is possible to burn soft coal with the best results.

The smoke is easily drawn off, enabling an even heat to be generated.

THE ZEPHYR IS STRONGLY PUT UP AND WILL RESIST ANY STORM

This is what others think of it:

Montreal, June, 1901.

MESSRS. J. W. HARRIS CO., Ltd.

Dear Sirs,

We have been using two (2) of your "AEOLIAN" Ventilators for the past three years and would say that they have given entire satisfaction and are certainly all that you claim for them.

Yours respectfully, WARDEN, KING & SON.

We manufacture and Guarantee

The Harris Filter — The Zephyr Ventilator.
The Aeolian Ventilator. — Expansion Conductor Pipe.

The J. W. HARRIS COMPANY, Limited

Successors to LESSARD & HARRIS

Contractors, ***Montreal***



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

BATHROOM FIXTURES THAT LOOK WELL AND WEAR WELL

TOWEL BARS
SOAP DISHES
SPONGE BASKETS
TUMBLER HOLDERS
PAPER FIXTURES
MATCH HOLDERS
ROBE HOOKS

It will pay every HARDWARE Merchant and PLUMBER to handle our goods. The quality and finish are unexcelled, and the prices will please. Catalog B 2 shows nearly 100 styles and can be had for the asking. It is unnecessary to use imported fixtures, when ours can be had for less money. Hardwaremen not handling these goods will find it pays to carry this attractive line.

ARE MADE BY ***THE CARRIAGE MOUNTINGS CO. Ltd., TORONTO, CANADA***

E. T. WRIGHT & CO. Hamilton CANADA

Manufacturers of Lanterns, Tinware, Bird Cages, Eavetrough and Conductor Pipe, Patent Stove Pipes and Elbows

THE "JAXON" LAMP BRACKET

Pat. July 26, 1898

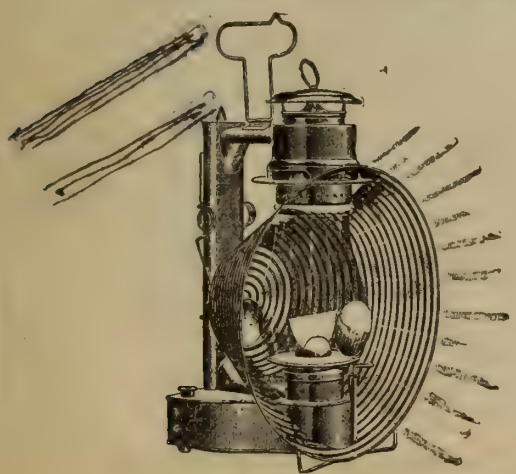


The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector. Complete, $1.20 per doz.

COOPER'S IMPROVED PATENT ONE-PIECE STOVE-PIPE ELBOWS



The flat crimp prevents the possibility of dust and dirt accumulating on the elbow. Heaviest and best on the market. Did you ever handle them?



No. 20—SEARCHLIGHT

Pattern 1905



THE GILMORE GRATER

The BEST Grater made



The above cut shows our ***Improved Cold Blast Lantern*** with side lift. We also make the ***Cold Blast*** with bottom lift.

Plain and japanned.

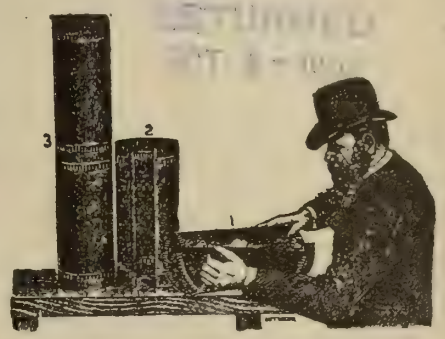


No. 10—TRACTION ENGINE HEADLIGHT

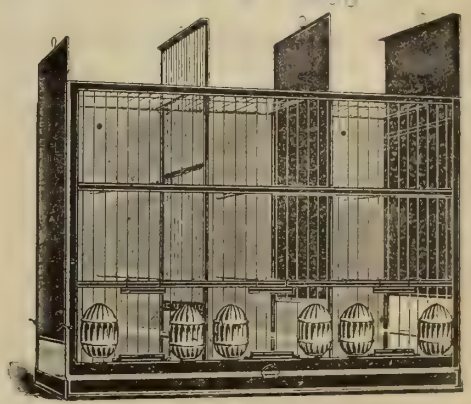
STOVE PIPE

SCHEIP'S PATENT NESTED

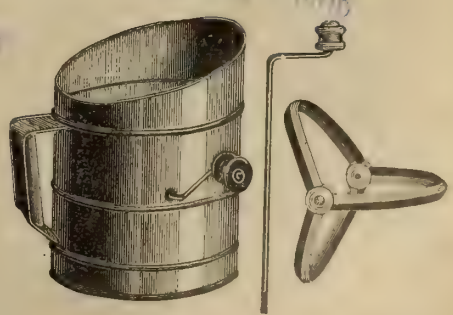
25 lengths in crate



This is the only perfect working Knock-Down Pipe made. Will not telescope.



BREEDING and FLIGHT CAGES



Since the ***"VICTOR" SIFTER*** was placed on the market, other Sifters have been produced, but none to equal the ***"VICTOR."*** It stands alone unequalled. Send for sample.

To
Stove and Range Manufacturers

Asbestos Millboard

We beg to announce that we have our new factory now ready and are prepared to supply cut millboard or stock sheets in thicknesses of 1/32 to ½ in., on very short notice, at the very lowest prices.

CANADIAN ASBESTOS CO.

MONTREAL, QUE.

Box 2277 *Tel., Main* { *611* / *332* } *Office and Warehouse, 44-46-48* / *Factory - - - - 42* } *Youville Square*

The Largest Manufacturers in Canada of Tents, Flags, Awnings, Army and Camping Goods

We are just as anxious for business to-day as we were yesterday, and we have the satisfaction of knowing that we are growing naturally into larger and better business.

Give Us a Trial Order

for your next

Tents, Flags, Awnings, Sails, Canoes, Waterproof Covers of all kinds, Horse Blankets, Surcingles, Pack Sacks, Nose Bags, Binder and Cheese Covers, Rugs, Camp Furniture, Etc.

We use our Standard Weatherproof Ducks in all our Tents and Awnings.

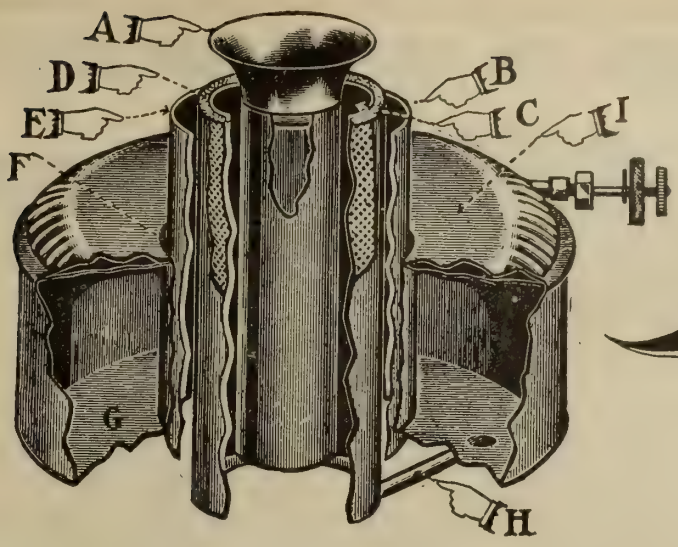


J. J. TURNER & SONS, PETERBOROUGH, ONTARIO, CANADA

CABLE ADDRESS
Turners, Peterborough, Canada

SEND FOR CATALOGUE

LONG DISTANCE TELEPHONE
180—195 658A & 658B



ALUMINUM OIL HEATERS

Sales Over the Million Mark

When you sell the Aluminum Oil Heater you have made a satisfied customer.

You won't have to send a man out to clean and re-wick it. You will never hear from it afterwards except in words of praise. It will never come back for "repairs or otherwise." It is the Oil Heater for your trade because it is the only Oil Heater equipped with a **Perfect Safety Burner.**

The Burner is the very soul of the Oil Heater. Without a Perfect Burner, there is smoke, disagreeable odor and dissatisfaction. Every Aluminum Oil Heater is equipped with our Grand Safety Burner. It gives perfect combustion with perfect circulation. No smoke, no odor, absolutely safe, and a furnace for heat.

It radiates heat like a base burner, from the bottom and sides as well as the top, and all because of our **Great Safety Burner.** Note construction as shown above.

A—Flame spreader. B—Air space outside of wick tube. C—Air space inside of wick tube. D—Wick. E—Outside casing to burner. F—Air space between fount and outer casing. G—Fount for oil. H—Feed pipe. I—Shield resting on top of fount with air space underneath.





Isn't the Aluminum Oil Heater the only oil heater for your trade? Dare you sell any other?

Doesn't an oil heater that sells, stays sold, and sells others, appeal to you?

Let us have your order promptly. The demand is big and you don't want to disappoint your trade. We make the prices that keep you smiling.

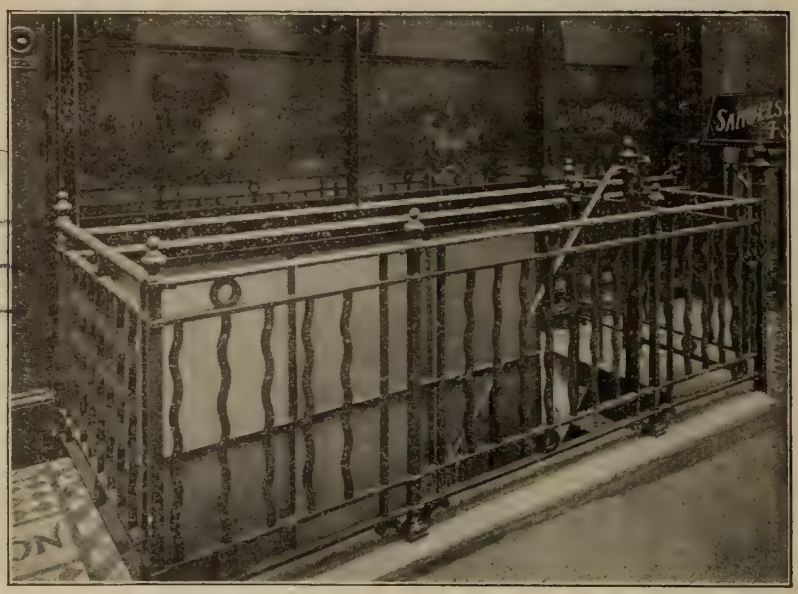
LEWIS BROS., LTD.

MONTREAL TORONTO OTTAWA WINNIPEG VANCOUVER CALGARY

EMERSON & FISHER, Ltd., ST. JOHN N.B.

BASEMENTS MADE LIGHT

ARE BASEMENTS MADE VALUABLE



MAXimum LIGHT GLASS

makes basements light, thereby reducing artificial light bills, thereby increasing the healthfulness of surroundings.

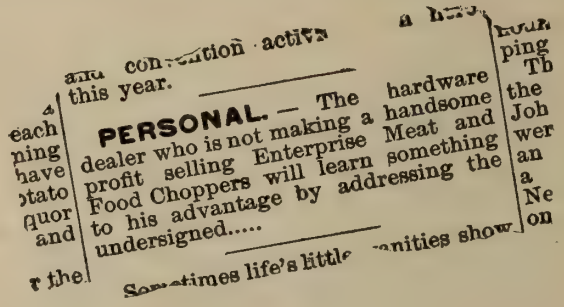
MAXimum LIGHT GLASS is sold by Hardwaremen in Canadian cities and towns.

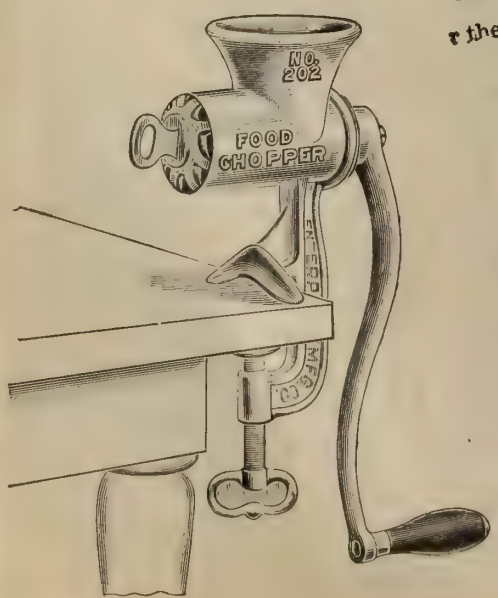
Are you one of our salesmen ?

SOLE CANADIAN AGENTS:

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS





We are breaking all records in sales of Meat and Food Choppers.

If you are not selling more

Enterprise Meat AND Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

People are afraid now of packing house products.

They want to chop their own meats.

They are buying Meat Choppers from the dealers who are pushing them. Get in line !

THE ENTERPRISE MFG. CO. OF PA.

PHILADELPHIA, U. S. A.

THE "PERFECT IDEA" RANGE



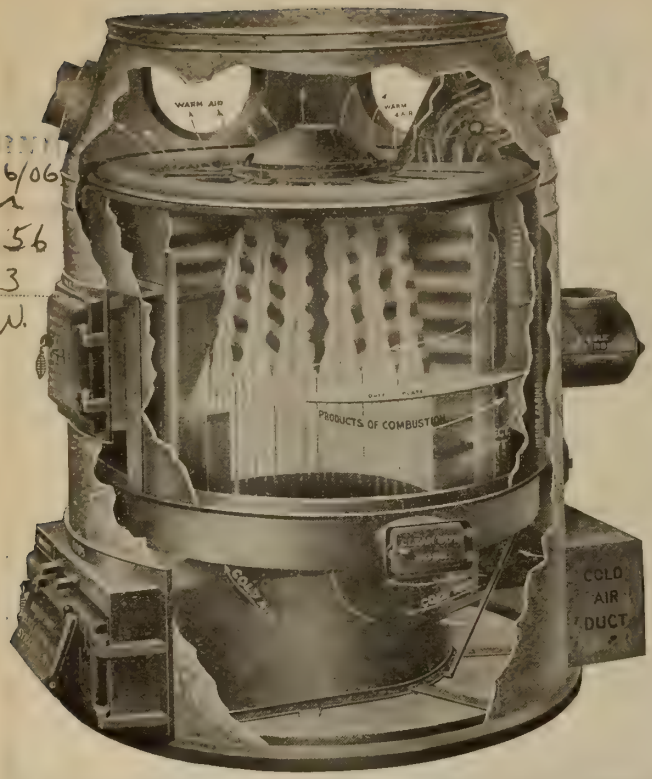
THE LINE THAT WILL PLEASE YOUR CUSTOMERS.

Get our Prices. They are right.

Here are a **few** of the **Talking Points**—

Loose Nickel—The nickel may be removed instantly for cleaning or when blacking.
Duplex Grates—Can also be removed without disturbing firebox linings.
Extra Deep Firebox, with extension for wood.
Ground Top and Covers, Ventilating Cover, Sectional Cover.
Main Bottom is corrugated and cemented, giving Oven the full benefit of all the heat.
Oven Thermometer can be supplied when required.
Gas Attachment can be used on back end holes of all square **Perfect Idea** Ranges without interfering with working of range with other fuel.

GUELPH STOVE COMPANY, LIMITED, - GUELPH, ONT.



KELSEY WARM AIR GENERATORS (Pat'd)

IN SIX SIZES.

Heating Capacities :—From 5,000 to 100,000 cubic feet. :: Heat Makers. Fuel Savers

WHEN COLD WEATHER COMES

KELSEY DEALERS are not kept busy dodging their customers.

KELSEY Construction Gives:—

3 times as great an area of heating surfaces
3 times as much warm air circulating capacity

as compared with an ordinary hot air furnace, having same fire pot diameter and fuel capacity.

KELSEY WARM AIR GENERATORS never fail to give all the good results promised, consequently THEY STAY SOLD.

KELSEY GENERATORS were first sold in Syracuse, N.Y., fifteen years ago. 357 were installed in that city in 1905.

More Than 30,000 Pleased Kelsey Users

☞ Experience and competent "Kelsey Experts" will gladly lend assistance in interesting intending purchasers, and in the securing of contracts.

"THERE'S only one Warm Air Generator."

EXCLUSIVE KELSEY MAKERS FOR CANADA

THE JAMES SMART MFG. CO. LIMITED

Head Office and Works :—BROCKVILLE, ONT.
Western Branch :—WINNIPEG, MAN.

KEARNEY & FOOT

The Best Rasp Made

RASPS

The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. **Port Hope, Ont.**

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

SOUVENIR STEEL PLATE RANGE

Here Are Some Points of Interest in Our Newest STEEL RANGE.

RETURNED
AUG - 3 1906
To Owner
cut Book 53
Page 32
A.A.W.



Royal Souvenir

OVEN.– The oven is large and square, made in three sizes with drop oven door which forms an oven shelf when open. The inside oven shelf as well as the oven door is aluminized, making a bright, clean interior. The construction is such that it is impossible for ashes to leak through into the oven.

FIRE BOX.—The construction of the fire box is such that the parts which are exposed to the fire are made exceptionally strong and simple, and the duplex grates can be taken out and replaced through the side door without disturbing the rest of the fire box.

"**AERATED.**"—This Range, as is the case with all Souvenirs, is fitted with the celebrated "**AERATED OVEN**" by which fresh air is constantly being heated and admitted into the oven, carrying all impurities up the chimney. This particular "**AERATED**" feature always keeps the interior of the oven sweet and wholesome.

ALL BEST STOVE MEN SELL THIS RANGE.

MANUFACTURED BY

The Gurney, Tilden Co., Limited

Hamilton Montreal Vancouver

WESTERN AGENTS:

Tilden, Gurney & Co., Limited, - Winnipeg, Man.

GLAUBER



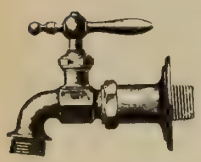
finest brass goods made



ALL SIZES

GUARANTEED 5 YEARS

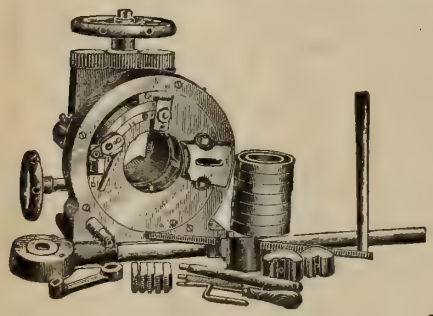
ALL KINDS





CLEVELAND, OHIO

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada — Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand



Light Strong
Durable Adjustable

THE GENUINE ARMSTRONG STOCKS AND DIES

Have for years met the most rigid requirements for mechanical excellence. They can do your work better than anything else you can buy.

Our latest Catalogue free upon request.

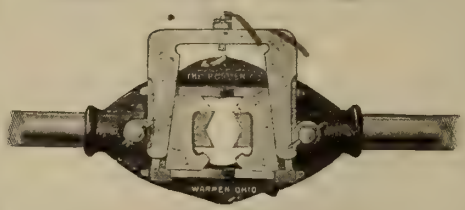
The Armstrong Mfg. Co.

2 to 12 Knowlton St.

BRIDGEPORT, CONN.

THE NEW

"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

BERLIN, - ONTARIO

Selling Agents for Canada

WIRE NAILS TACKS WIRE

Prompt Shipment

The ONTARIO TACK CO.

Limited.

HAMILTON, ONT.

Metal Shelf Boxes

For Sale Cheap

I have 500 Metal Shelf Boxes for sale cheap. Bought them cheap and will sell them right. They have solid oak fronts and handsome brass pulls and the 500 will fit up a good sized hardware store. Used only two years and as good as new. This is a rare chance.

Write for sizes and particulars

R. J. McCONNELL, - CARMAN, MAN.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

Boiler Beacons

By E. CONOMY.

Signal 5.—The Dealer

The Dealer is a very important part of Boiler transactions. He is exactly half way between the boiler-maker's plant and the boiler-user's cellar.

The dealer who goes along boasting a steady trade is the dealer who studies the hot-water boiler question from a to z, distinguishing ***merits*** from ***demerits, practice*** from ***theory, accomplishment*** from ***pretensions.***



In the Beacons there has been set down these ***"true-as-the-sun"*** truths: The

"Economy" Hot-Water Boiler

has ***perfect*** Section Connections, ***perfect*** Outlets, ***perfect*** Smoke Connections, ***perfect*** Fire-box.

You have been told ***why*** these Section Connections, Outlets, Smoke Connections, Fire-box, ***are perfect.***

What remains now is for us to prove what we have said, by other testimony than our own. ***That we will gladly do.*** Take a copy of your billhead, cut off the printed matter, stick it in an envelope and address to us. By return mail we'll despatch a Beautiful Boiler Booklet.

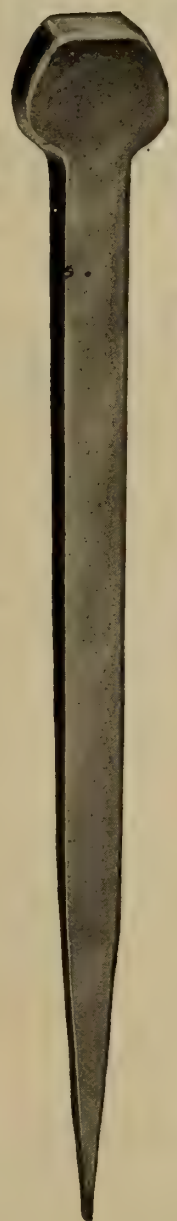
Pease Foundry Co., Ltd.

TORONTO

Pease-Waldon Co., Ltd.

WINNIPEG

No Horse Nails in the World



are made of better material than is used for the "C" brand. It is a special quality of Swedish Charcoal Steel Nail Rods, which have the highest tensile strength combined with great toughness. This is demonstrated by the average of several tests which shows that the test piece of these rods will stretch over one-third of its length, and require a force equal to 55,000 pounds per square inch before breaking.

No Horse Nails in the World

have ever, or do now excel the "C" brand in any test of quality impartially and scientifically applied. We challenge comparison with the product of any maker in the wide world.

No Horse Nails in the World

will drive easier or make better clinches, or hold the shoes on longer. They are of the right temper, which, combined with the fine hardened bevel points, penetrate the hardest hoofs easily. You will never bend or buckle a "C" nail in driving, or find split or crooked nails.

No Horse Nails in the World

can offer you forty years continuous manufacturing experience in producing by Canadian labour for Canadian requirements except the makers of the "C" brand.

No Horse Nails in the World

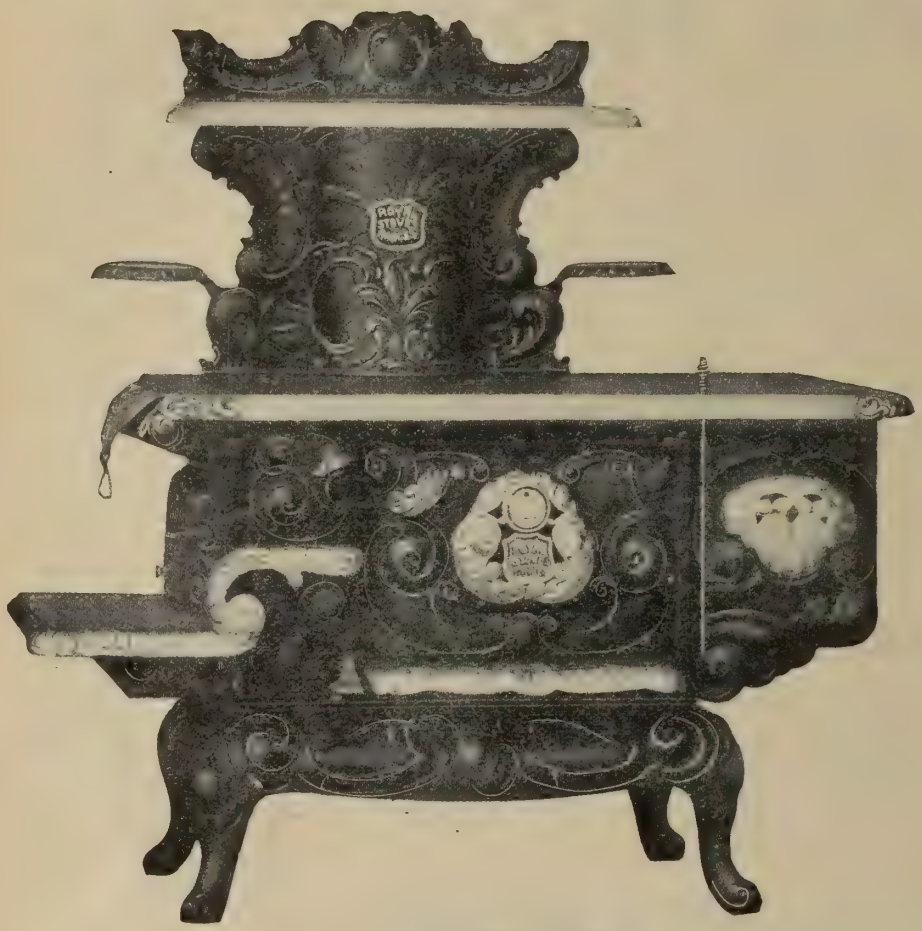
are better entitled to your preference for reasons of quality and fair price. They may be obtained on order from all the leading Hardware Merchants in Canada. If not obtainable through them, we shall supply you direct. Samples and quotations furnished on application.

CANADA HORSE NAIL COMPANY

MONTREAL

ESTABLISHED 1865

IT'S ONLY NATURAL



ROYAL CORONA RANGE

that dealers should take to

Royal Stoves and Ranges

That time-saver, energy-saver, the **Pouch-Feed** is to be found solely on "Royal's."

There is also to be found the roomiest and best ventilated ovens you ever did see.

Royal Stoves and Ranges have all the ordinary features and a lot of **extraordinary** ones too.

An extraordinary feature is the "cellar" prices. You are treated generously to profits and your patrons are treated generously to efficiency.

If a copy of our **New Catalogue** hasn't reached you send in a complaint.

CANADA STOVE WORKS

HARRISTON, - - ONTARIO

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

OUR SPECIALTIES

Lanterns
Incandescent Lamps
Lamp Burners

ALL KINDS **ALL SIZES**

For Sale Everywhere.

Ontario Lantern & Lamp Co.

Limited

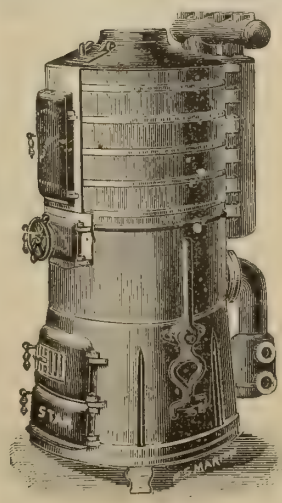
HAMILTON, ONT.

SELLING AGENTS:

Wm. T. Crose, Montreal, Que.
(Quebec and Eastern Provinces)
E. W. Hickson & Co., Toronto, Ont.
(Province of Ontario)
Chas. H. Fox, Vancouver, B.C.
(British Columbia and Alberta)

The "New Star"

HOT WATER HEATER



THE most improved on the market. The only Heater having a **Tubular Section** giving **one third** more heating capacity than any Flat Section Heater, and dividing the water, making it easily heated.

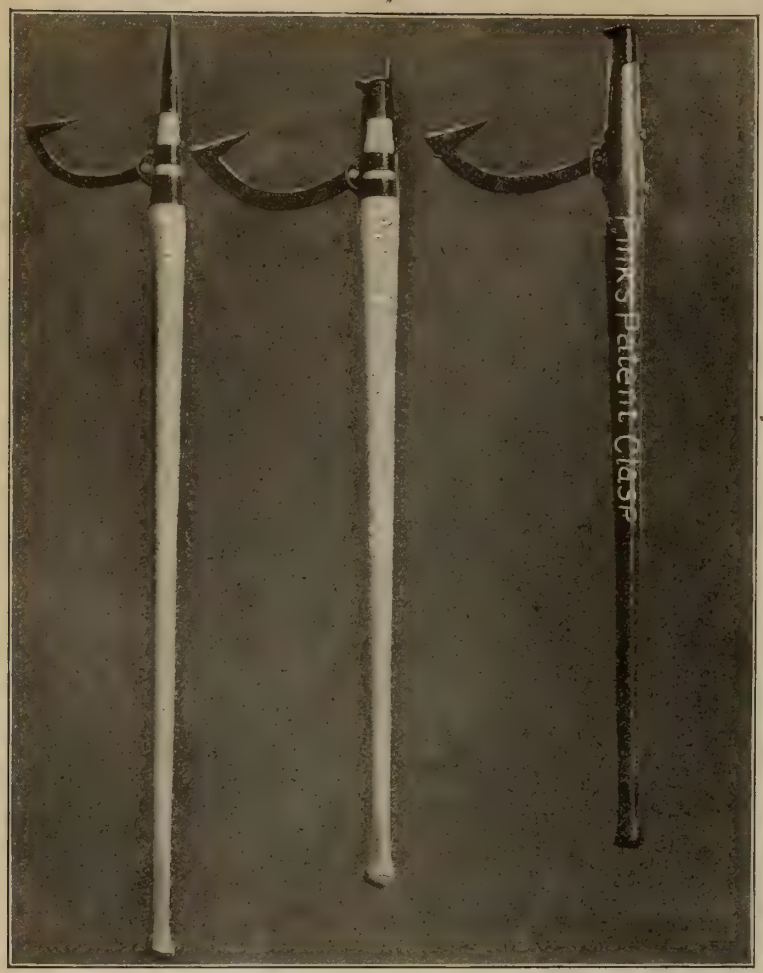
The Quickest and Most Economical

Manufactured by

THE STAR IRON CO., LIMITED

109 CRAIG STREET WEST, MONTREAL

Branch Office, 50 Colborne St., TORONTO



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.



J.M.T.

WE CAN MAKE PROMPT SHIPMENT OF CAST IRON ENAMELED BATH LAVATORIES AND SINKS

WE HANDLE

- Iron and Brass Pipe and Fittings
- Iron Body Valves
- Iron Cocks
- Safety Valves
- Relief Valves
- Marine Cocks
- Steam and Oil Separators
- Pressure Regulators
- Steam Vacuum and Recording Gauges
- Steam Engine Indicators
- Indicator Cocks
- Steam Whistles
- Lubricators
- Oil Cups
- Water Gauge Mountings
- Gauge Cocks
- Water Gauge Glasses
- Cylinder Cocks
- Steam Traps
- Water Columns
- Thermometers, &c.



The J.M.T. Valve

Made in standard and extra heavy pattern for all pressures—renewable disc.



The J.M.T. Injector

Combines all the best features in injector construction—efficiency guaranteed.

The James Morrison Brass Mfg. Co., Limited

87-89 Adelaide St. West, **TORONTO**

RETURNED AUG 8 - 1906

IF YOU WANT TO SAVE

$ 'S

YOU MUST HAVE SYSTEM

The Crain Monthly Account System is the recognized system for the retail trade. No retail shop is complete without it. It saves time. It saves money. It saves worry. Accounts are always ready to render.

We are at your service and would be pleased to give you further information. Write us.

The Rolla L. Crain Co., Limited

OTTAWA, Canada

BRANCHES and AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Building, 107 St. James St.
WINNIPEG OFFICE—Sylvester-Wilson Bld.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.



Here are some reasons why a *Marlin* Model 1897 .22 caliber repeating rifle is the most satisfactory small bore repeater you can possibly own.

In finish, workmanship and balance this rifle is unsurpassed. The *Marlin* quality of steel drop-forgings constitutes all the working parts. Every single piece and screw and pin in this gun is made with care to a standard pattern so that all parts are positively interchangeable. The barrel of excellent steel is carefully bored and the deep rifling gives absolute accuracy and great wearing quality. This and other *Marlin* rifles are the only repeating rifles to which telescopes can be attached because the top of the breech is solid and the empty shell is ejected from the side.

For all sorts of small game this rifle is recommended, and with the long-rifle cartridge it is very deadly to hawks, owls, eagles, geese, ducks and any other shy birds which are hard to approach and require a hard blow to kill.

As a target rifle at long or short ranges, with or without a telescope, the *Marlin* Model 1897 .22 caliber repeating rifle is the guaranteed equal of any in the world.

TO ALL DEALERS HANDLING FIREARMS:

The above is one of seven advertisements to be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their QUALITY, known to be bought and read by a class of people financially able to buy Marlin repeaters and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary.

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use Marlin repeaters or not.

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know of who carries a good stock of Marlin goods and is enterprising enough to follow up an inquirer and try to sell the man a Marlin repeater.

We also send to the dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

There are many other valuable ***Marlin*** *ideas included in every* ***Marlin*** *gun. Send six cents in stamps for our handsome catalog, which explains all and contains much other valuable information.*

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

WE'LL TREAT YOU RIGHT

You'll not be sorry if you give us your business in

TARRED FELT, ROOFING PITCH, COAL TAR and other ROOFING MATERIALS

We allow our customers every facility—such as prompt shipments and close attention to their requirements. Besides, our goods cannot be beaten either for quality or price.

Write us for booklet concerning our **SHIELD BRAND** of ready roofing.

LOCKERBY & McCOMB, 65 Shannon St., Montreal

LUXFER
WINDOW and SIDEWALK PRISMS

See our goods
and realize the benefits derived

Should You
Wish Expert Information

OUR REPRESENTATIVE
is now going through the West

Drop us a line.
We will have him see you if possible.

LUXFER PRISM CO.
TORONTO LIMITED

HARDWARE DEALERS

in every locality are in touch with the requirements of Builders' and Contractors. They will also know that Tiles are now being largely used in public and private buildings. To keep in line with this trade will pay you.

The largest and best assorted stock of

Floor and Wall Tiles

in the country may be seen in our warehouses. We also carry the most complete stock of

Mantels, Grates, Fenders, Etc.

to be found in the Dominion. We control the best Mantel and Tile trade, and shall be pleased to have the local dealers represent us where possible.

Write us now for catalogues and prices. We will give estimates on special jobs when required.

BROOKS-SANFORD HARDWARE, Limited
111-113 Bay Street, Toronto, Can.
Long Distance Phone M. 5757

Buy the Best.



HERCULES
Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

B. A. GRAUTOFF & CO.
8 Fenchurch Buildings, London, E.C.
Import and Export.
Old established house with highest connections in Great Britain and on the Continent of Europe.
Cable Address, "Grautoff London," Liebers Code.

Everything for the Painter



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS
"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it ?
Our guarantee protects dealer and consumer.
We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

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Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

FOR SALE—In Ontario, large retail hardware business, doing immense trade; grand opportunity; good reasons for selling. Hardware Merchant, care of HARDWARE AND METAL, Toronto. [tf]

HARDWARE; $5,600; population 3,900; one opposition. Box 546, HARDWARE AND METAL, Toronto. (32)

FOR sale or to rent brick blacksmith shop with tools; good stand for horse shoeing and job work; immediate possession. W. H. Morrison, Shedden, Ont. (31)

FIVE good show cases for sale cheap; write for photographs and prices; also a quantity of Hollywood paint; send for specification and price. Box 547, HARDWARE AND METAL, Toronto. (32)

$3,000 will buy a good hardware, plumbing and heating business in the prosperous city of Sherbrooke Owner wishes to retire. Apply Box 107, Sherbrooke, Que. [tf]

AGENCIES WANTED

ADVERTISER wishes to correspond with manufacturers and others with view to securing agencies for Vancouver and British Columbia. Four years' experience as successful salesman in British Columbia, resident here five years. First-class business references covering last thirteen years in England and British Columbia. P. O. Box 911, Vancouver, B.C. [34]

SITUATIONS VACANT

TINSMITH and pipe fitter wanted; $12 per week; steady job. J. D. Murdoch & Co., Simcoe, Ont. (31)

WANTED—Four first-class tinners; must be sober and steady. Apply stating wages to Drawer 00, Edmonton, Alta. (33)

PARTNERSHIP

WANTED—Partner with sufficient capital to take active interest in large retail hardware business doing a big trade; must be a worker and understand the business. Address, "M," care of HARDWARE AND METAL, Toronto. [tf]

SITUATIONS WANTED

WANTED position in west by retail hardwareman; eight years experience; general and builders' hardware, stoves, etc.; understands ad. writing and window dressing; can give best reference. Address 514, HARDWARE AND METAL, Toronto. (31)

WANTED—Hardware salesman, must be good stockkeeper and window dresser; write, stating experience, age and salary required, to The Western Hardware Co., Limited, Regina, Sask. (32)

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

EXPERIENCED ADVERTISEMENT WRITERS

who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

SHELLAC

Marx & Rawolle, New York Manufacturers

BLEACHED and ORANGE

Quality Unsurpassed.

Apply to

Thos. Bell, Sons & Co.

P. O. Box 14. MONTREAL

Tel. Main 2661.

For Quotations.

RETURNED AUG 8 1906



A FREE SHOW CASE

SILENT SALESMAN

Every merchant purchasing J. A. Henckel's Leading Razors secures one of these Show Cases free.

Drop a Card for Further Particulars

F. W. LAMPLOUGH & CO. MONTREAL

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" *FARLEY WORKS, SHEFFIELD, ENG*

GEORGE PHILLIPS & CO.

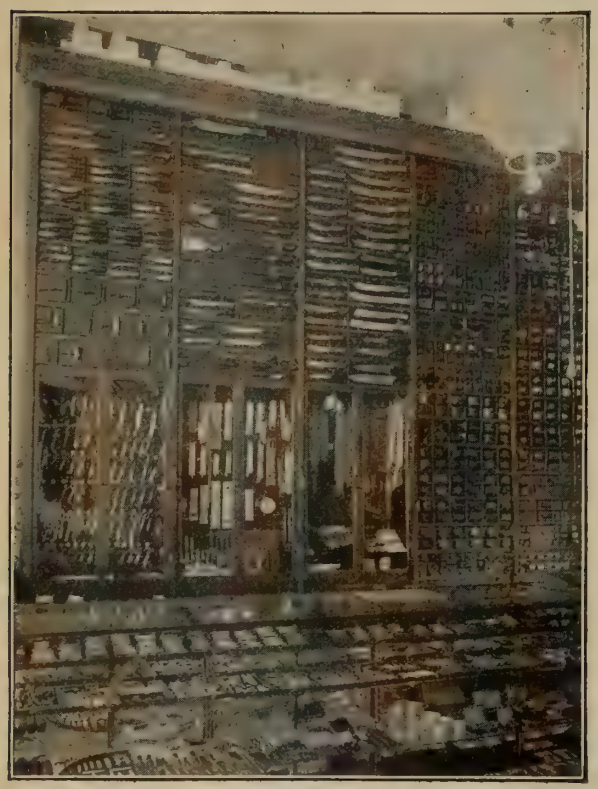
MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

INCREASE YOUR SALES



BY displaying your goods on the fronts of shelf boxes, and in this way suggesting articles which your customers had not thought of buying.

A neat store is the best and cheapest advt. you can have. It gives an air of prosperity to your business, and "Nothing succeeds like success." Make your store look as if you were doing the best business in town. If your store looks like a second-hand junk shop, people will feel like paying second-hand prices for what they buy. The

BENNETT STEEL SHELF BOX

is the only steel shelf box on the market. It has steel sides and oak or ash fronts. The sides and bottom are pressed from one piece of the best galvanized steel The steel is embedded in the wooden ends by our own patented process. 20% shelf room is saved by using these steel boxes.

They cost less than wooden boxes and will last a lifetime. Thousands of dealers throughout the world have this system in use and are using these steel shelf boxes with pleasure, profit aud satisfaction.

Have enough confidence in yourself and in your business to spend a hundred dollars or so on making your store look "inviting,"

Have a place for everything and put everything in its place. You will be able to wait on twice as many customers.

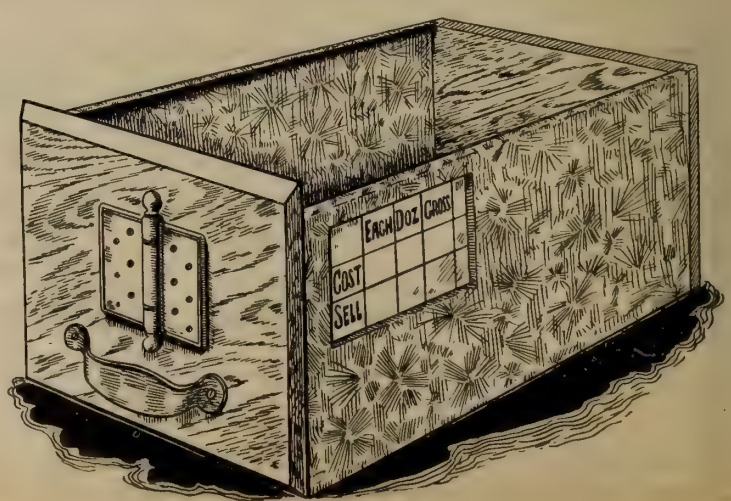
Get a reputation for promptness.

A few of the many well-known firms who have installed the Bennett system are:

A. M. BELL & CO., - - Halifax, N.S.
J. H. ASHDOWN & CO., Winnipeg, Man.
RUSSILL HARDWARE CO., Toronto, Ont.
STANLEY MILLS & CO., Hamilton, Ont.
COTE BOIVIN & CO., - Chicoutimi, Que.

Nearly all these firms have sent in repeat orders, which is the best proof that they have been satisfied.

Write us at once for Price List, or give us the size of space you have available for shelf boxes, and we will draw out a plan and suggest an assortment.



CAMERON & CAMPBELL

TORONTO

SOLE MANUFACTURERS IN CANADA

WESTERN CANADA RETAIL HARDWARE CONVENTION

On Wednesday, July 25, the Retail Hardware and Stove Dealers' Association of Western Canada met in Winnipeg, in their annual midsummer convention. For a Summer meeting there was a large attendance of members, some having come from as far west as Calgary and the vicinity of Edmonton. Western hardwaremen are business men of a high type of ability, and they waste little time in preliminaries and formalities. The best possible use was made of the time at the disposal of the members, and in two sessions a number of important topics were thoroughly discussed.

One of the most important topics that came up for discussion was the relation of the Western Hardware Association through the Western Board with the Dominion Retail Merchants' Association, of which Mr. Trowern, of Toronto, is secretary. It was felt that little had yet been accomplished by the affiliation last February and surprise was expressed when Secretary Coulson, of the Western Board, complained that he had received no replies until the day of the convention to a number of letters sent Mr. Trowern on important matters. At one stage of the proceedings it seemed probable that a resolution would be passed in favor of rescinding the arrangement made last February. Finally, however, the question was left in abeyance until the February meeting, when the trade will be more fully represented.

Weston Wrigley, editor of Hardware and Metal, and secretary of the Ontario Retail Hardware Association, was present to convey greetings from the Ontario association. The western hardwaremen were glad to hear from him of the progress of the work in Ontario, and steps were taken toward the formation of a Dominion Retail Hardware Association, to include the trade in the three Prairie Provinces and Ontario.

The Register.

The following hardwaremen registered at the morning session of the convention: W. J. Coleman, Darlingford; J. W. Graham, Carroll; G. S. Hames, Oxbow; Bert Lennox, Winnipeg; George Houston, Cypress River; L. H. Phillip, Cartwright; G. K. Smith, Moose Jaw; Robert Wyatt, Winnipeg; W. W. Rutan, Melfort; Samuel Schwanz, Rocanville; A. J. Falconer, Deloraine; J. J. Barr, Oak River; H. F. Johnstone, Ninga; J. B. Preston, Carnduff; J. Drewe, Calgary, Alta.; Weston Wrigley, secretary Ontario Retail Hardware Association, Toronto; W. A. Templeton, Winnipeg; Fred. Bobb, Portage la Prairie; E. A. Dykes, Winnipeg; J. A. Lindsay, Winnipeg; G. H. Clare, Saskatoon; B. T. Lawrence, Killarney; Wm. M. Gordon, Winnipeg; O. B. Manville, Prince Albert; D. Phillips, Dominion City; A. P. Macdonald, Winnipeg; John Sproat, Hamiota; J. B. Curran, Brandon; R. B. Wilcox, Glenboro; F. R. Munro, Hardware and Metal, Winnipeg; R. W. Morrison, the Commercial, Winnipeg; P. T. Gonlter, Innisfail, Alta.; Oliver Gilmer, Winnipeg.

MORNING SESSION.

President A. J. Falconer opened the proceedings shortly after ten o'clock, pointing out in his opening address that the business of the convention ought to be transacted in a short space of time as no election of officers was to take place. "But," added the president, "association work is never finished." Mr. Falconer gave some well-earned praise for his hard organization work in the vast west, adding that with the local associations which were being formed much of the expense of the work of organization would be eliminated. With one exception the relations of



A. J FALCONER, Deloraine.
President.

retailers with jobbers were fairly satisfactory, but owing to the unfair actions of the jobber referred to something had to be done. The president suggested as a remedy the establishment of a buyers' exchange jobbing house, to start which the retailers would have to invest from $300,000 to $400,000. The suggestion, however, was not considered seriously by the delegates, nothing being heard of the co-operative scheme during the balance of the convention. The address was closed by a request to the delegates to frankly bring forward any grievances being suffered under, and loud applause was given the speaker as he sat down.

The reading of the minutes and the adoption of the treasurer's report showing a balance on hand of nearly $300 was followed by a few additional remarks by President Falconer in reference to the clause in the secretary's report (published last week) referring to the affiliation of the association with the Retail Merchants' Association. He contended that a wrong impression existed amongst the trade as a result of false claims made by the Retail Merchants' Association secretary that the Retail Hardware Association had merged itself into the Dominion body. This was not so. His organization had retained its own identity and, so far as he could see, no advantage was to be gained by continuing the affiliation decided upon six months ago. He suggested that if the delegates felt as he did that a motion rescinding the previous action should be adopted at this convention.

Ontario Sends Greetings.

As the executive and special committees had no reports to make, they were asked to bring in something definite, especially regarding mutual fire insurance, at the convention next February.

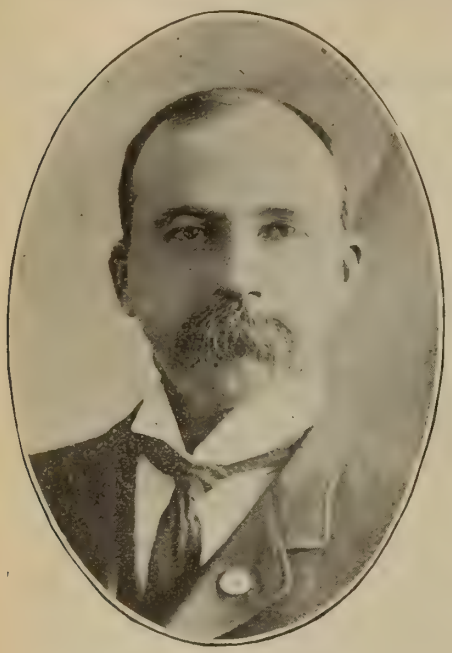
A communication was read from the executive committee of the Ontario Retail Hardware and Stove Dealers' Association, introducing Weston Wrigley, the secretary of that body, as a fraternal delegate to express the greetings of the trade in Ontario to the members of the Western Canada Association, who had blazed the trail for association work in Canada. Mr. Wrigley was given the privilege of the floor and was greeted enthusiastically when he rose to speak on the request of President Falconer.

The Ontario secretary said the members of the Ontario executive were young in association work and he had been sent to the golden west in order to learn how the progressive westerners did things. The Ontario organization was a mere baby of three months, but it had thrived on the opposition of individuals who felt it their duty to spend money contributed by Ontario grocers, druggists, jewelers, etc., in order to kill the present attempt to organize the hardware and stove trades in Ontario. He was pleased, in view of these circumstances, to be able to report an enrolled membership of about 150 paid up members. Considering that the Western Association had only 175 after being organized a year, and New York had only 280 after four years work, the Ontario Association must be considered a healthy infant. The speaker said that as all the trade read Hardware and Metal, it was unnecessary for him to refer more to the knifing tactics of certain officials of the Dominion Retail Merchants' Association.

Suggestions Made.

Mr. Wrigley suggested that it might be possible for the two associations to work together to mutual advantage. A national organization might even be formed to deal particularly with mutual fire insurance. In one matter at least the Western Association could

help members of the Ontario Association. A Winnipeg jobber was selling nails to consumers, it is said, at Fort William at prices less than retailers in



J. B. CURRAN, Brandon.
First Vice-President.

that town could buy. This unfair competition could be eliminated with the co-operation of the Western Association and probably the Ontario Association could be able to reciprocate on similar matters affecting the welfare of the western trade. He had been told that western jobbers said they were forced to sell to consumers because the eastern houses did so.

In closing, the speaker dwelt upon the necessity of conservative action being taken at the convention. "Act in haste and repent at leisure" was an old truism. The members should be loyal to the association and to themselves. Before believing stories about competitors they should be investigated and every true member would not sit back and "knock," but would heartily do everything possible to make easier and more effective the work of their officers.

Westerner's Reply.

At the conclusion of Mr. Wrigley's speech Fred. Babb, of Portage la Prairie, replied on behalf of the Western Association. He said the western hardwaremen in the association had trouble because hardwaremen were such lunatics as to suspect their competitors of underhand tactics when they had no evidence. A little more mutual confidence would remove all difficulties.

A. P. Macdonald, Winnipeg, was pleased to Welcome Mr. Wrigley, and expressed the hope that steps would be taken towards the organization of a Dominion Retail Hardware Association.

Resolutions Committee.

On motion of G. K. Smith, Moose Jaw it was decided to appoint a resolutions committee to submit a programme for the afternoon meeting. Accordingly a committee was appointed consisting of J. B. Curran, O. B. Manville, G. K. Smith and W. M. Gordon.

AFTERNOON SESSION.

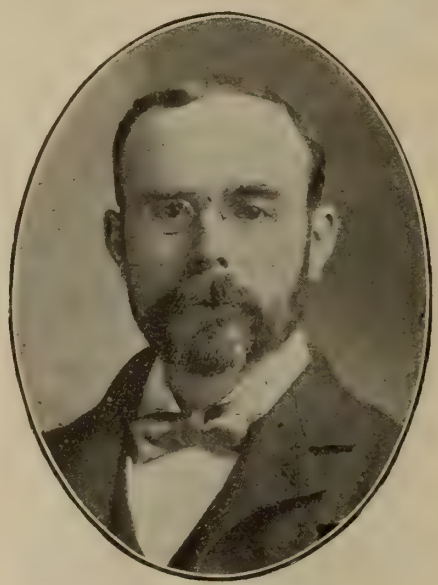
The resolutions committee recommended the following programme for discussion :

1. Resolution in favor of the formation of a Dominion Retail Hardware Association.
2. Resolution referring to wholesale trade selling to consumers.
3. Resolution regarding the Lien Law.
4. Resolution referring to interference by wholesalers and their travelers with retailers' employes.
5. Resolution regarding outstanding indebtedness by members.
6. Curtailing of credit.
7. Reconsideration of the relations of this association with the Retail Merchants' Association of Canada.
8. Criminal code resolution.

On motion it was decided that numbers one and seven would be taken up together.

Jobbers Selling to Consumers.

Moved by W. M. Gordon, Winnipeg, and G. K. Smith, Moose Jaw : That



WM. GORDON, Winnipeg.
Second Vice-President.

in the opinion of the retail hardware dealers of the west the time has arrived when the field of distribution of the two classes—wholesalers and retailers—must be defined and each must take its own and exclusive place in the distribution of merchandise in the hardware line, and that the secretary be instructed to advise the members of the association when wholesale houses sell to others than the trade.

Mr. Gordon said jobbing houses should not sell to consumers, and while none have clean skirts, one Winnipeg jobber in particular was defying the association, and any one could go to the warehouse and get 5c. worth of goods. The association should seek the co-operation of sister associations in dealing with this matter, and the time to act is now.

Mr. Smith asked if the secretary had had any communication with the jobber referred to.

The secretary said he had; that the jobber said he reserved the right of selling to whom he chose.

Mr. Smith brought forward the name of a metal roofing company which sold to consumers. The firm said they wanted to do business through the trade, but would do it anyway.

W. M. Rutan, Melfort, Sask., said customers could get better prices than he could sell at from farmer agents of the same company. A Winnipeg house has sold a consignment of stoves through a Catholic priest to a number of French farmers.

Speaking again, Mr. Smith suggested that such travelers should be forced to pay peddlers' licenses. Mr. Gordon then closed the discussion by urging that the secretary send a letter to members, advising them that certain jobbers were acting unfairly, and asking the members to act as a unit in doing business only with fair houses. The motion carried as amended.

Western Lien Laws.

Moved by J. A. Lindsay, seconded by G. K. Smith : That in the opinion of this association a uniform lien law should exist in Manitoba, Saskatchewan and Alberta, and that in view of the unsatisfactory state of the present lien laws this association should co-operate with all other associations in having necessary amendments made to the present laws, and that Mr. J. E. Thomas, with the mover and seconder of this resolution, be a committee to further the object of this resolution.

J. A. Lindsay, Winnipeg, and G. K. Smith, Moose Jaw, reported that the lien law in Manitoba was practically useless, while in Saskatchewan lawyers had advised that it would be throwing good money after bad to take legal action under present conditions. The motion carried unanimously.

Interference with Employes.

Moved by G. K. Smith, Moose Jaw, and Wm. Gordon, Winnipeg : Whereas we find it a great inconvenience and loss to have our help interfered with by travelers and jobbers, be it resolved, that in the opinion of this meeting the travelers and jobbers should not make



W. A. COULSON, Winnipeg.
Secretary Western Board.

any attempt to induce employes to leave their employers, and that a copy of this resolution be sent to the jobbers and travelers of Winnipeg.

G. K. Smith, Moose Jaw, said that one grievance he had felt was that travelers representing the jobbing houses had, in an underhand manner, interfered



J. E. McROBIE, Winnipeg.
Treasurer Western Board.

with employes he had trained to sell furnaces, etc. This was unfair, and the jobbers should not interfere in this matter. Messrs. Wm. Gordon and A. P. McDonald agreed that the evil existed, and Mr. Smith spoke again and named a specific instance. On motion the matter was left in the hands of the secretary for action.

The Credit Evil.

A resolution referring to the curtailment of credit was fathered by Messrs. H. T. Johnston and B. T. Laurence.

President Falconer told of the experience of Deloraine merchants who agreed last Fall to shut off all credit from November to April. He stated that the plan had worked admirably in Deloraine. He thought it would be well for the secretary to write the members suggesting this plan to them.

The Affiliation Problem.

Resolutions No. 1 and No. 7, advocating the formation of a Dominion Retail Hardware Association, and favoring the rescinding of the affiliation arrangement with the Dominion Association in Toronto, were considered together. Resolution No. 7 was as follows :

That in the opinion of this association, in view of the recent claim of the Dominion Association that we had amalgamated with them, when only affiliation was agreed upon, and in view of the fact that the said affiliation has not advanced the interests of our association in any way : Be it resolved, that we run our own association as previous to February last.

Resolution No. 1, favoring the formation of a Dominion Retail Hardware Association, was as follows : That we, the Retail Hardware and Stove Dealers' Association of Western Canada, take action to form a Dominion Retail Hardware Association, and that the secretary be instructed to take the matter up with the secretary of the Ontario Retail Hardware Association with that object in view; and that a report be submitted to our next meeting.

Interesting Discussion.

A. P. Macdonald favored the organization of a Dominion Retail Hardware Association, and thought some proposals should be made to Mr. Wrigley, secretary of the Ontario Association, who could present them to the Ontario Association at their meeting in September. He thought, however, that it would be unwise to break with the Trowern Association altogether.

William Gordon, Winnipeg, said that he failed to see where any benefit had been derived from the affiliation with the Dominion Retail Merchants' Association. Communications had been repeatedly sent to Mr. Trowern on important matters and no replies had ever been received. Such treatment was discourteous to the western association and western hardwaremen should show what they thought of it. The attempt



J. A. LINDSAY, Winnipeg.
Auditor Western Board.

to coerce the Ontario hardwaremen should also be remembered. He would suggest that Secretary Coulson, of the Retail Merchants' Association of Western Canada, be asked to address the meeting.

Secretary Coulson Speaks.

Mr. Coulson said that, so far as he had been able to discover, the Dominion Board, of which Mr. Trowern had spoken last February, does not exist. "I have written Mr. Trowern some 18 or 20 letters," he continued, "and until to-day I received no reply. The reply to-day came to me personally and not to the association, It is a reply that doesn't say anything.

"At our February meeting you agreed to affiliate through the Western Board with Mr. Trowern's Association, but you did not agree to amalgamate with them or lose your identity. Without any authority the Retail Merchants' Journal, which is the personal property of Mr. Trowern, claimed that amalgamation had taken place and, of course, it was the duty of Mr. McRobie and myself to repudiate this claim through the trade newspapers.

"Mr. Trowern writes me in the letter I received to-day that the reason he did not communicate with us earlier was a desire not to disturb our slumbers. This seems a poor excuse for his neglect to answer any of our letters.

"I would suggest that you ask your Western Board to take steps to release you from the present arrangements with Mr. Trowern's association. Let us attend to our own business through our Western Board and let us be ready to co-operate with all associations in our own way."

Other Delegates Speak.

J. A. Lindsay said he was cordially in agreement with the proposal for a Dominion Hardware Association, as he sympathized with every movement which would bring all branches of the trade together. But he did not favor breaking with the Dominion Association, even though that association had shown the western men very scant courtesy.

"There seems to be something mysterious about this Dominion Association," he continued. "It is hard to understand Mr. Trowern's lack of courtesy in this matter, as he must have been under considerable expense and inconvenience in coming to the February meeting. For my part I want more light on the subject, but in the meantime let us send Mr. Wrigley back with a cordial message from us to his association."

Oliver Gilmer—"Who is the Dominion Board ?"

President Falconer—"That is just the question. No one knows."

Weston Wrigley — "The Dominion Board is a body representing different branches of trade. I am sure it is not to blame for the reglect to reply to correspondence from your Western Board. The neglect must be the secre-



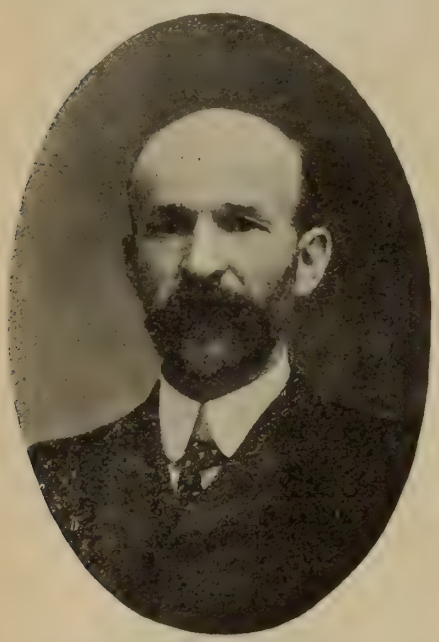
G. K. SMITH, Moose Jaw.
Member of Executive Committee.

tary's alone. The board met the Dominion Government some little time ago to ask for certain amendments to the criminal code, and this in itself is

proof that they are alive. What surprises me is that they did not communicate with you or ask your co-operation. In view of their threat against our association on Good Friday it is not at all surprising that we were not asked to join the deputation, although we would have been glad to co-operate."

J. A. Lindsay—"Perhaps the Dominion Association is all right but is made to appear in the wrong through the neglect of its secretary."

J. B. Curran and Oliver Gilmer suggested that the secretary be instructed to hold the per capita assessment due the Dominion Board until after the meeting next February, when the relations of the western associations with the Dominion Association might be fully considered. Mr. Curran depreciated any suggestion that Mr. McRobie should communicate with Mr. Trowern unless the latter made the first advances. The western associations had been rebuffed several times by Mr.



A. P. McDONALD, Winnipeg.
Member of Executive Committee.

Trowern and there would be no sense in inviting another rebuff.

Oliver Gilmer advocated a "divorce" if it could be shown that the marriage contract with the Dominion Association had been carried out. But first he wanted full explanations from Mr. Trowern. The 10-cent fee was only the price of a beer and he didn't care about it at all.

J. B. Curran—"You talk of divorce, Are you sure we are married yet?"

O. Gilmer—"Well, we were engaged last Winter."

Mr. Gordon withdrew his original motion and substituted one advising the Western Board that the hardwaremen were in favor of withdrawal from all affiliation with the Dominion Association. This was lost on division, the general feeling being that it would not be well to take any hasty action. A motion by Mr. Gilmer instructing the secretary to hold the fees until the next meeting was carried unanimously. It was felt that it was only fair to give Mr. Trowern a chance to present his side of the case, and offer to co-operate with the western associations on certain matters.

Criminal Code Resolution.

Moved by Wm. Gordon, Winnipeg, and J. B. Curran, Brandon: That in the opinion of the retail hardware trade of the Canadian West much good could be accomplished by the co-operation of the three interests — manufacturing, wholesale and retail; that we believe the present Criminal Code to be unfair inasmuch as it prohibits the three classes from entering into any fair agreement, while allowing laboring classes and employers to enter into agreements; and that we pledge ourselves to do all in our power to assist all kindred associations in having the present Criminal Code amended, and that the resolution be referred to the Western Board for action.

Mr. Gordon spoke strongly in favor of an endeavor being made to secure an amendment to the Criminal Code, his remarks being endorsed by Secretary Coulson, who said that the word "unlawfully" should be inserted in clause 520 in the Criminal Code, and some action should be taken to express the views of the association on this matter before the Dominion Government.

O. Gilmer, Winnipeg, spoke of the unjust laws which allowed the labor classes to do what merchants could not do.

The resolution was adopted.

Dominion Organization.

In order that a definite plan of Dominion organization be worked out, a committee composed of J. E. McRobie, J. A. Lindsay, A. J. Falconer, A. P. McDonald and O. Gilmer, were appointed to talk the matter over and prepare a suggested plan of organization to be presented to the Ontario Association by Mr. Wrigley.

Ascsociation Work at Calgary.

J. Drewe, Calgary, reported that in that city and district the trade worked together to the entire satisfaction of all. All dealers within a radius of about 130 miles of Calgary have uniform prices, the Calgary dealers refusing to cut prices and allow consumers near outside towns to send to Calgary for supplies which can be procured in their own locality. Unfair competition had been eliminated and through the existence of the association a splendid spirit of fraternity had been developed amongst the trade.

Trade Press Honored.

On the request of the president, Messrs. F. R. Munro, W. representative of Hardware and Metal, and R. W. Morrison, of the Commercial, spoke briefly, both offering their congratulations on the continued success of the association. Reference was made to Mr. Trowern's attack on trade newspapers at the recent convention of the Retail Merchants' Association at Ottawa, and his statement that it was "impossible to place your hand on a trade journal which had helped to organize a trade association." The delegates present did not agree with Mr. Trowern, and the president pointed out that resolutions had been passed at previous conventions expressing the appreciation of the association for the co-operation of the trade p rs.

On motion of G. K. Smith, Moose Jaw, and J. A. Lindsay, Winnipeg, it was resolved that the thanks of the convention be extended to the trade papers, Hardware and Metal and the Commercial, for their valuable assistance in the work of organizing this association.

Greetings to Ontario Association.

The president requested ex-President J. A. Lindsay and Ald. Gilmer to express the thanks of the association to the Ontario Retail Hardware Association for sending up a delegate in the person of Mr. Wrigley, and both speakers waxed eloquent in their description of the wonderful resources of the Golden West and regarding the enterprise shown by the hardware trade in old Ontario in organizing an association. They expressed the hope that close relations would always exist between the two organizations, and that at the annual conventions next Winter a plan of national organization would be carried into effect.

The motion of thanks to the Ontario Association and Mr. Wrigley was carried unanimously, and after Mr. Wrigley had replied briefly the convention adjourned.



O. GILMER, Winnipeg.
Member of Executive Committee.

WM. HUTTON & SONS' REPRESENTATIVE.

W. J. Grant, who visited Canada last February and March in the interests of William Hutton & Sons, will leave London about the end of August to establish a permanent agency for his firm in Montreal. It will be remembered that William Hutton & Sons were formerly represented in that city by James Hutton & Co., but the agency lapsed some years ago upon the death of James Hutton. The "Hutton" name stands for good quality in cutlery, spoons, forks and plate, and Mr. Grant will no doubt make good on his part as soon as he has established himself in suitable showrooms.

WINNIPEG INDUSTRIAL EXHIBITION

Winnipeg Manufacturers Not Well Represented—Not Held at Best Time—Many Interesting Exhibits and Large Attendance—What was Shown in Stoves and Hardware.

Compared with the exhibitions of former years, the Winnipeg Industrial Exhibition held last week made a very favorable showing and its friends are encouraged to hope that, under the new management, there are much better things to come. Favorable comments were heard on all sides and there were many who were prepared to make comparisons by no means unfavorable with the Dominion Exhibition. Certain it is, that, while the exhibition was not so large in extent as when it was held under Dominion auspices, the preparations were more nearly complete when opening day arrived and the machinery worked more smoothly. Comparing conditions with those of a year ago, it is not too much to say that the vast majority of the exhibits were in better shape this year on the evening of the first day than they were last year when the exhibition was half over. In a word, something like system has been evolved from the chaos of former years and those who are qualified to judge unite in ascribing the better order of things to the efforts of Dr. Bell.

Must be Before Harvest.

It is unfortunate that it is necessary to hold the fair at a time of the year when it is impossible to secure exhibits that are really representative of the varied resources of the Canadian west. Were it not for the endless line of threshing machinery exhibits the visitor would scarcely realize that the exhibition is held in a rich agricultural country. The crop is yet to be harvested, and for that reason and others the exhibition does not represent the agricultural resources of the country it serves. Were it possible to hold it a few weeks later in the year there could easily be secured exhibits which would open the eyes of the visitor to the real resources of the newer Canada. Unfortunately this is not possible, as in a few days' time the harvest will commence and the entire west will be busy with it until the first snow flies. The only possible date for the exhibition is the week chosen in July before the harvest commences.

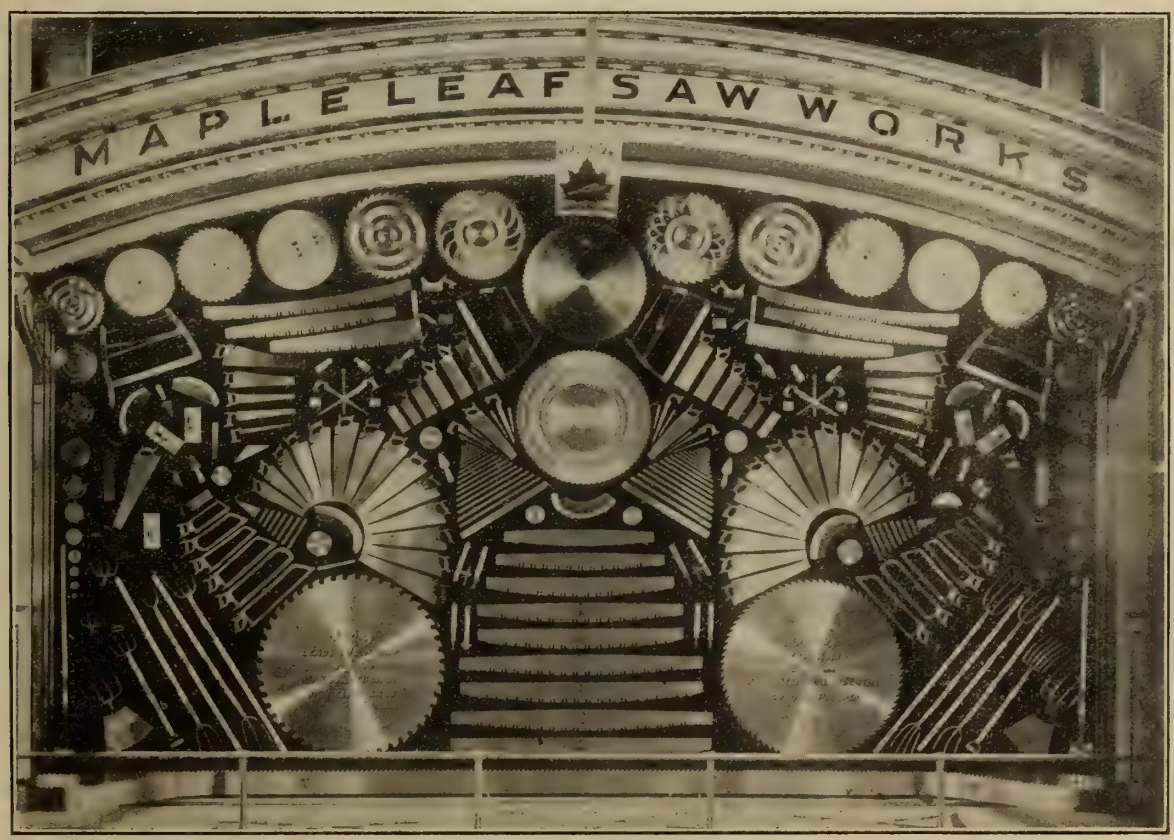
Manufacturers Should be in.

But if it is impossible to have an exhibition in Winnipeg in July which is really representative of the varied agricultural resources of an agricultural country, there should be nothing to hinder an exhibition truly representative of the manufacturing, industrial and commercial interests of Winnipeg and the west. It is true that the manufactures of Winnipeg are not so many as might be wished, and not so many as there will be in a few months' time, but they are larger and of much more importance than most people imagine and their products should be on exhibition. It is partly because their products are seldom or never properly exhibited that the great majority of people imagine that they are of much less importance than they really are.

Maple Leaf Saws and Tools.

Few users of saws in Canada are not familiar with the good qualities of "Maple Leaf" saws, the product of the factory of Messrs. Shurly & Dietrich, Galt, Ontario. The company's claim that they are the best in the world has been endorsed on many sides and it is, therefore, a source of pride to Canadians that in saw-making, as well as in athletics and other spheres, the "Maple Leaf" is in the van.

At the lower end of Manufacturers' Building No. 2, the marvelous display of band, circular, hand and other saws was the admiration of all. With a wide alleyway through the centre of the building, the display stood out like a lighthouse in a fog and was one of the centres of attraction. In the exhibit were band saws in sizes from 1 inch to



Winnipeg Industrial Exhibition.—Exhibit of Shurley & Dietrich, Galt.

90 inches in diameter. Messrs. T. F. Shurly and O. H. Voht, traveling representatives of the company, were in charge of the display, explaining to the few who were not familiar with "Maple Leaf" goods their exceptional qualities of merit, chief amongst which is the secret tempering process which greatly lengthens the life of the keen-cutting edge, a worldwide demand having been created for the saws on account of the tempering process. Wherever "Maple Leaf" goods are shown they carry off the highest honors.

A line of "Maple Leaf" harvest tools was also displayed, and for quality and finish they were unexcelled. The tines of the forks are specially ground and polished with a bronze finish, being made of the best crucible fork steel of uniform temper. The forks are carefully hung to the handles, which are of selected second-growth white ask, highly waxed and polished. The hoes are nicely concaved, well tempered and whole gave an effect which excited attention, and were a credit to the manufacturers. The Canada National range, made in three sizes, is their large seller in Manitoba, Saskatchewan and Alberta. This is a handsome range in appearance and is put up in a manner which is durable, strong and everlasting. The oven door is supported by a new style of rectangular hinges, which have double the purchase power of the ordinary hinge and will hold a weight of 300 lbs. It can be taken off in two seconds, being controlled by a patent coil spring easily adjusted and removed. These ranges are tinned throughout with heavy millboard asbestos, which is held in place by cast iron gratings, this absolutely preventing the absorption of damp or sweat, as happens in ranges where the asbestos is tightly enclosed between two sheets of steel. The fire pot for coal

Canada National ranges can also be had with a special grate for burning wood 28 inches long. A sliding grate regulates the air and lets the ashes drop into the big ash pan, which will hold enough ashes for three or four days. They recommend the reservoir on the left end of these ranges as the most satisfactory way of heating water. The way of attaching the tank does not effect the oven, and also utilizes the large amount of surplus heat thrown off the left side of fire box. The planished copper tank holds nine imperial gallons of water and can be detached when the customer wishes a square range. The copper tank does not run into the fire box as in some ranges. Therefore there is no noise made, but the water is kept at boiling point always. The body of this range is made of heavy planished steel and altogether it is one of the most



Winnipeg Industrial Exhibition.—Exhibit of Moffat Stove Company, Weston, Winnipeg and Calgary.

tapered round. A feature of this display was the new patent bow-braced rake made of one piece steel without a weld.

National Stoves.

National stoves and ranges, manufactured by the Moffat Stove Co., of Weston, Ont., constituted a most creditable and conspicuous exhibit in the centre of the Stove Building. This firm, who are the largest exclusive makers of stoves and ranges in Canada, have branches in Winnipeg and Calgary, where they carry a full stock and are able to supply their customers on the shortest notice. The order of the display was especially attractive, a row of steel and cast ranges occupying an elevated position in the background, in the front being a line of heaters, and in the intervening space an assortment of the different styles of heating stoves, base burners and also samples of their new cheap "Nelson" range. All were well polished and nickelled, and the is straight and clean. No clinkers can rest in the corners as the duplex grates cut this completely out.

There is nothing so sweet and digestible as a piece of broiled meat. The old way of broiling on top of the range by taking off the cover is all right if you can stand the smoke and smell. The "Canada" range is fitted with the front key-plate hinged; this can be adjusted as required, and allows you to use the full length of the fire box. It can be lifted with the poker or lifter, and by putting the poker in the reverse side of handle will readily drop to its place again. There is no range on earth which has so many labor-saving and practical improvements as the "Canada."

All National ranges are supplied with cast iron flue backs, guaranteed for 20 years. Steel or sheet iron flue backs rust out in a few years on account of the creosote, and condensation of smoke from the stovepipe and chimney.

satisfactory working ranges on the market to-day.

This firm also manufactures a complete line of heaters, including the "King" base burner, "Royal Opal" base burner and the "National Oak" heater, which burns any kind of fuel. It can also be supplied with self-feeding attachments and has duplex grates and shaking ring.

The "Fairy Oak" is a cheaper class made in five sizes. This heater has had some new improvements over last year's pattern, which include larger feed door and higher body.

In looking over this exhibit the "Alberta National" hot blast should not be lost sight of. This heater has straight fire pot and nothing whatever to hold up ashes or clinkers. It is also supplied with duplex grates and shaking ring, which can be taken out in pieces without removing the fire pot. No smoke goes through the house when putting

the coal in the new feed door. There is also a very large air space between the fire pot and body of stove which makes the fire pot indestructable. Attention must also be drawn to Moffat's new cheap steel range called the "Nelson," which is all made of heavy stamped steel with the exception of the top plates and grates. This is a new departure in the steel range line and will be hailed with satisfaction by the hardware trade generally.

C. L. Moffat, who was in charge of this exhibit, states that their trade in Western Canada increased 100 per cent. last year.

Dealers wishing the exclusive territory should write to their branches at Winnipeg or Calgary, or head office, which is at Weston, Ont.

McClary Mfg. Co's Exhibit.

The McClary Mfg. Co. for the past few years have found it more advantageous to their customers and the trade generally to exhibit their wares on their own premises, and having a very large sample room specially fitted up for this purpose in their fine six-storey warehouse, 183-185-187 Bannatyne avenue, they made a special showing of a large variety of their goods.

Their line of steel ranges suitable for the smallest cottage to the largest hotel was most complete, while their Sunshine and Magnet furnaces for coal or wood, which are so extensively used in the west, have been in such demand that the sales have been more than doubled already this season. A large line of new heating stoves specially adapted for the west were also shown.

Their lines of enamelware are very extensive, embracing their new London and Canada wares which are acknowledged by the trade generally to be equal to the best imported goods. The display of tinware was also very extensive, in fact there was scarcely an article required in this line but what was shown in every variety. The products of this firm are sold from the Atlantic to the Pacific Ocean, Winnipeg branch being their distributing house for the Provinces of Manitoba, Saskatchewan, Alberta and Northwestern Ontario. The company are the largest importers of metal goods such as galvanized iron, tin plates, Canada plates, etc., in Canada, and heavy stocks of these goods are carried at the Winnipeg warehouse for jobbing to the trade in Western Canada.

A specialty is also made of the manufacture of creamery supplies, the demand for tinware of this type being steadily on the increase in the west. In keeping with this line the company's display of churns and refrigerators is probably the largest to be found west of the Great Lakes.

The foundries and workshops of the company are located at London, Ont., where 1,200 men are employed to meet the demands of the public. Quite recently the growing trade forced the company to increase correspondingly the working apparatus and it was found necessary to build additions covering 12 acres of ground to their already large plant. These buildings are equipped with the most up-to-date apparatus in America, and 500 men are employed in the manufacture of the Sunshine furnaces and famous stoves alone. In addition to the regular lines of stoves and ranges the gas ranges demand a great deal of attention, as may be seen from the fact that no less than 150 of these are turned out daily in the finished state, the whole top floor of the largest building being given to their manufacture.

The enamelling shops are the most complete on the continent, and the lines turned out by the McClary Co. are the most perfect that can be made. The branch houses are situated in all parts of the Dominion from the Atlantic to the Pacific Ocean. Large shipments are regularly made to Winnipeg, Toronto, Hamilton, Montreal, St. Johns, N.B., and Vancouver, B.C.

The Winnipeg branch, under the able management of J. W. Driscoll, who has been associated with the company for the last twenty-five years, is one of the most progressive of its kind in the west, and the immense and beautiful stock carried here shows only too well the fact that Canadian people appreciate and demand a superior Canadian manufactured article.

Winnipeg Paint and Glass.

An attractive exhibit in the north Manufacturers' Building was that of the Winnipeg Paint & Glass Company. Their display was a representative one and showed as well as could be done in a limited space the various lines handled by this well known firm. A feature of the exhibit was a miniature house with malthoid roofing, showing how the material is laid and exhibiting its wearing qualities.



Winnipeg Industrial Exhibition.—Exhibit of Winnipeg Paint & Glass Company, Winnipeg.

At the back of the exhibit was a castle of paint cans artistically and originally arranged. The paint used in this castle was of the brand known as 100 per cent. pure, manufactured by the Martin Senour Company, of Montreal. The Martin Senour Company are a comparatively new firm in Canada but have been in the paint business in the United States for many years, and the quality of their paint has made an enviable name for itself.

At the left of the exhibit was a pyramid of varnish cans, representing some of the leading varieties handled by the firm, including Berry Bros., Pratt & Lambert and Murphy's. The exhibit was set off and brightened by large plain and bevelled mirrors which hung on the walls. They were set in oak frames.

The attractiveness of the display was

enhanced by a large art glass dome which had been placed in the booth. This dome was a work of art and the effect produced by the light shining on it was very beautiful. The object of this dome being placed in the booth was to show the effect it has on a rotunda or dark room. The dome was of their own manufacture and gives some idea of the work turned out by this firm.

All the lines shown in fancy and plain glass are manufactured by the firm in Winnipeg, it being, therefore, a purely western product. This department is the largest and most up-to-date in the Dominion, all the workmen being experts.

All the lines shown in fancy and plain the second being all the fixtures for the Northern Bank in St. Boniface, which are to be installed at the close of the exhibition. The display showed the superior workmanship of the products of the company, and also gave an idea of how they appear in use. The fittings, tables, counters, etc., were all installed just as they will appear in Winnipeg's flourishing suburb's new bank. The furniture is all of solid oak and was all manufactured in the company's Fort Rouge factory, where about 250 are employed. All the bevelled and chipped glass is manufactured here, and sample showcases with shelves were shown in the exhibit. No more practical display of the company's work could have been made than that of the St. Boniface bank fixtures.

The two displays were most creditable and ones that both Winnipeg and the firm should well be proud of.

Keep the dust off the stoves you display—it means labor, but it pays.

Hardware Specialties.

An exhibit in the Manufacturers' Building which was always a centre of attraction for visitors from the farming districts was that of the Louden Machinery Co., Guelph, Ont., in charge of their Winnipeg representative, D. T. Baltzer. The most interesting part of the display to hardware merchants was, probably, a number of small doors hung with Louden's steel king barn door hangers, which are fitted with track cleaners which throw all obstructions off the track instead of letting them wedge under the wheel, a common evil with other hangers. Louden's standard-jointed, double-strap and double-tread barn door hangers were also exhibited with Louden's barn door and standard track.

Other interesting features of the exhibit were the samples in operation of Louden's feed and litter carriers, cable rickers and hay carriers. The first mentioned was fitted on the double-beaded steel track, which the company claim is the only track suitable for curves and switches. The cable carrier can be used with a fork or sling from a wagon or rake and can construct a rick from 40 to 60 feet long at one setting. The junior sling and junior hay carriers are both models of simplicity combined with durability. Altogether the company makes fifteen different styles of hay carriers, ten styles of barn door hangers, as well as barn door latches, cow stanchions, hay rick clamps, etc. Another specialty which should sell readily through the hardware trade is their stock marker and cattle dehorner, a simple little instrument which has been thoroughly tested and sells on its merits everywhere.

"Empire" Stoves and "Dillon" Hinge-Stay Fencing.

The Christie Bros. Co., 238 King street, Winnipeg, western agents for the Canadian Heating & Ventilating Co., Owen Sound, and the Owen Sound Wire Fence Co., had a combined exhibit of the products of both companies in Manufacturers' Building No. 1, it being a centre of interest for both dealers and farmers on account of the well-known good qualities of both the "Empire" line of heating and cooking goods and the "Dillon" hinge-stay fence. Joseph Christie, the enterprising Winnipeg representative, and James D. Brownlee, western traveler for both lines, covering Manitoba, Saskatchewan and Alberta, were in charge of the exhibit.

Amongst the "Empire" line on display were the "Empire Queen" range, the "Empire King" furnaces, the "Empire" steel range, the "Empire Ideal" baseburner, and the "Empire Oak." All of these lines are winning great favor, and contain many features which the dealers find to be strong talking points to customers in both town and country. The "Empire Ideal" baseburner is one of their most popular lines, and is handsome, modern, perfectly fitted with first-class stove flue construction.

Farmers who have tried or examined the hinge-stay principle of the "Dillon" fence give it their hearty endorsation. In the construction of the fence high carbon hard steel wire is used in all the strands while No. 9 medium tempered wire is used for stays. The manufac-



Winnipeg Industrial Exhibition.—Exhibit of Winnipeg Paint & Glass Company, Winnipeg.

turers guarantee this wire to stand a pressure of 2,300 pounds and over, this being more than sufficient for any use which fencing may be put to on the farm. People climbing over the fence do not bend it out of shape, the wire

durability and safety, being designed to replace barb wire at small cost. The company makes a specialty of pushing business through hardware merchants and offer to supply printed matter to any dealer on request.

the exhibit, several steel ranges in the rear row, and a full line of cast ranges, oaks, hot blasts, in addition to the "Tortoise" stove which has sold so well in the west during the past year. The company manufacture everything



Winnipeg Industrial Exhibition.—Exhibit of Christie Bros. Company, Winnipeg.

used in the strands being coiled spring. This keeps the fence tight at all times and a weight on the fence merely causes it to lay to one side on its hinges, springing back into shape as soon as the weight is removed. The same features render the fence impervious to extreme heat or cold, this overcoming the objection to wire fencing owing to the action of frost upon it.

The "Dillon" hinge-stay fence is not a cheap article. The aim has been to

"Good Cheer" Exhibit.

One of the best located and neatly arranged exhibits in the Manufacturers' Building was that of the James Stewart Mfg. Co., Woodstock, Ont., and Winnipeg, Man., it being in charge of F. G. Brenton, manager of the Winnipeg branch, and E. McDougall, traveling representative in Manitoba and Saskatchewan. Backed up with a catchy and artistic display of bunting

in heating stoves, and samples of every line, taken from the stock carried at Winnipeg, were included in the display.

The special octagon-shaped grate section of the "Good Cheer" furnace was shown on the floor for examination by the public. The radiator of the "Good Cheer" furnace differs materially from that of the ordinary furnace, and is its strong point. This is where the effectiveness of a furnace tells. This radiator is built on the principle of a tubular



Winnipeg Industrial Exhibition.—Exhibit of James Stewart Manufacturing Company, Woodstock and Winnipeg.

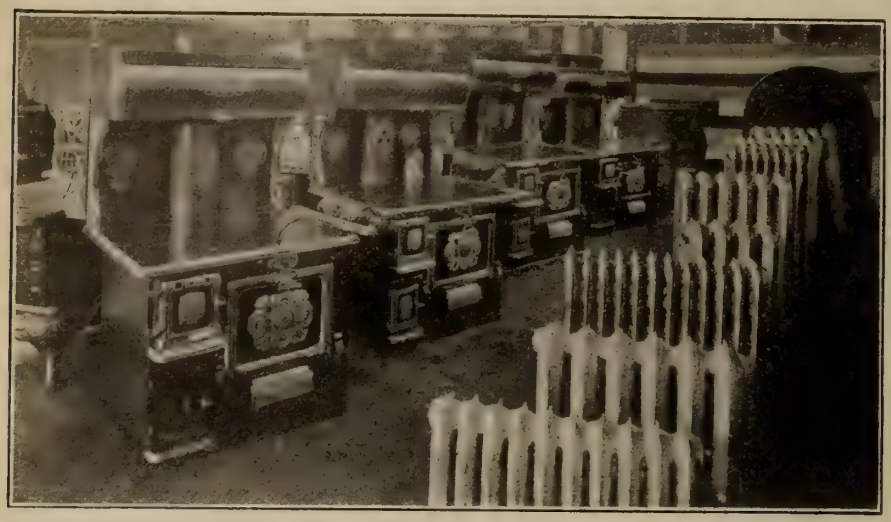
make it perfect in every detail, its quality making it cheaper than inferior fences in the long run. Various styles are manufactured, one being made particularly for the prairie land of the west. While lower in price it combines

and flags, the "Good Cheer" line of heating and cooking goods was easily one of the most closely examined exhibits in the building.

The "Good Cheer" exhibit included a number of furnaces shown at one end of

boiler, having large tubes that are exposed to a greater heat than the outside shell of the drum, and making just that much more heating surface for the air to come in contact with; being perpendicular, it forms natural flues, draws

the air through them rapidly (as air always rises in straight lines), gives more than double the heating surface, thus enabling it to heat large volumes of air to a Summer heat, instead of small quantities of over-heated air with all the moisture and oxygen burned out. Thus the "Good Cheer" furnace will, in a given time, heat a greater quantity of fresh air to a higher temperature, and with less fuel, than can possibly be done by any other furnace depending only upon exterior radiating surface. As a tubular boiler is a greater generator of steam than the old flue boiler, so the tubular radiator is a greater producer of heat than any exterior radiating surface.



Winnipeg Industrial Exhibition.—Exhibit of Gurney Foundry Company, Toronto and Winnipeg.

Another feature of the exhibit was one of the Dunn improved hollow cement block machines, which have met with such a great success during the past year. Many hardware dealers have bought one or more of the machines and by renting it out to farmers and others have increased their building trade and paid for the machine several times over. The construction of machine is simplicity itself. There are no cogs, springs or gears to get out of order or to require adjustment. To change from one pattern of block to another requires but the removal of four loose pins, and the substitution of the required plates. A screw driver is all that is necessary in placing the cores in position. Any change can be made in two minutes.

Gurney's Hotel Kitchen.

Of all the stove displays in the Manufacturers' Building it is doubtful if any received more attention than the Gurney Foundry Company's exhibit. It was the largest of any, but in addition to this attraction it contained a particularly attractive display of hotel cooking apparatus, a fair reproduction of which is to be seen in one of the accompanying illustrations. In addition to the large hooded John Bull hotel range, having two fires and two ovens, a large steam carving table, a plate warmer and a portable bakers' oven were included, these, as well as the Bright Idea steam boiler, an Imperial Oxford range, an Oxford heater and several gas stoves being also shown in the engraving. A similar kitchen outfit to that shown was recently installed in the new C.P.R. Alexandra Hotel at Winnipeg, but on a much larger scale, it having a table to accommodate two fish dishes, nine meat dishes and eighteen vegetable pots, while the range had eight fires and eight ovens. The kitchen exhibit was completed by a fine display of copper and aluminum pots, pans and urns. On the whole, this model kitchen display could only have been produced by a first-class firm.

Another interesting part of the exhibit was the display of Oxford Chancellor and Imperial Oxford ranges, four sizes of the former and two of the latter being shown. In the Oxford Chancellor steel range the company claim that never before in the history of range building has the public been offered a steel range so complete in every detail and at so low a price. It is handsome in appearance, constructed of the very best materials and mounted by the most skilled mechanics. Year by year the Imperial Oxford has had such a wonderful sale that it is unnecessary to describe it in detail. It can safely stand on its record as a high-class range sold at a moderate price.

In the Oxford air-tight heater (practically a small furnace surrounded by an open casing) and the Oxford Florence hot blast air-tight stove the company has two heaters which are particularly adapted to Western Canada needs and both have merited and secured a large sale. In some sections of Canada, particularly Manitoba and the far west, there is a type of fuel which burns with a very fierce heat, but is troublesome from the fact that it produces exceedingly large and hard clinkers. Even when this fuel, which is best designated as lignite soft coal, is burned under ordinary conditions, with a large percentage of the smoke escaping unconsumed, it is highly economical as a fuel, but where the smoke is burned, as in the case of the Florence stove, a very high efficiency is attained. The fuel is ignited in the Florence stove under ordinary conditions, as in any other stove. When combustion is active, the draft is completely cut off from below the grate bars, and a damper is opened at the back of the stove which admits air to the outside of the firepot, where it is superheated. It is thence conducted into a ring which surrounds the fire and is above the surface of the fuel. The effect of shooting this superheated air into the smoke of combustion is to burn this smoke with a beautiful, clear, intense flame, and as no air is admitted below the grate, the only combustion that occurs is the burning of this gas or smoke. Having extracted all the gaseous products from the fuel, a coked mass remains which can be burned as in an ordinary stove by opening the lower damper. Having constructed the stove to



Winnipeg Industrial Exhibition.—Exhibit of Gurney Foundry Company, Toronto and Winnipeg.

burn low-grade soft coal, the construction was so arranged that the economy attained in using soft coal would also result with the hard coal, and during many series of experiments the company succeeded in making a stove that produces most perfect combustion with any fuel, from high-grade coal to the lowest grade of soft coal, slack, or even peat. Some of the advantages which this construction possesses are as follows: In the general run of so-called smoke-consuming stoves the smoke is only burned when the fire is run at full blast, and should you desire to damp the stove down, the smoke escapes unconsumed, as in an ordinary stove. It can readily be seen how, in closing the lower damper entirely in the Oxford Florence, and so cutting off the supply of air from below the grate, and then partially closing the damper which admits the air to the hot blast flue, the stove will be damped down to a fine point, and will still continue to burn its own smoke.

In addition to the lines enumerated, Oxford hot water boilers, hot air furnaces, radiators, gas ranges and Laurel heaters were also on exhibition.



RETURNED
AUG 28 1906
To Dunn's
Page 13

Winnipeg Industrial Exhibition.—Exhibit of Malleable Steel Range Company, South Bend, Indiana.

Malleable Steel Ranges.

The Malleable Steel Range Co., South Bend, Indiana, had an attractive exhibit of the South Bend malleable range, which is particularly neat in design and finish and commends itself to those desiring great durability and large cooking capacity. The company has already worked up a large trade in Western Canada, through their representative, W. M. Fulton, whose headquarters is at Brandon, and from whom descriptive literature and agencies can be secured.

"The Malleable" was placed on the market in response to a strong demand for a range which combines, with the "sterling" malleable construction, exquisite finish, and the latest and best modern improvements. Whilst being handsomely nickeled, easy to clean, it is in fact the essence of simplicity and splendid taste. Only very heavy steel plates are used in manufacture, and smooth, thoroughly annealed malleable iron, literally welded into an air-tight form. It is as necessary for perfect operation that a range be air-tight as a boiler water-tight. This construction can be accomplished only by riveting throughout. Malleable iron possesses such strength and tenacity as to allow range-makers driving every joint to the point of air-tightness, with the aid of Norway rivets. "The Malleable" does not pretend to be a cheap range. No range can have its construction and finish and be cheap.

Joy Malleable Ranges.

A small but interesting exhibit in the Manufacturers' Building was that of the Joy malleable ranges, manufactured in Toronto by the Joy Mfg. Co., the exhibit being in charge of H. M. Joy, the head of the company, and formerly a retailer in Ontario and in North Dakota, having in the latter state been president of the Retail Hardware and Stove Dealers' Association. The exhibit comprised only three ranges, owing to a delay in railway transportation, but it is safe to say that few larger exhibits attracted the attention of stove dealers and housewives so much as did the "Joy" display.

The "Joy" is the only malleable range made in Canada and sold through recognized trade channels, and the remarkable popularity it has won in Ontario and Western Canada in the first year of its manufacture is proof positive that it is a range of merit. This opinion was more than verified by comparing it with its American competitors on exhibition in the Stove Building. "We've got them all beat on the grate and fire box," said Mr. Joy, "and we claim that on account of the special construction of these parts of our range that the oven will bake and one can cook in far shorter time with a smaller expenditure of fuel than on any other range on the market."

The Joy Company ships in carload lots to Winnipeg and distributes from the metropolis of the prairies. The west is in this way well looked after. Exclusive agencies are granted to any dealer in a town not already supplied by "Joy's," and as it is the only malleable range dealers can sell with the "Made in Canada" slogan it is an opportunity many are certain to avail themselves of promptly.



Winnipeg Industrial Exhibition. Exhibit of Joy Manufacturing Company, Toronto.

Winnipeg Ceiling & Roofing Co.

Among the larger exhibits at the exhibition was that of the Winnipeg Ceiling & Roofing Company, Congdon avenue, Winnipeg, their display in Manufacturers' Building No. 2, as shown in the accompanying illustration, including excellent samples of the products of the company's factory.

This firm commenced manufacturing in September, 1904, manufacturing metal ceiling goods of many patterns, cor-

nices, fire-proof windows, skylights, corrugated iron, all kinds of metal sidings and shingles, eave trough, conductor pipe from 2 inches to 6 inches in diameter, plain and corrugated, elbows and all other metal trimmings. Among the many styles of goods manufactured the Cross corrugated iron for elevator use is a very great feature.

The plant is 50x300 feet and two storeys high. In passing through the plant an idea of the immense business that is carried on by this firm can be seen by noticing the powerful machines which are in use, weighing all the way from 5,000 to 30,000 lbs., and handled by the most expert mechanics. The ones most noticeable are the eave trough, window and conductor pipe machines. The plant is open to visitors at all times.

W. J. McMartin, president and manager, has put forth every effort to have all lines the most up-to-date on the market, and having a very wide experience in the manufacturing of these lines the firm is in a position to give customers the best satisfaction. The sales department is looked after by W. A. McKim, another most obliging official.

Besides its manufacturing business the company carries one of the largest stocks of galvanized and black sheets, tin, Canada plates, etc., of any firm in the west, and has worked up a large metal jobbing trade. They are now planning to erect a large warehouse to take care of the growing trade in a satisfactory manner.

McCLARY'S PICNIC.

The McClary Mfg. Co's employes, of London, went to Sarnia, where they embarked on the steamer Conger for Stag Island. The 7th Regiment Band accompanied them.

TRIBUTE TO THE SALESMAN.

E. C. Simmons, president of the Simmons Hardware Company, St. Louis, is thus quoted in Salesmanship :

I wish to pay a merited tribute to a class of men for whom I entertain the most profound respect ; in fact, speaking of them as a whole or a class, I may fairly say I love them—I mean the salesmen. It is a generally conceded fact that I have employed more first-class salesmen than any other man that ever lived. I mean intelligent, up-to-date, first-class salesmen, and to them my heart goes out in appreciation and gratitude for their efforts and faithful service.

Fifty years ago there were no traveling salesmen ; to-day there are hundreds of thousands of them, constantly on the wing creating business. When they began about forty years ago they were a class of free and easy, jolly, drinking and smoking set of "good fellows," as the term goes, not overly punctilious about morals or the finer points of human life. To-day they are sober, earnest, educated, intelligent, faithful and loyal, necessities to every successful business, with one or two exceptions. The name of their friends is legion.

Among my warmest and most valued personal friends is a man who has traveled for us for many years, during which time his personal sales have reached the enormous proportions of over $2,000,000 —who has always been loyal, faithful and true to the house and myself, and in all that time has never faltered in his work nor flagged in his efforts, and now he has his son with him, teaching him his way and teaching him to serve my sons as he has served me. Is it any wonder that I love him and would divide my last dollar with him, and that I love his class also ?

Nothing gives me so much pleasure as to take hold of some young man who has not yet learned how to sell goods, but who is a good bit of material, who is honest with himself, and with the house, and really wants to succeed and is willing to work. How I do like to help him ! To put forth my hand and have him rest on it, and steady himself and regain the confidence in himself that perhaps he has lost ; to give him the glad hand of a cordial welcome when he comes in, and to thank him for his hard and successful work, if the facts permit me ; to teach him that the way to success is as plain as the way to market, viz., that uprightness, truth, fair dealing, hard work, and a knowledge of the business is all the "tools" he needs to work with. In brief, to take hold of a poor salesman or a mediocre one and make of him a good one—a crackerjack, a star. I say I love that work—it is my favorite pastime and pleasure. But if he is not a worker I have no use for him, because I literally despise a lazy man, or a salesman who will take the late train instead of the early one.

Selling goods is the big end of the hardware business—that's why I attach so much importance to it. Selling creates business—if you don't create you have no business to care for. Many young salesmen start out with the idea that they must be "smart" and are always trying to fool somebody. That's a big mistake—a salesman should never fool anybody, never try to, never take a short cut on a customer, never overcharge him or mislead him, but always try to help him to prosper.



Winnipeg Industrial Exhibition.—Exhibit of Winnipeg Ceiling and Roofing Company, Winnipeg.

About nine-tenths of the value of a demonstration depends on the amount of preliminary advertising that has been done. It should be begun six weeks before the demonstrator is on the ground and continued right up to the time the curtain rises.

HARDWARE TRADE GOSSIP

Quebec.

Horace Talbot, tinsmith, of St. Joseph, has assigned.

Lesperance & Rouillier, plumbers, Montreal, have dissolved.

Tremblay & Perras, stove manufacturers, Montreal, have dissolved partnership.

Collyer & Brock, electricians, Montreal, have been succeeded by Guy N. Brock.

W. S. Leslie, of A. C. Leslie & Co., is at present on a trip through British Columbia and the west.

C. F. Smallpiece, a director of Lewis Bros., has returned from an enjoyable fishing trip up in Northern Ontario.

George Ramsden, one of the western representatives of Caverhill, Learmont & Co. is in the store in Montreal this week.

At 40 Crescent street, Montreal, on 2nd inst., aged 32 years, Robert Duncan Munro, late of Victoria, B.C., elder son of Mr. Robert Munro. Funeral private.

Mr. Henthorn, of Marsh & Henthorn, manufacturers of hoisting engines, boilers and machinery, Belleville, was in Montreal during the week.

C. M. Strange, of Lewis Bros., is off on a holiday among the Thousand Islands. He will also visit Toronto, Kingston and other western points.

Ontario.

W. Clark, plumber, Hamilton, was in Toronto during the week.

J. B. Reade, of H. S. Howland, Sons & Co., Toronto, is back from his vacation.

W. Kirkland, of the Kennedy Hardware Co., has gone for a short trip to New York.

C. H. Rivercomb, plumber, of Winnipeg, spent a few days last week and this week in Toronto.

F. A. Campbell, hardware dealer, Mitchell, Ont., has put new plate glass fronts in his store.

Chesney & Smiley, of Seaforth, have purchased E. A. Latimer's stock of stoves and tinware.

W. Peter, of Peter & Sylvester, hardware and plumbing, Stratford, was in Toronto on Wednesday.

W. J. Hamilton, of Drummond, McCall & Co., Toronto, was in Brantford, Wednesday of this week.

Messrs. John A. Sanderson and John Harold, of the Sampson Harold Company, Paris, returned on Thursday from a two weeks trip to Winnipeg and the west.

The employes of the Ontario Lantern & Lamp Co., Hamilton, held their annual picnic at Niagara Falls, Saturday last.

W. Vallance, of the Wood-Vallance Hardware Co., Hamilton, accompanied by Mrs. Vallance and daughter, is in the west.

J. M. H. Robertson, president and general manager of the James Robertson Co., of Montreal, was in Toronto on Tuesday last.

Harry Pringle, city traveler for G. F. Stephens & Company, Winnipeg, is visiting his old home at Cobourg, where Mr. Pringle served his apprenticeship as a hardware clerk.

Harold (Hans) Anderson, of Merrick, Anderson & Company, Winnipeg, is one of the four-oared crew representing the Winnipeg Rowing Club at the Henley regatta at St. Catharines this week.

The Hobbs Manufacturing Company, London, have established a branch of their business in the Tees & Persse building, Winnipeg, where they are now doing all classes of leaded glass work.

Norman Pethick, 254 George street, Toronto, who has been with James Paton, paint and oil dealer, Toronto, died on Aug. 1, after three or four day's illness. He was well known in the paint trade.

George B. Morris, of Guelph, who recently sold out his hardware business to McMillan Bros., has been appointed local manager of the Guelph branch of the Royal Bank. This speaks well for the esteem in which Mr. Morris is held in business circles in his city.

J. Frank Kitchen, of the Brantford Roofing Company, returned from a business trip to Winnipeg on Thursday. Mr. Kitchen and his father have recently established themselves in business as manufacturers' agents at Brantford. They are also connected with the Brantford Cartage Company and the Brantford Felt & Rubber Company.

Western Canada.

Doctor Bros., Moose Jaw, have added hardware to their stock.

R. M. Read, McGregor, has sold his hardware store to T. B. Barry.

E. Johnson, of Johnson & Co., Brandon, is enjoying a holiday at the Pacific Coast.

W. J. McKay, Midale, Sask., hardware dealer, will move into his new store about October 1.

J. D. McLeod, machinist, and E. Stovin, blacksmith, both in Deloraine, have merged their business interests under the firm name of McLeod & Stovin.

Hodgson & Stearman, of Vancouver, B.C., have been appointed agents for Pease Economy furnaces.

W. G. Jones, of the Pease Foundry Co., Toronto, started on the return trip east on Saturday of last week.

W. J. Doig, M.P.P., a prosperous hardware dealer from Russell, Man., was seen by Hardware and Metal in one of the Winnipeg warehouses last week.

G. O. Edwards, hardware dealer, of Sedley, Sask., was in Winnipeg last week and called at the Hardware and Metal office. Mr. Edwards reports business as being very brisk in his town.

A large number of hardwaremen were in Winnipeg last week during the Exhibition. Among those reported at various wholesale houses were Geo. Wallace, Wetaskiwin; R. J. Neithercut, Wawanesa; J. A. Gilhuly, Arden; Wm. Hawk, of the Moose Jaw Hardware & Lumber Co., Moose Jaw; J. Thompson, of Thompson & Asworthy, Weyburn; S. Schwanz, Rocanville, and Mr. McRory, of Souris.

PRESENTATION TO T. L. WALDON.

T. L. Waldon, who for several years has been western manager for Caverhill, Learmont & Co., has resigned his position with that firm to become assistant manager of the Marshall-Wells Co. in Winnipeg. Mr. Waldon has always been deservedly popular with his staff and on Saturday evening of last week he was tendered a dinner by the western travelers of the firm and presented with a gold headed cane suitably engraved, and an address which was read by W. H. Warmington, as the senior member of the traveling staff. The address was as follows:

Winnipeg, July 28, 1906.

Thos. L. Waldon, Esq.:

We, the undersigned western travelers of Caverhill, Learmont & Co., have taken the liberty of asking you to join us at this dinner with two objects in view.

We regret exceedingly to know that you have decided to sever your connection with the firm with which we have all been associated for a number of years, as our relationship has been an extremely happy one. We also appreciate your efforts and advice, which have always been extended to us with reference to our respective customers. We have always felt that we could approach you on any subject whatever, not as a manager, but as a friend, and we hope, though severed in our business relationships, we shall not lose your friendship.

In a word, we have known you to be a just, kind and sympathetic manager and as you are leaving us we would ask you to accept this small token of our esteem and appreciation. You may be assured that you carry with ou our best wishes for a successful and prosperous future.

Signed, W. A. CAMERON,
LIONEL HANEY,
J. L. JOHNSTON,
W. H. WARMINTON.

Mr. Waldon replied in suitable terms attributing his success to the co-operation of the staff and particularly to the boys on the road. He assured them that he would always cherish the kindliest recollections of the years spent with the Caverhill, Learmont Co. boys in the west.

Mr. Waldon assumed his new duties as salesmanager of the Marshall-Wells Co. on Wednesday, August 1.

HARDWARE AND METAL

Established - - - - - - 1868

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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WESTERN HARDWARE CONVENTION.

In every respect the convention of the western hardwaremen held in Winnipeg last week was a striking success. For a midsummer gathering the attendance was large and the executive were well pleased to meet so many dealers. One hardwareman came from Calgary and another from Innisfail, and men do not travel almost 1,000 miles for no purpose. The attendance proved the strong hold of the association upon the western trade and demonstrated that the retail hardwaremen of the west are in earnest in their support of the association.

As usual, the western hardwaremen brought to the discussion of the various resolutions trained business intellects, and little time was lost in getting down to business. A number of important resolutions were passed for which our readers are referred to the full report in another part of this paper.

A decided step in advance was the decision to open negotiations with the newly organized Retail Hardware and Stove Dealers' Association of Ontario with a view to the formation of a Dominion Retail Hardware Association that will be truly national in its scope and influence.

The relations of the Western Hardware Association with the Retail Merchants' Association of Canada were fully discussed, but final decision was deferred until the February meeting. At one stage of the proceedings it seemed probable that the western hardwaremen would advise the Western Board that it was their desire to sever all connection with the association of which Mr. Trowern is secretary, but we think they were wise in deferring their final decision until next meeting. It is true that absolutely nothing has yet resulted from the arrangements made last February and that there seems little reason to expect the co-operation of the Dominion Association secretary. But it is only fair that Mr. Trowern should be given every opportunity to present his side of the case and to show that he is prepared to work with the western associations. The western hardwaremen desire harmony and are anxious to co-operate with all retail associations in every part of Canada to promote the common interests. In that desire they are right, and they have the hearty support of Hardware and Metal. For that reason it is well that final consideration of this important matter has been deferred until next meeting.

MR. TROWERN AND THE MACLEAN TRADE PAPERS.

At the meeting of the Retail Merchants' Association of Western Canada held in Winnipeg last week, President Hunter, in the absence at a committee meeting of Secretary Coulson, read a long letter to Mr. Coulson from E. M. Trowern, the secretary of the Dominion Retail Merchants' Association. That letter contained a bitter attack upon two of the MacLean trade papers, Hardware and Metal and The Canadian Grocer, and it is certainly the right and privilege of this paper to reply to it. In justice to Mr. Trowern, we should like to reproduce the letter in full, but Secretary Coulson takes the ground that it was a personal letter, and that it was through a misunderstanding on the part of President Hunter that it was read in the open session of the convention. We respect Mr. Coulson for his honorable scruples in this matter, but take the ground that, the letter having been read in open meeting, it became the property of the association, and, an attack having been read upon this paper in an open session of the convention, it is our privilege to reply.

As readers of this paper are well aware, the two retail associations of the west decided in February last to affiliate for certain purposes, and they elected a joint executive known as the "Western Board." This "Western Board" affiliated for certain specific purposes with the Retail Merchants' Association of Canada and it was the duty of Mr. Coulson, as secretary of the Western Board, to keep in touch with Mr. Trowern, the Dominion secretary. Mr. Trowern laid stress last February upon the importance of securing the support and co-operation of the western merchants and the western merchants responded to the appeal.

In the months that have passed since the February meeting, several important matters have come up which would seem to demand the attention of the entire retail trade of Canada. Western merchants were anxious to co-operate with the trade in the east and Mr. Coulson wrote Mr. Trowern repeatedly, asking for information and offering assistance and support. But, strange to say, no reply was received until the day before the opening of the convention.

And what was the excuse for not writing? The first reason assigned was that certain articles had appeared from time to time in The Canadian Grocer and Hardware and Metal, and the second was that he thought it best not to disturb the slumbers of the western associations until the time of their convention. Surely these reasons are quite inadequate, but that is a matter for the associations to decide for themselves. The hard-headed business men of the west may require a lot of argument to persuade them that because Mr. Trowern does not like certain articles in the MacLean trade papers, he is therefore excused from answering his correspondence.

In the course of his letter to Mr. Coulson, Mr. Trowern went out of his way to attack the editors and management of the MacLean trade papers and also to discredit the Ontario Retail Hardware and Stove Dealers' Association. He made the statement that the Ontario organization had not been able to secure sufficient attendance at their meeting to elect five officers—a statement which is the direct opposite of the truth, but the motives for which will probably be well understood by the Ontario hardware dealers. In bombastic style he also proceeded to say that the trade in Ontario and Quebec are thoroughly aroused over the attitude of The Canadian Grocer and Hardware and Metal, and they are now taking up the matter with the Dominion Wholesale Grocers' Guild and with the Canadian Manufacturers Association, and he was perfectly certain that the MacLean Publishing Co. would have to change their plans. This statement is, of course, too ridiculous to deserve serious attention.

The MacLean trade papers desire only

the best interests of the retail trade and they do not propose to be frightened by talk of this kind. All honest and intelligent efforts to promote the organization of the retail trade for self protection will, as in the past, have the hearty support of this paper.

SPECIALIZE ON ONE LINE.

In one hardware store visited by a representative of Hardware and Metal recently the editor noticed that samples of nearly half a dozen makes of stoves and ranges were on display in the store. It is unlikely that many dealers scatter their resources so promiscuously, but it is true that too many dealers carry too many lines of heating and cooking goods. Dealers may please travelers by giving them an order for a few stoves after a stock of other lines has already been laid in, but it is poor business and it is doubtful after all if dividing a dealer's trade between several travelers makes real friends of any of them.

From a retailer's standpoint the evils of the practice are numerous. The purchase of many lines in small quantities means heavier freight in many instances and dearer prices in every instance. Merchants who buy one line in carload lots are bound to get better prices and pay much less freight than those who buy only a few samples from different manufacturers. The loss of time in bookkeeping must also be considered. Where one line is carried correspondence is diminished and accounts minimized. Instead of having half a dozen payments to meet only one or two will have to be looked after.

It is unsatisfactory also to have a customer come into a store and select a certain stove but want a size the dealer cannot supply. To have to switch from a talk on the good qualities of the Jones range to those of the Smith in order not to lose a sale is enough to try the temper and ability of a dealer.

Dealers who specialize on one or two lines, buy in large quantities, display their goods and start advertising a little ahead of the selling season and make a study of the lines they handle are the ones who secure the best results in selling stoves and ranges.

DARK PLACES IN THE CODE.

The absence of clear and definite intention in section 520 of the Criminal Code is causing Canadian wholesale merchants much expense and annoyance. They pointed this out to the Government months ago and asked, not that their association and its methods be declared legal, but that the act be made plain, that it be made to mean unequivocally what the Government thought in the public interest it should mean. They contended that everything the Grocers' Guild had done was morally and commercially above reproach. But what they asked the Government to do was to make the code plain and not a mere matter of opinion bandied between judges and lawyers. The jobbers have no desire to be lawbreakers, but as the code stands now the best lawyers in the country cannot tell them whether they are or not.

Under the circumstances it seems strange that the Government having had ample notice should allow the session of Parliament to conclude without any steps being taken to remedy the situation. It is a question affecting every business interest of the country, the right to trade organization and agreement.

Now comes word that Sir Wilfrid Laurier has promised that the Government shall take the matter up at the first session of Parliament next year and that he expresses the view that those engaged in business should have an equal right of organization with labor men. This is satisfactory so far as it goes, but why should the intention of the law be left in obscurity for a year ?

PROGRESSIVE POLICY NEEDED.

The Berlin Machine Company, Beloit, Wis., who have been negotiating with a view to establishing a large factory in Hamilton for the manufacture of woodworking machinery, have decided not to build in Hamilton until the city provides suitable sewer accommodation in the manufacturing district. It is but natural that a manufacturing concern should, before locating a factory, be sure of an adequate water supply, good fire protection and good sewer accommodation, nor is a manufacturing site complete without these. In the "eastern annex" the city has a splendid manufacturing district as far as natural qualifications, railway facilities, etc., go, this providing a strong inducement to manufacturers. Hamilton has gained a reputation for enterprise in securing and providing good accommodation for industries ; and in this case the progressive policy heretofore adopted will surely be continued. The industrial development of the city in the past has been a credit to the council and citizens, and certainly this development should not be allowed to receive the least set-back because of the lack of certain necessary expenditure.

It is a decided advantage to have a manufacturing district in a city, separated to a certain extent from the residential and business sections, and in the "eastern annex" the City of Hamilton has a means to that end, and it would be far from a progressive policy to stint the expenditure for sewer or other improvements if that resulted in the passing over by manufacturers of that section for sites in other parts of the city where the water supply and sewer accommodation are good.

SUMMER TESTS FOR FURNACES.

In a discussion on the subject of specifications or directions for testing furnace heating systems in Summer weather, in an American exchange, James H. Brown, Rochester, N.Y., submits the following scale used in specifications, without knowing its practicability or its origin.

0 degrees outside to be 70 degrees inside.

10 degrees outside to be 75 degrees inside.

20 degrees outside to be 81 degrees inside.

30 degrees outside to be 86 degrees inside.

40 degrees outside to be 93 degrees inside.

50 degrees outside to be 98 degrees inside.

60 degrees outside to be 104 degrees inside.

In the application of a test with this scale it will be readily understood that when the furnace is in operation under a good fire it must maintain a temperature within the building equal to that given in the right hand column when the outdoor temperature is that given in the left hand column. It will be noted that a greater difference between outside and inside temperature is required in the coldest weather, and the difference is steadily reduced from 70 degrees to 65, 61, 56, 53, 48 and 44 degrees, as the outside temperature rises. If this scale has been used and the user can testify to its correctness his remarks will be very welcome. Every observing furnaceman knows that a furnace run as it would be in Winter will raise the temperature in a building higher in mild weather than it would in Winter weather, and will give the scale at least his favorable consideration. No such furnaceman would expect as great a difference to be shown between the inside and outside temperature at the high outdoor temperatures as at the lowest. Doubtless the scale has been tested or it would never have been prepared, and whose who can testify to its value may be induced to do so by its presentation.

Resolve to do a larger stove and furnace business this Winter than in previous years and lay your plans accordingly.

TRADE PAPER ADVERTISING

By Converse D. Marsh

It is easy enough for anyone to record the fact that trade paper advertising has made material advances during the past ten years, and has made specially marked improvement during the past five years.

I do not believe that, notwithstanding all that has been done, a tithe of what is possible has been accomplished.

House organs flourish; special methods of advertising have increased appropriations to the detriment of the trade press, and back of all this, the large manufacturers throughout the country—capitalists who control—give scant attention to the question of trade paper advertising, and secretly have little respect for it, nor do these prime factors in the advertising appropriations believe that their interests can be materially advanced by liberal publicity in the chosen organs of their trade.

The impulse of every large publisher will be to rise up and dispute this statement, but if he does so, let our friend, the disputant, review the fact that trade paper advertising expenditures by our large manufacturers are but minute, fractional portions of the total sum expended for selling the factories' products.

In several instances of which I have knowledge, the large manufacturing corporations spend, for advertising appropriations, less than one-tenth of one per cent. of their gross sales!

Large fortunes are being made by publishers in the field of general publicity, while comparatively small ones are earned by publishers in the specialized or trade journal field.

The makers of the popular magazines can complacently cross their legs and say that this is not only as it should be, but that it is inevitable, while, on the other hand, trade paper publishers do not seem to have had the spirit to make matters better for themselves. They, too, believe that the comparatively small position that they occupy is a reasonable one.

Things are not reasonable, merely because they exist.

The complacency of the big brother may be all right, but I do not believe the acquiescence of his financially lesser kindred is.

A little seething unrest should stir the gentle soul of the trade-paper owner.

Why should the monthly, or weekly, created to amuse people, be a wonderful money maker while mainly it advertises cheap, inconsequential things, while the trade paper, the serious exponent of heavy financial interests, is relegated to an obscure corner in the congregation of publications?

The popular magazine reaches hundreds of thousands where the trade paper reaches tens of thousands, but the goods offered for sale, and really sold, through the influence exerted by many trade papers, largely exceeds the volume of trade sold through the influence of the prominent, popular magazines.

If Postum Post was at the head of some great steel company, wouldn't we see the fur fly in the advertising he did, say in the Iron Age or the Engineering Record?

If the General Electric Company was owned by the Uneeda Biscuit crowd, what a serious factor advertising in the Electrical World would become.

In the steel and iron business of this country I venture to say that the proportion spent in advertising to influence sales would be but an infinitesimal part of one per cent. of the amount of the sales.

Without the means of breaking into the archives of the gentleman who is swaying American breakfast destinies from the magical precincts of Battle Creek, I do not think I will be gainsaid in my estimate that nearly one-half of his total revenue is expended for publicity.

The sales of the General Electric Westinghouse, and the Allis-Chalmers interests alone, in the electrical world, must in combination represent over one hundred millions of dollars per annum.

I wonder, if the gentlemen controlling these electrical giants combined, are spending the insignificant sum of fifty thousand dollars per year with the trade papers?

Can it be that the seller of trifles, logically should spend hundreds of thousands of dollars, whereas, the really large business interests, having a much wider field, think they have exhausted the possibilities when they have expended a few pitiful thousands?

Does the reason for this lay accusingly at the door of either the trade paper publisher, or his customer, or should the burden of accusation be shared impartially by both. Somebody has got to shoulder it.

To my mind, neither the publisher, nor his advertiser, have yet grasped the latent opportunities that exist in trade paper publicity. It is the duty of the publisher to show these possibilities to the manufacturer if the latter cannot spare the time to study them himself.

In some lines, one single trade publication reaches practically every buyer in the field—every man who can influence an order—and yet the advertiser with millions of dollars of possible sales, is content to merely play with the trade paper advertising proposition.

What likewise shall be said of the lack of advertising by the thousands of smaller manufacturers of machinery who could be benefited even more than the few large manufacturers by a greater amount of, and more intelligent, publicity?

Speaking broadly, I don't believe that the presidents and board of directors of our average manufacturing corporations, give five minutes' heed a year to trade papers, or what the trade papers can do for them. They are content to spend a few thousand dollars in advertising account and let it go at that. They show that they have no respect for their publicity departments, because the salaries of the managers of such departments are invariably the lowest paid heads by many thousands of dollars of any departments maintained, and the advertising counsellor is indeed a rara avis.

They think enough in other directions about making sales, but no single force in the trade paper field has yet grappled with them, struck them squarely between the eyes, and made them sit up and take notice that a great force was at their door—a wonderful force and factor that could be utilized in increasing their sales. Because in the multitude of their duties the heads of manufacturing organizations omit any consideration of advertising, will the publishers of the trade press be content to maintain the position allotted them?

Let the trade paper brother gird up his loins, and himself carry the war into Africa, if I may be allowed to so quickly shift my suggestion.

In plain, practical, every-day English, I would say that it is up to the trade paper publisher to himself devise selling plans through publicity, and bring them to the attention of his customers, big and little.

Then too, let him make his reading columns more attractive to the real people who buy the kind of goods that his advertisers have to sell. This makes an abrupt termination but it contains enough of thought to induce me to cease writing.—Printer's Ink.

PROFITS ON FURNACE CONTRACTS

By F. G. Schafer, Youngstown, Ohio. Reproduced by request from Hardware and Metal July 15, 1905

Now that the stringency is past, and everything points to at least three or four years of normal business conditions, is it not well for furnace dealers generally to consider the question at the head of this article? There are certain lines of trade in which this question is never seriously considered, as there seems to be an "unwritten law," or tradition, or custom, regarding a minimum of profit beneath which no self respecting, and certainly no successful, dealer will figure an estimate. For instance, in the shoe and clothing trades a profit of from 25 to 33 1-3 per cent. is considered not only proper, but entirely reasonable, while $100 net still remains the standard or average profit on the sale of a really good piano. While human nature is such that each tradesman considers his own particular business as entitled to a profit slightly better than the average, yet a furnace dealer would be entirely justified, and still remain consistent, by applying this rule to his own estimates. When a piano dealer sells an instrument, even of an average quality, there is scarcely one chance in 100 that he will ever have any ill will or complaints or a lawsuit on his hands because of it, and even when it requires tuning the purchaser does not look to the dealer to do it free.

This same rule applies to almost any other mechanic except a furnace dealer, who, unlike the mason, painter, roofer or carpenter, cannot be sure that he is through with his job when he packs his kit and turns his back upon it. Unlike almost any other article in the building trades, a furnace dealer's product is subjected to the greatest destroying element in nature, fire; besides which fully nine-tenths of the success of his job depend upon conditions outside of the furnace itself. The writer is fully aware that the strong claims made by the manufacturers for the better grades of furnaces are quite true, provided the owner allows, or cellar partitions permit, its proper location and the attendant gives it proper attention. But how often is this the case? Is it not true in thousands of cases—yes, in the great majority of sales—that the purchaser retains a string around the dealer's neck for years after his job has been installed? Another element to be taken into consideration is that a furnace dealer, more perhaps than any other tradesman, takes his reputation in his hands the moment he enters this business. Indeed, it has been said that even if a dealer in furnaces were as honest as Job he could not sell 100 furnaces to 100 different persons and retain a reputation for common honesty in the minds of all of them.

Unfair Risk Compelled.

No matter how good a cast iron fire pot may be constructed it is a well-known fact that its life, especially with soft coal, is as problematical as that of a lamp chimney, which may crack the day it is bought, or last for years. I have in mind an unusually thick and apparently durable fire pot (20 inch, weight nearly 400 pounds) which cracked and sent volumes of smoke into the rooms during February of the second Winter. Hundreds of dollars' worth of these furnaces had been sold by this dealer previously, some to intimate friends, a number of whom had similar trouble. And they speak of this dealer in the same vein as one would of a thief or confidence man. Yet the dealer was just as honest in his intentions as the man who placed the slate roof on his customer's residence and who retained the owner's good will, simply because slate is not subject to wear, while a furnace is.

Is it any wonder, in view of these things, that many hardware dealers positively refuse to handle furnaces for fear that this addition to their business will "queer" their other lines? How often are furnace dealers called out in zero weather to pacify furious customers, only to find out that clinkers have not been removed or the cold air slide is not properly adjusted. Or probably the customer himself insisted upon a poor location for the furnace or registers, for which error the customer rarely blames himself when Jack Frost compels him to be up against the fruits of his own folly.

Unreasonable and Unprofitable.

Some time ago the writer was berated for refusing to send a man, free of charge, at a cost of street car fare and nearly a half day's time, to instruct a user of his furnace, this man having bought the house five years after the furnace was installed. Some time later a housekeeper threatened by telephone to "tell her neighbors what kind of a man you are" unless the dealer would clean out her furnace of soot free of charge. On another occasion a customer asked for a man to fix his chain which the children had disarranged or broken, and to do this free of charge, although it meant 20c. street car fare, a trip of 5 miles, and one-half day's time of a workman.

Recently a notorious "Cheap John" furnace dealer was considerably puffed up by the fact that he had sold 112 furnaces in 1903 and about 100 in 1904, and did not seem to realize that the number of dollars he had earned was of more importance to him than the number of sales he had made. This man has no financial standing, drives a horse and wagon that would do credit to the average rag peddler, and gets as little as $27 worth of pipe by freight c.o.d. Last Summer even this small lot of pipe was allowed to lay in the freight house for nearly three months until 75c. storage had accumulated. Finally the manufacturers arranged with another dealer who did not sell one-third as many furnaces, but who had a gilt-edge credit, to take the goods at three-fourths of their value rather than be forced to pay the freight both ways.

Price and Profit Too Low.

Fellow furnace dealers, it is not time to call a halt on "Cheap John" profits in this business, in which more than in any other, it is impossible to please all, and in connection with which are so many unpleasant and worrying features, due largely to the purchasers themselves? One of the most successful dealers the writer is acquainted with says: "Irrespective of the grade or price of a furnace contract I look upon every sale as a proposition in which I may look for some annoyance or loss of time, due to the carelessness or laziness of the users themselves, and that each contract should net an average of $66.67. I set this odd figure, which is two-thirds of $100, so that it is an easy matter to get a rough estimate of my profits, as every third sale means a profit of $200." Inquiries among other dealers of the better sort shows that, with the exception of sales to real estate firms, the minimum of profit on any contract direct with the user should never be less than $50.

Furnace dealers should realize than an unreasonably low estimate is an injustice to their fellow competitors and that a contractor as well as a laborer can be a "scab" in the trade. To bring about better prices, however, every dealer should use his influence to educate the buying public in the fact that it does not pay to give up less than three figures for a furnace job, or as the couplet puts it:

To make it pay you in the end,
Over one hundred you must spend.

The writer trusts that this article will call forth others on this vital question to the trade. At all events, if it will cause a certain class of dealers to stop for a moment and do a little thinking it has not been written in vain.

THE TRADE IN TWIN TOWNS.

The hardware trade in the twin towns of Port Arthur and Fort William is, according to appearances, on the eve of an era of unprofitable competition unless something is done to develop a more friendly and fraternal spirit amongst those engaged in the trade in the two thriving towns.

Lying at the head of lake navigation a bright future lies before the towns. Which is to have the advantage in the future is, of course, uncertain, but it is likely that before many years the towns will grow together, and the three miles of factory and town lots intervening will be taken up and one large united city result. In the matter of residential location, Port Arthur occupies the most favored site, it being on a hillside, while Fort William is on low-lying ground more favored for industrial purposes.

With populations about equal, Port Arthur has two hardware stores while six are doing business at Fort William, with another small stock at West Fort, a suburb two miles west. At Port Arthur, Wells & Emerson and Marks, Clavet & Dobie carry stocks worth from $80,000 to $90,000, both stores being first-class in every particular, with well-dressed windows and neatly arranged and roomy interiors. The latter firm do a large retail and jobbing trade in groceries in addition to their hardware business. They have a large warehouse capacity but are adding to it by erecting a new three-storey building for storage purposes. Mr. Emerson, whose firm also does a large jobbing trade, in conversation with Hardware and Metal, agreed with the view expressed in the first paragraph, adding

that while his firm had done a business of about $54,000 greater in 1905 than in 1904, an increase from $150,000 to upwards of $200,000, profits had decreased sixteen per cent., and he looked for a similar increase in the business volume and decrease in profits this year. In addition to the two firms named, two tinsmiths, A. Clavet and J. W. Barnes, carry housefurnishings and stoves, the latter also doing a first-class plumbing trade.

Fort William has been satisfied with three hardware stores up to the present Summer. W. S. Piper, the Fort William Hardware Co., and J. & T. Piper all having old-established businesses. Three months ago, however, Bert Gerrie, formerly of Wingham, Ont., joined his brother, who had been clerking for the Fort William Hardware Co., in establishing a new store, and this was followed by the Northern Engineering & Supply Co., J. T. Armstrong, manager, who commenced by making a specialty of heavy goods, valves, electrical, steam and boat supplies, adding a stock of builders' hardware, and by the Coslett Hardware Co., who are doing a builders' trade from a warehouse, although their store building is not yet completed. Piper, Hogarth & Piper, at West Fort, and W. H. Smith, tinsmith, Fort William, are also factors in the trade, while stocks of enamel and tinware are also carried by several groceries.

In addition to this competition the twin town trade is being cultivated by Toronto retail jobbers' list houses who are selling nails at the upper lake towns at $2.10 base, while the price to the retailers is $2.15. Lock sets, etc., are also being sold to consumers in large quantities. Still more competition is felt by the trade owing to the sales to consumers by regular jobbers, one instance being where a Winnipeg jobber took an order from an elevator company for certain goods, nails being sold at $2.10 in order to get the business. Retail prices have, on the whole, been held firm until recently, sample prices being $3.25 for nails of standard sizes and $1 for lanterns. Nails are being cut down to $2.75 now, however, and screen doors are also said to be being subject to a considerable cut in some stores. An association of builders and hardwaremen has not succeeded in keeping prices at the old figures, and while there are members of the Ontario Retail Hardware Association in both towns some are holding out, and unless the dealers get together matters are likely to go from bad to worse.

The Fort William Hardware Co. have planned to erect a new store building this year but are still in their old quarters. With the many new dealers preferring to risk over-competition in Fort William to opposing the very strong Port Arthur houses, the new building may be delayed until next season.

W. J. Copp, Son & Co., have an excellent site for their stove foundry, being located on both railway and electric lines, besides being close to the river, about half way between Fort William and West Fort. Located at the head of navigation and in a favored position to secure raw material, the Copp Co. should be able to secure a large share of the trade from Manitoba and the new provinces.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Clare Bros.' Furnaces.

A warm air furnace catalogue just issued by Clare Bros. & Co., of Preston, Ont., has found its way into our hands. In addition to descriptions of their various styles of furnaces, it contains chapters on warm air furnace installation, chimney flues, furnace management and a number of rules and tables with which every heating contractor should be familiar.

The catalogue is a handsome book of forty-eight pages and measures 6 x 9 inches. It is printed on heavy tinted paper and the typesetting is clean and the illustrations clear cut.

The place of honor is given to the well-known Hecla furnace, which is described in such a way as to emphasize the excellence of its design and the careful workmanship employed in its construction. Some pages are devoted to a discussion of the patent fused joint, which is used exclusively by Clare Bros. & Co. They argue that this is the only permanently tight joint between iron and steel and they attribute much of the success of the Hecla to the results obtained with this joint.

The Hecla side-wall is a new register which has just been completed by this firm, and they show it in seven sizes. It is claimed that it can be placed in position with less trouble and in less time than any other register made.

Clare Bros. & Co. have their foundry located in Preston, Ont., where they carry a large stock at all times. At Winnipeg a branch warehouse is under the management of Clare and Brockest. and stocks are carried by Cunningham & Worth, at Vancouver, B.C., and the Mechanics Supply Co. at Quebec P.Q.

New Kelsey Booklet.

The James Smart Manufacturing Co. have out a new booklet on the Kelsey system of heating and ventilating. It is neat and comprehensive and besides illustrating the Kelsey system, gives valuable suggestions and hints to those engaged in such work.

AGENT FOR ENGLISH FIRM.

Alexander Gibb, 13 St. John street, Montreal, has been appointed agent for Thos. W. Ward, Albion Works, Sheffield, England. Mr. Gibb will represent this firm in Quebec, Ontario and Manitoba. These people are large exporters of wrought iron scrap, old wrought iron, puddled bars and billets, their business being entirely in semi-raw material, which is used for the manufacture of finished goods. They do considerable business in breaking up old men-of-war, battleships and cruisers, and in consequence have a lot of gun metal, brass, etc., to sell. Thos. W. Ward Co. are also open to do business through Mr. Gibb in Canadian products, such as ores, nickel, aluminum, lead, old rails, iron railway axles, scraps from horse nail manufacturers, etc., mica and asbestos.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

888. Machine tools, etc.—A Yorkshire engineering firm manufacturing all classes of high-class machine tools, lathes, shaping, planing, shearing machines, desire to open up negotiations and invite correspondence with Canadian buyers.

889. Worsted yarns.—A Yorkshire firm of worsted spinners ask to be put in communication with Canadian buyers of worsted yarns.

890. Machinery.—A Yorkshire firm invite correspondence with Canadian firms interested in machinery for cutting and straightening wire, wire drawing and wire forming, and all machinery used in wire manufacture.

891. Girders, etc.—A Yorkshire firm manufacturing all classes of locomotive, agricultural and stationary boilers, oil and water tanks, girders, etc., invite correspondence with Canadian buyers.

892. Wire.—A Yorkshire firm of wire manufacturers of all descriptions, ask to be put in touch with Canadian buyers.

ANOTHER FIRELESS STOVE.

A fireless stove, it is reported, has been perfected by C. W. Reynolds, of the Reynolds Refrigerator Co., Omaha, Neb. The device consists of an air tight metal receptacle, surrounded by air tight compartments and layers of mineral wool, both of which are non-conductors of heat. When meat, vegetables or anything in the roasting or boiling line is to be cooked it is placed on an ordinary stove or range for a few minutes until it is heated to the boiling or roasting point. It is then placed in the fireless stove and the air-tight cover is put on. The original heat is retained in the compartment and the food is entirely cooked without further use of fire. The stoves, it is stated, will be placed on the market.

NEW MANUFACTURERS.

The Bowman Gas Range Co. have recently commenced the manufacture of gas ranges at 103 Lisgar street, Toronto. Although but a new concern they have met with exceptional success with their ranges, and intend ultimately to make water heaters, radiators and gas grates. H. H. Bowman and W. J. Hallorn, both men of practical experience are at the head of the company.

WHO MAKES MICA?

A subscriber writes: "Can you give me the address of the concern making mica at Buckingham, Que.?

EXISTING CONDITIONS IN STOVE TRADE

At this season of the year it is opportune to review the conditions existing in the Canadian stove trade as regards the new improvements made, the demand for the various lines of heating and cooking goods manufactured, the forms of competition being felt amongst the trade, the cost of manufacture and the profits secured by retailers. A number of prominent Canadian stove manufacturers have been asked to express their views on the subjects enumerated and a few of the replies are reproduced below.

With the exception of the new lines made necessary by the increased use of natural gas, there does not appear to have been many new features embodied in the goods offered to the trade by the founders, and prices have been held close to last year's figures in spite of the advances made in cost of manufacture, largely because of the considerable stocks held over by certain manufacturers and dealers owing to the mild Winter.

There seems to be a general demand for the lower priced lines although the dearer goods are finding a ready sale. Some differences of opinion exist as to the continued measure of popularity likely to be enjoyed by steel ranges, the comments of the manufacturers being divided on this subject. To meet the competition of departmental stores and mail order houses dealers subject to competition from these sources must carry a line of cheap goods. It is far preferable, however, not to endeavor to sell them, but to put all energy in talking the quality of the better grades and using the cheap line on the floor as a "horrible example" of the output of the "cash in advance" mail order concerns.

Competition of Peddlers.

While it appears that the stove peddlers are not gaining much headway and the tendency is undoubtedly more towards the volume of business going through the regular trade channels, the peddlers still sell a lot of ranges. With ordinary enterprise in advertising the regular dealer should have no difficulty in competing successfully with the peddler, as he can sell more cheaply and talk more forcibly regarding repairs than the peddler. In California a law calling for the payment of a business license has put this form of competition completely out of business. Exhibits and demonstrations are probably one of the best methods of combating either catalogue house or peddler competition as this form of advertising is particularly effective in reaching the housewife and building up confidence in the local dealer.

Fair Margin of Profit

As better prices can be secured on good ranges than on the cheaper lines it is good policy to push the best articles. Dealers too often sell on too close a margin, not figuring sufficiently for the time occupied in setting up the stoves for display as well as assembling them in the customers' homes after a sale is made. One Ontario dealer last season arranged with his foundryman to sell him a quantity of stoves with a special brand name. The line cost no more by taking the quantity, but they were well advertised and brought $5 more each, the dealer realizing over $200 after covering all expenses. A fair margin of profit is necessary in handling such a bulk line as stoves and ranges, and if a dealer keeps a reputable line in a clean and attractive store with everything bright and shiny, few customers will balk over paying a good price.

* * *

The letters received from the stove manufacturers follow :

From the Burrow, Stewart & Milne Co., Hamilton, manufacturers of Jewel stoves, ranges, furnaces and gas ranges :

"We are making an entirely new line of cooking ranges, heating stoves and burners for natural gas. We are continually making new patterns of stoves and scales, but we are not introducing any radically new features, as you put it.

"Trade is better this year than ever before. We think that on account of the large number of heating stoves carried over by retail dealers last season that the demand this year for heaters will not be so great, unless the cold weather begins early in the season. If we have an early Winter we shall be able to sell all the heaters we can make,

"Prospects for trade in the great west this Fall are good, notwithstanding American competition. We have booked a large number of orders, and are shipping goods as fast as we can get them ready. It is a pity that our Government will not do something to stop this American competition, as American firms are selling goods in the west at any price they can procure, and seem determined if possible to capture the trade. The only thing would be for the Government to put on an increased duty —a specific duty rather than an ad valorum duty.

"At present the demand is for steel ranges and furnaces and for the cheapest stoves that can be made. We speak of the western demand, and this demand for cheap goods comes from the new settlers, who are starting housekeeping and want to do it in the most economical manner possible. In a few years all these people will require better goods, but there will always be a demand for the cheap goods while the country is filling up. We do not believe that the demand for steel goods will be long maintained. Steel goods are not so durable or so satisfactory as cast iron goods, and we believe that in a few years the tide will turn, and the demand will again be for good solid cast iron stoves and ranges.

"Prices have hardly advanced proportionately to the increased cost of labor and raw material. The profit to the manufacturers is not nearly so large as it ought to be, but we believe that nearly all the retailers in Ontario, Quebec and the west get a good fair profit on all their sales."

* * *

From the D. Moore Company, Hamilton, stove founders and manufacturers of tinners' supplies :

"We understand that ordinarily there is a fair amount of stoves carried over from last season although we do not consider that same is going to effect our business to any appreciable extent as our travelers advise us that there is only a limited number of Treasure stoves carried over, and we not only anticipate the largest business we have ever done this coming Fall, but we expect our year to be the largest we have had in our history. This is what present conditions indicate and applies not only to the Ontario and Quebec market but also in the western market.

"Our experience is that the competition from the United States manufacturers is not so very great when the quality of the Canadian-made goods is considered, for as a rule we find the United States goods are cheaper and rougher made, although there are heavy shipments being made of same into the west, and no doubt the import is aided from the fact that there are so many United States settlers going into the west.

"We find an increasing demand for steel goods, although the trade is good with regular cast iron stoves and ranges.

"In spite of the fact that there has been considerable increase in the cost of labor and raw material and while there have been some revisions in price this year, there have been practically no changes made in selling prices."

From the Telephone City Stoves, Limited, Brantford, manufacturers of air-tight, top draft wood and coal stoves and oven attachments :

"As we only make a line of sheet iron heaters we can not answer some of your questions. We are not introducing any new features this year. The condition of trade is not nearly so good as usual, in a large degree because dealers are carrying heavy stocks from last year and are not disposed to purchase many stoves even though their stocks are light. In our line the dealers have the best end of it as our margin is fine."

* * *

The McClary Manufacturing Company, London, manufacturers of stoves, ranges, furnaces, enameled and tinware :

"We have added a number of improvements to different lines this year, including a feed pouch and new dress to our Kootenay steel range, patented emery rod and nickel plate above the hearth plate to our Pandora range, and a new dress to our air-tight heaters, and a number of other minor changes.

"In addition to the above changes we have placed on the market a complete

line of new gas stoves, a new side wall register which we have had patented, and a new line of furnaces for soft coal.

"Our new gas stove, the Caloric, is equipped with all the latest improvements, including a safety lighter, counterpoise oven doors, sectional removable burners, enameled door linings, steel lined ovens, regulating needle valves, etc. It is made in a dozen or more different styles, with low and elevated ovens, with and without broiler, elevated oven and leg base, with and without nickel dress, in large and small sizes, and for both natural and artificial gas.

"The feature of our new side wall register is that a furnace man can complete the job of installing a furnace in a new house in one trip, which saves the loss of time caused by second and third trips to finish a job. The wall frames can be left ready for the registers, and these can be screwed on by the customer or carpenter after the plastering and carpenter work has been finished. The registers will not then be defaced by plaster and building operations. When used in old buildings, the frame is wide enough to cover the ragged plaster, which of course is a strong point.

"A furnace for the exclusive use of soft coal requires special construction to withstand the fierce fires and long forks of flame produced by the peculiar qualities of soft coal, and to extract all the heat from the fuel consumed. The Sunshine is constructed on similar lines to our cupola for melting iron, in which the most intense heat is generated by a forced supply of air mixing with the gases and producing absolutely perfect combustion. To do this we have two supplying inlets through which the air is forced into the hot blast chamber formed by a hollow cast iron ring, which fits between the top of the fire pot and the dome. When heated to a great degree, the air rushes through perforations in the ring into the fire chamber and mixes with the gases, causing perfect combustion of both smoke and fuel. The radiator is cast in two pieces and bolted together on the outside, leaving no obstructions on the inside to clog up. The sides being perpendicular, are self-cleaning. There has been a big demand for this furnace and already it has proven a success.

"Trade this year already shows a considerable advance over the same period of last year, and the indications are that the Fall demand will also be very much heavier.

"We carried over very little stock from last year and have felt no effects from that carried by other manufacturers.

"Already the indications from the west are for a heavier demand than last year.

"The stove peddlers by their energetic methods are getting a lot of business, but they sell mostly to people who do not need stoves, and would not buy without being 'talked into' the purchase, consequently we do not feel this competition to any great extent.

"We find the demand in the older parts of the west is for an expensive, well-built steel range; in the newly settled parts for a small, cheap stove, and in the middle and eastern provinces for a handsome, well finished cast range.

"It is hardly possible to advance prices in proportion to the increased cost of labor and raw material, although a slight advance has been made on a number of lines this year.

"We think the retailer gets a very profitable margin on his stove sales, particularly when one considers the small stock—practically only a sample of each line—which it is necessary for him to carry. From the heavy stocks carried by our various warehouses in different parts of the Dominion, quick delivery can be made to almost any point, and the retailer takes advantage of this to carry a very small stock, relieving him of the necessity of locking up a lot of money in goods."

AMERICAN STOVES IN THE WEST

American competition is a factor with which Canadian manufacturers of many lines of goods are forced to reckon very seriously in the struggle for the Western Canada market. There is keen competition in many lines, but perhaps in no other is the race for trade more interesting than in stoves and ranges. The western market is calling for ever increasing supplies and it is demanding more and more of the attention of Canadian manufacturers. New factories have been built in Eastern Canada and extensive additions have been made to old foundries in order to supply the demands of the newer Canada. The American stove manufacturers have established agencies in Winnipeg and are doing their utmost to push their Canadian sales.

Increased American Imports.

A glance at the statistics of the customs house shows the steady growth of American stove imports. The total imports of stoves from the United States amounted in 1900 to $129,676, in 1902 had increased to $172,791 and in 1904 were $365,997.

The Causes.

These figures indicate a steady growth of the American stove trade in Canada and this trade is confined almost entirely to the west. What are the causes responsible for this growth?

Inquiry reveals two main causes for the growth of American stove trade in the Canadian west. In the first place one should consider the nature of the population. From June 30, 1905, to June 30, 1906, 212,590 Americans came to Canada as settlers from the United States, and, almost without exception, these people found homes in the west.

Now, what does this mean from the standpoint of the American stove manufacturer? It means that a very large proportion of the population of the Canadian west have always been accustomed to using stoves of American manufacture and it is easier to sell them goods with which they are familiar than goods with which they are entirely unacquainted.

Perhaps there is no article in the entire household about which the average housewife is more particular than her stove, and if the American housewife was satisfied with a particular make of stoves in the United States it is easy to sell her the same stove in Canada and difficult to persuade her that any other make is equally as good or superior to the stove she has always known.

It follows, therefore, that the American stove manufacturer whose stoves have been on the market for a number of years and who makes a really good stove that will stand the test of long usage, possesses a very considerable advantage in the Western Canada market. His stoves are already regarded with favor by a large proportion of the Western Canada consumers and it only remains for him to secure the co-operation of the hardware and heating trade and to push sales energetically.

Demand Exceeds Supply.

The second cause of the rapid increase in the sale of American stoves is the fact that for several years the demand has been greater than the Canadian supply. The country at large, and particularly the western portion, has grown more rapidly than the Canadian stove industry, although it has made big strides in recent years. Stove dealers complain that they have often been compelled to wait months for their stoves and that rush and repeat orders could not be filled promptly. Under these conditions they sought relief by buying American stoves.

A Mail Order House.

During the last few months a mail order stove business directed from Winnipeg in the interests of an American foundry has come into some prominence. As yet it is only in the experimental stage and it is impossible to say just what will be the final outcome of this new departure—new for Western Canada.

It would be impossible to make any general comparison of the relative merits of the Canadian and American stove. Perhaps the American manufacturers as a rule lay more stress on the finish of their goods than do the Canadian, but even that comparison might be disputed. Certain it is that the Canadian stove does not suffer by comparison with its American rival and as Canadian foundries increase their output there will be a sharp struggle to stop the increase of American stove sales in Western Canada. Until the Canadian output is greatly increased, the present duty of 25 per cent. will not be sufficient to prevent the increase of the American stove trade.

THE OLD-TIME FIREPLACE.

The stoves an' the steam heat "git" me
These wearisome wintry days!
Gimme the old-time chimbly,
The backlog an' the blaze!
I want to sit where the oak-fire gleams,
An' tell old stories, an' dream old dreams!

The steam heat—it says nuthin',
The stove hides dreams from sight;
But the flames of the open fire
Sing songs of a Winter night!
Settin' there, where the bright light streams,
I tell old stories, an' dream old dreams!

Youth comes back with its roses
As I dream by the fireside late,
The face of the old-time sweetheart
In the starlight at the gate!—
Old times, old loves, in the firelight's gleams,
The old sweet story, the old sweet dreams!

FRANK L. STANTON.

WINDOW AND INTERIOR DISPLAYS

A RANDOM SKETCH

Sydney Arnold in the American Artizan.

John Tommirot, a tinner at Nevergo-near, Iowa, walks down the street and sees a splendid window display in the five and ten cent store. "And why haven't I a large front window in which to show my stoves, baking ovens and kitchen cutlery?" he asks himself. He goes home and telephones the town painter and the town carpenter. He finds a new window will cost in the neighborhood of $225. "Ye gods and little fishes! The brick wall will do." And people passing in front of Tommirot's establishment have to go inside to see his wares, as in the past.

Fred Holditin has a small clerk and a hardware establishment at Oldbuckville, Indiana. His place is small, but he has the best class of goods and knows more about hardware, stoves and tinsmithing than any other man in the county. He has an old suit of clothes that he has worn for the last thirteen and a half years and that he still wears when called to put up a stove pipe or when selling imported enameled ware to Mrs. Uptodate of the Town Castle. Mr. Roundthecorner, his rival hardware dealer, has a larger establishment, but sells cheap enameled ware for the best brands of imported. He sells a cheap steel range as the best on earth. He not only makes a bigger profit than Holditin, but he effects four times as many sales. He looks neater and his establishment is as clean as a Dutch woman's dairy. Holditin went around to see Roundthecorner one day and envied his tailor-made suit and his patent leather boots. He went to see the latter's tailor the same afternoon and discovered that a suit like Roundthecorner's cost $40. Patent leather shoes were worth $6 or $7, so Holditin bought not and continued as perviously.

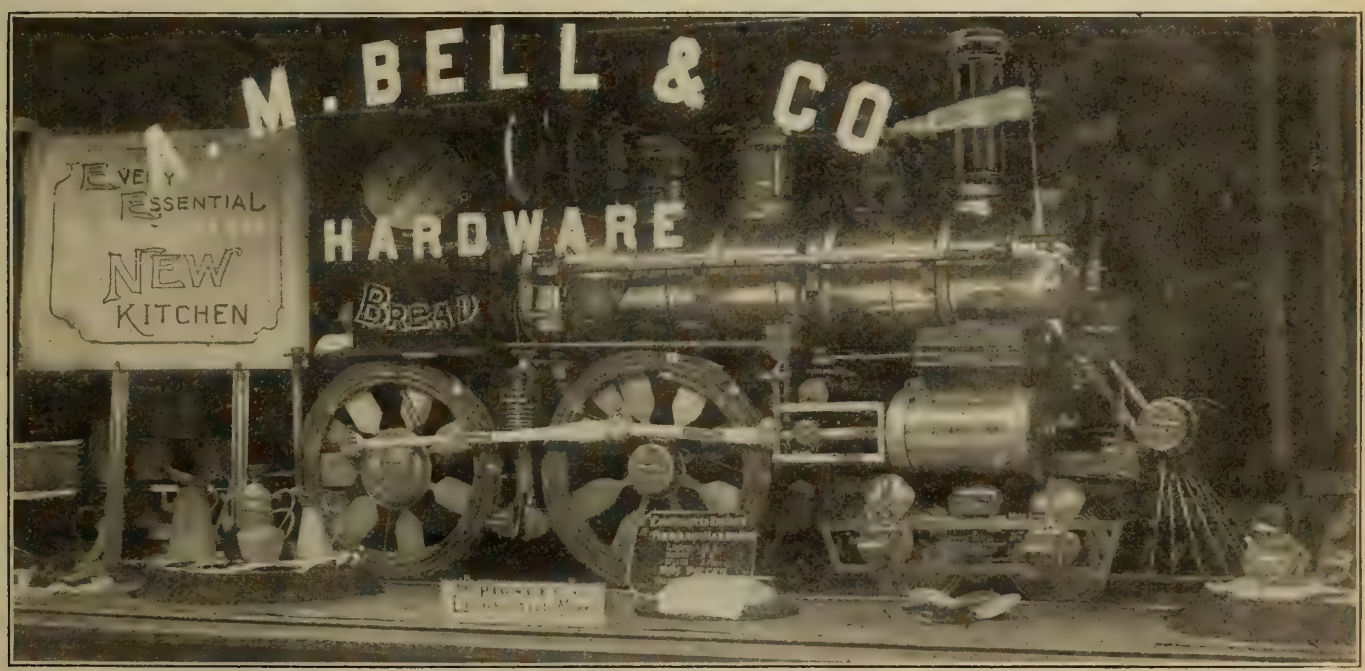
Thomas Skinflint is a heating expert. Eight or nine years ago he bought a number of direct draft furnaces. He sold twelve the first year, three the second and one in each of the succeeding years. Meanwhile another furnace man in the same town was selling and installing new improved furnaces that increase combustion and decrease fuel. Skinflint's were being stored in the back part of his establishment, taking up more than one-half the room. Every one that he installed proved unsatisfactory. What was Skinflint to do with the residue? He thought it over. They were selling at prices way below cost at the time. Not even reduced prices could create a demand. The manufacturers would not buy them back. He determined to keep them. They were too good to be thrown to the scrap pile.

Sam Squeezithard has an immense pile of scrap tin in the back yard of the sheet metal plant at Conservatism, Kansas. Once every six months Sam has a call for a piece of tin just about the size of some that he has in the pile. Every six months the scrap pile comes in handy, so Sam continues to make it larger and larger, and the property on which it is located is sold at $400 a front foot.

Joe Neverspend is located round the corner, down the alley, the first door to your right in the rear. Joe has from three to six customers a day. He walked down Main street recently and counted the people passing a certain corner. He found that there were eighty-nine every three minutes. No one ever went near Joe's establishment except when they had to. Joe went around to see a real estate man and priced property. The corner, on which Joe had counted eighty-nine customers, rented at $450 a month, so Joe stayed where he was.

Walter Thrifty is a tinner. He does a pretty good business and has four assistants. About twenty years ago he bought two fire pots. They were good fire pots at the time. They were made to last and they did last. His assistants always carry around a box of matches, a crow bar, a sheet metal cylinder, to be used as a screen, and a bellows, when they expect to use these fire pots. They are twenty years old. Thrifty could use two cornice brakes. Instead of that he made a contrivance of his own a good many years ago and has dickered with it a hundred times since. With two good fire pots and one real cornice brake, Thrifty could get along with two men and a boy. But Thrifty comes from good, old, conservative, provident ancestors, and he hates to see the shekels flow.

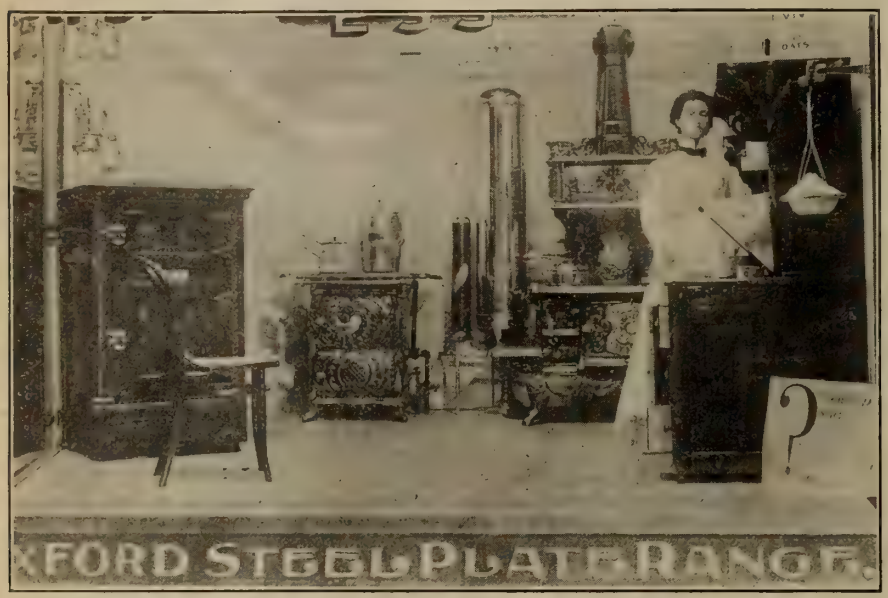
Alex. Tightwad started up in the



Window Display of Cooking Utensils for June Brides

hardware business in a good sized New England town in the early seventies. He has been at the same location ever since. Along about 1880, Tightwad bought the property on which his store is now located. It was a good investment. It was on Main street, near the corner of State, the intersection of the two busiest thoroughfares in the town. Next to Tightwad is a department store. On the other side is a drug store with a soda fountain, cigars and cigarettes, prescription department, all spick and span. In thirty years Tightwad has accumulated an awful bunch of truck. It would take four men and a horse just about four years to sort it out properly. Tightwad knows what good shelving looks like. He has seen it at Ernest's store in the capital of the state, but Tightwad knows that it costs ninety cents per lineal foot, that it would take a long time to arrange the stock properly, and decides to get along with the junk heap.

The Pennsylvania Railroad typifies progress and success. It is about to send twenty thousand serviceable freight cars to the scrap heap as fast as possible. These cars will be replaced by cars made of pressed steel—the most advanced type in perfection of equipment. They know that the relegation of these cars to the old material dealers is a good investment. It is in line with their policy of the past. Is it hard to explain why some people are successful and why others complain of present unprofitableness in business, of the retail catalogue houses, of unrestricted prices, of direct dealings between manufacturers and consumers, and so on?



June Bride's Kitchen Window Display.

INGENIOUS WINDOW DISPLAY OF TINWARE.

June is the month of weddings, and while most window displays arranged to catch the trade of newly married couples are devoted to silverware, cutlery, and other articles suitable for presents, a departure was made from this in the locomotive tinware display shown in the accompanying engravings. The display was arranged by S. S. Wetmore, traveler for A. M. Bell & Co., Halifax, who visited the Intercolonial Railway depot and made a thorough sketch of the modern locomotive prior to planning and constructing the locomotive shown, which is made entirely of tinware and hardware, 231 separate articles being used in the construction, all of these parts being wired and soldered together, the total value of goods damaged in the display amounting to only 14c. The locomotive was 10 ft. in length by 5 ft. 4 inches in height, and 3 ft. in width.

The background and end of the window containing the display of kitchen furnishings for June brides, were draped with dark colored hammocks, while the side of the window was covered with rubber door mats, representing concrete. The railway tracks were lifted 1 inch, with a black margin at either side to give relief to the track. On the left side of the locomotive stood an easel supporting an artistic sign reading as follows: "We carry everything essential to furnish the new kitchen," the sign being done in relief and flat alabastine, surrounded with a gilt frame and decorated with white ribbon bows, similar bows being attached to the prominent parts of the locomotive. The space surrounding the other end of the locomotive is occupied with high grade enamel ware, one and two with oil stoves, and other kitchen utensils. Above the locomotive was arranged a sign containing a topical local hit, reading. "The first board of trade industry. A. M. Bell & Co., nonsubsidized locomotive works; engines constructed on the premises while you wait." The articles comprising the display were as follows:

2 stove boards, 3 waiters, 2 oil stove ovens, 3 coils hose, 9 patty pans, 1 egg beater, 1 pint cup, 2 conductor elbows, 1 milk pan, 1 fruit press, I milk skimmer, 2 creamers, 2 door stops, 2 dampers, 2 clamps, 1 A B C plate, 1 carriage lamp, 1 covered pail, 2 transom lifts, 2 ox knobs, 3 bread boxes, 2 kettle covers, 12 fuse tubes, 25 butter spades, 3 knobs, 1 lamp heater, 3 cake pans, 4 funnel tubes, 2 stair rods, 1 stove toaster, 12 stove lifters, 7 dripping pans, 5 creamer taps, 4 cake pans, 9 pokers, 1 dish pan cover, 11 pipe collars, 2 brackets, 2 levels, 2 meat saws, 1 cake closet, 14 lamp collars, 1 trivot, 6 pie plates, 1 lamp top, 2 jelly molds, 3 powder cans, 4 vegetable presses, 2 cake turners, 10 chain links, 4 pot covers, 2 cages, 2 filters, 2 stove pipes, 2 table mats, 4 graters, 4 hoop irons, 3 axe handles, 2 planes, 2 steel squares.

TWO GURNEY OXFORD DISPLAYS.

The views of the interior and window displays in the Gurney Oxford Stove & Furnace Co.'s store at 231 Yonge street, Toronto, are excellent examples of effective arrangement for the sale of heating and cooking goods. The window dresser has his "dummy" a trifle overdressed for work in the kitchen, but as she is apparently laboring under favorable conditions with such modern conveniences as a kitchen cabinet, refrigerator, gas range and water heater,



Interior Display of Kitchen Goods in Gurney Oxford Store, Toronto.

the presence of the stand-up collar may, perhaps, be excused. As a catchy window for newly married couples the arrangement is a striking one.

The interior display could hardly be improved upon. The store is 20 x 120 feet in size, about 20 feet at the rear being devoted to an office elevated about three feet above the floor level. As will be seen in the illustration, a large quantity of stoves and ranges is stocked. the coal ranges being shown along the right wall behind the shelves on which the samples of cooking utensils are displayed. Towards the back hotel outfits, furnaces, side wall registers, etc., are shown. On the left side and in the centre are shown the large line of gas ranges made by the Gurney Foundry Co., as well as gasoline, oil and other stoves. Water heaters, refrigerators, etc., also occupy prominent places in the display.

The Gurney Oxford & Furnace Co. have two stores, the second one being at 287 College street, and both being under the management of Austin Eaton, who has been connected with the business since its inception. Mr. Eaton is a great believer in window display advertising, favoring special displays of a particular line to a general mixture of various classes of goods. The splendid use made of the floor space also indicates that he believes much in effective interior arrangement of goods.

FISHING TACKLE WINDOW DISPLAY.

A. N. Patriarche & Co., Battle Creek, Mich., recently put a fishing tackle display in their show window, which was the means of creating a good business at the time. The base of the window consisted of sod terraced to the top of tank, which contained running water with small perch, shiners and bass, together with small turtles. In the corner was a small oak tree and underneath was a lunch basket, tackle box and other items necessary to make a complete outfit. The background consisted of seines. In the foreground were fish lines, spinners, flies, fish hooks, while in the background to the left fish rods were suspended. A good photograph was made from a 15-minute exposure with electric light reflectors.

CANADIAN HARDWARE STORES
No. 6.

The accompanying four illustrations show different views of the new store completed a year and a half ago by the Lawrence Hardware Co., of Revelstoke, B.C., the store being 50 x 100 feet in size with electric tinsmith and plumbing departments at the back of the upstairs and four sets of offices comprising four rooms each in the front of the building on the second floor. The building has a full size stone basement, it being heated by hot water and lighted by electricity. The company employs two tinsmiths, three plumbers, one electrician, one driver and two store clerks, in addition to T. E. L. Taylor, the secretary-treasurer, and William Lawrence, manager and director. The company was formed in 1904, and the new building was occupied in February, 1905. They are sole selling agents in Revelstoke for Gurney-Tilden stoves and ranges, the Thomas Davidson Mfg. Co., enamel and tinware, the British American Paint Co.'s paints and Starrat's mechanics' tools. One of their recent contracts was for a complete water system for fire protection and domestic use and for the electric lighting plant for the Lundy Lumber Co.'s mills and buildings at Three Valleys, B.C.

The great width of the store is shown in the one engraving, the photographer having evidently endeavored to get a photograph of all the employes in preference to one showing the window displays, the large size of the windows allowing plenty of scope for a clerk enterprising enough to make a study of the art of window dressing. The illus-

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CANADIAN HARDWARE STORES, No. 6—Lawrence Hardware Co.'s New Store at Revelstoke, B.C.



Lawrence Hardware Co.'s Display of Heating and Lighting Fixtures.

trations showing the interior of the store are well taken. The view showing the shelf hardware of a large stock



Cooking Ranges and Kitchen Utensils in Lawrence's Store.

is tastely arranged, although not to so good an advantage as it would be were a few dollars spent in hardware shelf boxes. The views showing the stove and tinware departments show a well arranged stock where little difficulty would be experienced in placing the hands on any articles desired.

The placing of the stoves and ranges is very systematic, and plenty of room is allowed for display. The large assortment of lighting fixtures and lamps, while necessarily taking up much ceiling space, makes a display which is bound to attract the eye of any customer desiring goods of this kind. The cabinet and silent salesman for the display of silverware and cutlery occupy prominent positions where much trade would be certain to be drawn to the department.

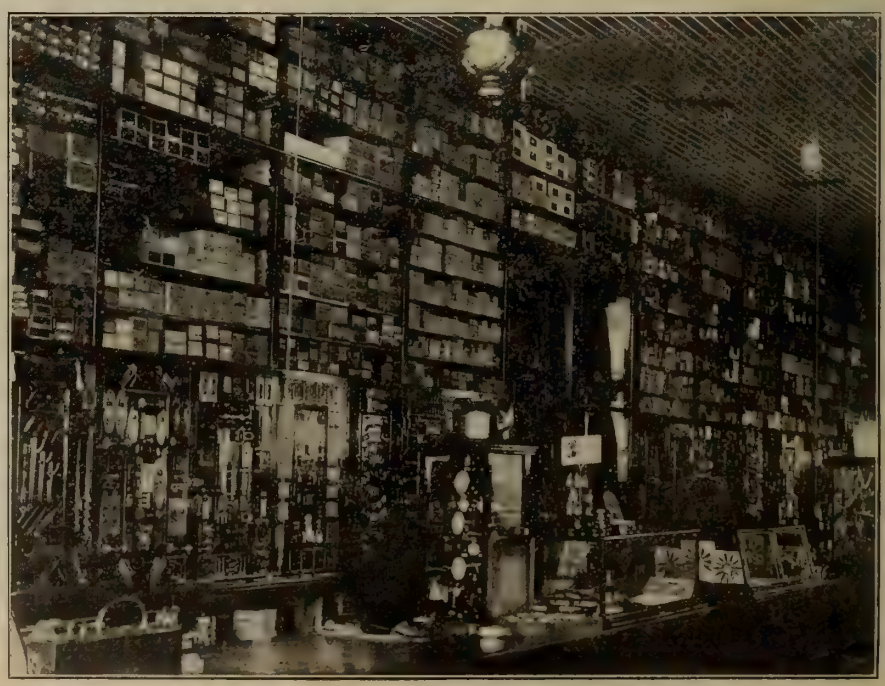
The Lawrence store on the whole is one which does credit to the west, where everything is done on a large and enterprising scale, and many lessons could undoubtedly be learned from the arrangements by many hardware dealers in the eastern portions of Canada.

WINDOW DISPLAYS AND THE MANUFACTURER.

When a manufacturer begins to make an article of merit and has the money to back it, the degree of success he attains by its sale depends upon his ability to create a desire in the public mind for the purchase of his product. Then the question occurs: How can he get the greatest possible publicity for a given expenditure? Most valuable of all, to be sure, is advertising in trade papers and other publications, but this article has to deal especially with window display advertising. Four points are to be considered in obtaining favorable and successful publicity. First, the publicity of the location of the display; second, the proximity to the market of the article advertised; third, strength and attractiveness of the display, and fourth the cost. The very fact, says the Sporting Goods Dealer, that retail dealers must be located on prominent thoroughfares, where people pass and congregate, proves that window display advertising guarantees publicity. After the desire to purchase has been created, by any form of advertising, the sooner the prospective buyer has the opportunity to purchase the article, the more likely he is to make the investment. When a man sees an attractive window display advertising an article that he needs or even takes a sudden fancy to, the chances are that he will step into the store and buy it.

Undoubtedly the window display is an ideal method of advertising anything sold in a retail store to the general public. The protection and space afforded by a window allows of an endless number of designs and ideas for attracting the attention of the public, from a ten-cent lithographic display to be pasted on the glass, to an electrical or moving figure, or a demonstrator who stands in the window and shows the public the advantages of the article advertised. An attractive and striking window display can be furnished by the manufacturer to the dealer for as little as ten cents per window.

The manufacturer who decides to distribute window displays of this kind will not only get big returns, but will also make a hit with his customers, for he likewise aids them in selling the goods. He should send a letter to the trade notifying them that he has secured a quantity of window displays and will take pleasure in sending one on request. In trimming a window there are two different sorts of people to whom the display must appeal. The passers-by who are within a few feet of the window and who can take in the detail of the display, compose one set. The other set is composed of those who see the window from a distance, from across the street or even a half block away. On the latter class the average window display has no effect because the dresser never tries to reach the great number of buyers who are on the other side of the street, but is satisfied if his exhibit looks well from within four or five feet. The upper half of the window, the only portion that can be seen by the men across the street is usually neglected, and it is almost as valuable as the lower part. Borders, lithographs and transparencies are some effective methods by which the manufacturer may help his trade's window display with a very small expenditure.



Display of Shelf Hardware in Lawrence's Store at Revelstoke

NECESSARY EXPENSES OF A SALESMAN

Fred Bradford Ellsworth, in The Iron Age

There are some firms whose knowledge of handling a salesman is so vague and lacking in good sound business judgment that it is beyond my comprehension how they can possibly be successful at all. The only plausible excuse to offer is that these people have unfortunately never had experience selling goods on the road and do not understand the life of a salesman.

For the benefit of such who are unable to bring within the range of their vision the necessary expenses of a salesman I shall attempt to enumerate them and also make suggestions that will be of benefit.

Railroad Fares.

The first item of expense is railroad fare. The majority of firms allow their salesmen full fare. If the salesman invests in mileage books, and many have half a dozen or more, necessitating an outlay of several hundred dollars of their own money, they reap the benefit of rebates. On the other hand, many firms emphasize the fact that mileage books are to be purchased and used whenever possible from an economical standpoint and all rebates returned to the company. In the course of a year these rebates amount to considerable money.

Where a salesman covers the entire country, or starts from the east and travels through to the Pacific coast, it is impossible to use mileage books economically. Round trip tickets can be procured, good for several months, for much less money.

Hotel Expenses.

Hotels throughout the country differ but slightly in rates, for almost every city of any importance has within the last few years built new hotels, and one is about as good as another.

Good, comfortable rooms in any modern up-to-date hotel cost from $2 per day up, and with bath from 50 cents to $1 extra, irrespective of sample rooms, which of course cost more, depending on size. With few exceptions, hotels are run on the European plan, and meals will average $1 apiece. Breakfast and luncheon may not always cost $1 each, but no dinner at night can be had for that price, and $3 per day for a man with a normal appetite is indeed economical living. Occasionally accommodations can be procured for less money than here cited. At the same time there are some cities where these figures are inadequate.

Entertaining Customers.

The treatment of customers is a question I have often heard discussed by employers and salesmen. The average salesman who is well known in his territory when he starts out in the morning generally fills his pockets with good cigars. Most everybody smokes nowadays and talking business while the fragrant aroma of a choice Havana permeates the atmosphere at times causes a feeling of good fellowship and often from a business standpoint has a beneficial effect.

The unredeeming part of it is shown more often than not by the new and inexperienced salesman, who gives away cigars indiscriminately, with the impression that it will help to ingratiate himself into the good graces of those with whom he comes in contact. Frequently it has a detrimental effect, and does not give a good impression at all.

It is customary for a salesman to invite a buyer to lunch with him occasionally, provided he knows him well enough, or to dine with him at night and spend the evening at the theatre, or in amusement that is congenial to his guest. A salesman should never do this because he anticipates an order, but because when he enjoys the patronage of a house he is, as a rule, on friendly terms with the buyer. This is a pleasant and courteous manner of showing his appreciation of their pleasant business relations.

Incidental Expenses.

Bus and baggage, laundry, pressing clothes, telegrams, postage, typewriting and car fare are other incidental expenses. They are apparently of minor importance, still they amount to considerable money in a short time and are all necessities to a salesman.

The next item of expense, and an increasing one, is that of tipping. This practice originated in Europe, became the vogue in this country, and then practically an unwritten law. It is now carried to such an extent that it is a disgrace to those who allow it. Railroads, hotels and cafes expect patrons to pay their employes' wages. For a salesman above all others to ignore this practice would result in his being subjected to such annoyance, discomfort, insult and humiliation that he simply could not endure it.

Compelling a salesman to keep an itemized expense account is a question that has been discussed over hundreds of times by employers and salesmen. Its advisability or inadvisability is, I think, a matter of opinion. There are many firms who do not believe in asking their men to render an itemized account. They are furnished so much money when they start on a trip and the difference between that and what they return is their expense. Any man who pretends to know anything about business should know pretty nearly what it costs to travel on the road. The majority have had that experience. If they have not and employ salesmen, it would be an economy in the end to hire an experienced manager.

Too Much Red Tape.

I know of a firm recently who lost one of the best salesmen in the country, all on account of an expense book and red tape. The man was a high priced salesman whose services they had solicited. He agreed to cover a certain territory, and if to his liking was to sign a three-year contract. When he was ready to start the cashier handed him an expense book, with every conceivable item of expense enumerated, with instructions that at the end of each week upon receipt of his book a check for the next week's expenses would be forthcoming. Then they handed him a form sheet upon which he was to give the name of each person called on daily, and if he did not sell why not, and a lot of other unnecessary red tape.

The salesman was nonplussed and at the same time insulted, and going to the head of the house said: "Gentlemen, you hired me to sell goods. That is my profession and I have been doing it successfully for ten years. I am not a bookkeeper or accountant, or I should have applied for that position. If you have no confidence in my integrity why did you seek my services? I shall be pleased to look after your interests to the best of my ability, communicating such information as is of importance, but as for rendering an itemized expense account and a report such as your cashier insists upon I shall never do it." The firm was obdurate, and the next day the man signed a contract with another concern at $5,000 a year, with the privilege of extending the contract to five years and an increase of salary.

Expense Account Advisable.

Personally speaking, I am in favor of a salesman keeping an expense account, and I think from a business standpoint it is for the best interests of a firm. I do not say this to cast any reflection on the honesty of a salesman. Most of them are honest and reliable. There may be some who are honest perhaps through caution and perhaps because well paid. Occasionally there are salesmen whose eyesight is so poor that they are unable to discriminate between their own money and that of the firm's. This class is invariably poorly paid and have to make both ends meet some way or other.

An expense book is a good reference for a firm to have. It shows just what the cost is of covering different territories. It is also handy in making out a route list and shows pretty nearly the time taken to cover it. It also shows the money spent on the trade, which at times according to conditions it may be expedient to increase or economize, all depending on the nature of the business.

NOVEL CONSTRUCTION.

E. C. Cole, Chicago, has secured a patent for an improvement on cooking stoves which relates particularly to the construction of the upright grate-front and of the broiler for co-operation therewith. Mr. Cole finds in practice by constructing the grate-front with the openings or spaces between the grate-bars narrowed or contracted at the upper portion of the grate the boiler may be set upright, and uniform results secured.

Seeing The Other Side of Things

By S. D. Cox, in Chicago Tribune

Brown is extremely young looking for his age and position, else this could never have occurred. Brown never filled out any as he grew older, never got any grey hairs, and never allowed any lines of age and responsibility to creep into his face. He is the manager of a wholesale hardware house that bears his name and he doesn't look much older now than he did when he came home from college, twenty years ago, and his father put him in the direct line for promotion to the chair of manager. He is a little more rotund as to visage, a little less inclined to be long and lanky, but even now he would have no trouble in passing for a man of 25 or thereabouts. In fact, he did pass for a man of 25 once, for a whole week, and in one of his own branch houses at that, and thereby hangs the story.

It came through Brown having tried the many conventional ways of spending a vacation and growing tired of them. He had been to the mountains, to Atlantic City, to Europe, to the nearby lakes, and the far west. He had spent something like a score of vacations in the conventional way, and he had grown tired of them all. As usual he listened to the talk at the clubs concerning places where the fishing was good or the women beautiful, read and reread pamphlets that told of "Where to spend your vacation" by the dozens, and cast them all aside with a jaded air. He thought of the seashore, the mountains, and the lakes. Everybody was going there. It would be the same old routine of pleasure pursuit over again, the same thing happening, the same painful return to work when the vacation was ended. Brown sighed and wished that some genius would invent a new and entertaining way of spending a vacation. He placed his feet on his desk and looked lazily out of the open window. Brown's place of business is on the waterfront, and across the river Brown, as he sat, saw the big warehouse where the big shipments of his house were made up. A crowd of truckers were enjoying their noon rest in the shadow of the building, smoking, laughing, and joking. Brown wondered if any one of them was troubled as to where he should spend his vacation. Then the idea came to Brown.

Thinks Labor a Novelty.

The idea was so good and new that he chuckled at the thought of it. The lakes, and mountains, and seashore might be monotonous, but surely it would be a novelty and a change, at least, to spend a week as a laborer in the shipping warehouse across the river. Yes, it would be more than a novelty. It would be a pleasure, something to look back on for half a lifetime. He would dress himself in rough clothes, secure work as a trucker or packer, and see how his business looked from the standpoint of the man down at the bottom of the ladder. As he revolved the idea over in his mind Brown wondered why other business men had never thought of doing this to get an outside view of their business. Then he remembered his youthful appearance and chuckled. Most managers would be unable to palm themselves off as a young, able bodied workman.

The next Monday morning a sleepy and angry Brown was bolting a breakfast at 6.15. Seven o'clock was Brown's usual time for arising. At 8 he usually sat down to his breakfast. When he made his resolve to spend a week in the warehouse he had given but little thought to the early rising problem. But now it loomed up before him in a way to overwhelm all other ideas. However, Brown was game. He swallowed his breakfast by 6.30, and raced for a car. Of course he couldn't come to work in a carriage, not when he was on the pay rolls as a trucker at $9 a week. Then Brown for the first time really discovered how tight a Chicago street car can be packed on a morning's trip. He had read about these things; now he knew that what he had read was all true, and he sweated and prayed that the ride would end.

Called Down for Being Late.

Because of a delay caused by a broken wagon wheel Brown was five minutes late to work. He rang up his time, put his key on its hook, and was about to go on his way into the warehouse, but a rude, coarse person with a heavy voice stopped him.

"Bad way to start on a job, young feller," said the person, stepping directly in front of Brown. "When you work for Brown & Co. you've got to be on time, on the minute, or your pay don't go on, see? This is your first offence, because it's your first morning, and it'll only cost you 25 cents, but you've got to be more careful in the future, or get out of here."

"But I was delayed by a wagon breaking down," said Brown, angrily. "I couldn't help it. I started early enough. You can't fine a man for something that is not his fault."

The rude, coarse person spit and held up a warning finger.

"Aw, that'll be all of that," he said. "What d' you spose we care about how you didn't get here on time. Get in before 7 o'clock, that's all, and don't bother us about how you do it. You get $8.75 in your envelope next Saturday, if you hold your job that long. Now, get your truck there and get busy with those bales. Step lively, now, and don't lose any time!"

This "Good" Foreman.

Brown swallowed hard, but the rude, coarse person had a way with him that compelled obedience. He was a floor foreman whom Brown had never seen. He had heard of him, however. One of his superintendents said that he was a "good man." Brown remembered this as he grasped the rough handles of a four-wheeled truck and shoved it along the floor.

"Those bales over there?" faltered Brown, appalled at the pile that rose before him.

"Those are them," said the foreman. "When you get those down let me know and I'll have another job ready for you."

"Who's going to help me get them down?"

"What? Help you get them down? You help yourself, see? Just dig in there and help yourself. And get busy right away, too."

Brown was then left alone. He viewed the big bales in dismay. It hardly seemed possible that human strength could be expected to take them down and put them on the truck. Yet he saw presently that men were doing it in other parts of the building. It was evidently in the day's work. He started at once to imitate the others. Like them he clambered to the top of the pile, carefully loosened one of the bales from its place, and what he expected to do was to ease it down to his truck after the manner of the other men. But there was something wrong. The bale refused to act decently. It slipped suddenly, slued over the edge of the pile and hung suspended for an instant. Brown grabbed valiantly at it. Then the bale fell off of the pile onto the floor, and Brown went with it. A red-headed sweeper laughed near by. Brown turned fiercely upon him. He intended to discharge the man on the spot. Then he remembered he was only a trucker and subsided. He humbly asked the sweeper to help him put the bale on the truck.

Work Takes Strength.

"Guess you ain't used to this work, are you?" said the sweeper, as he threw the bale up alone. Brown looked at him and wondered. Brown was a golf player, a swimmer, a club athlete. Yet he could never have lifted that bale alone, not to win the finest prize cup that was ever made. He attacked the next bale carefully and succeeded in finally landing it safe on the truck. Two bales made a big truck load to Brown's eyes. He started for the loading platform. The rude foreman was upon him out of nowhere before he had moved a yard.

"Here, where are you going with that empty truck?" he inquired. "Eight bales, that's what you put on here, young feller. What you trying to do, play horse with me? Take that truck right back and put on six more bales. And hurry up, too; we can't have them wagons waiting all day."

All through that first day Brown loaded and wheeled his truck and unloaded it at the platform. At noon he wanted much to die. There was a stiffness in his back that was unendurable, almost, and his legs and arms ached as they never had before. He laid himself down with the rest of the men when lunch time came. A half hour's rest, he decided, would fit him for the afternoon's work. But when he arose at the end of the half hour he had stiffened. It hurt him to move now. He honestly did not

see how he could lift another bale that day. But he did it, somehow. The spirit that had made him a good business man pulled him through. But that night when he went home his back was bent and his legs were shambling, and he never troubled about straightening up, not even when he was safe and secure in his own home and in his proper apparel.

Not Paid for Overtime.

The second day was a repetition of the first. By 6 o'clock the pile of bales was gone. Joyfully Brown dropped his truck and made for the washroom. Again the foreman yelled "Here" at him.

"It's 6 o'clock, isn't it?" asked Brown, defiantly.

"Never mind about that," said the foreman, decisively. "You just stick here and sweep up the dirt that your pile left and put it in those garbage cans."

"Do I get overtime for that?" asked Brown, curiously.

"Take you about an hour," was the reply. "No overtime for anything less than two hours." Brown instantly remembered that he himself had promulgated such an order six months before. Silently he took a broom and began to sweep. The dust and dirt rose into a cloud about him and choked him. He was hungry and tired. The combination was not good. When he was through he felt more like crawling than walking. But he noticed that the other men had done the same thing, and regarded it as nothing extraordinary. That night he was too tired to eat, but his sleep was a thing of complete oblivion.

The third day was easier than the others. That is, the work was not so heavy, in actual weight. Brown stood in a line of men who passed tar paper to each other. The bundles only weighed thirty pounds. Thirty pounds in a solid, compact bundle is not much, for one lift. Thirty pounds multiplied by several hundred times grows to a weight that oppresses every muscle and bone in the untried body and makes a man want to sink down under each bundle. Brown sagged with each bundle that he took and passed on, but somehow he managed to last through the day. The fourth day he had the opportunity of earning some extra money. He worked until 10 o'clock that night and earned 50 cents by it. The next morning he did not get up. The servant called him as usual and used all his persuasive powers to force him to rise. Brown lay still and cursed him away. He was willing to lose a day's pay for the pleasure of getting rested.

Fired by This Foreman.

Next morning he made for the time office bright and early. It was his last day as a trucker, and he went to work with a light heart. The foreman stopped him before he reached the time clock.

"You needn't bother about ringing up this morning," he said. "You ain't on the pay roll any more."

"Why not?"

"Why not? Because you're fired, that's all. Fellow don't need to take and throw you out, does he? You didn't make good, that's all, and you may's well take your time and go now. You get a full week's pay, anyhow. That's one of the firm's rules."

"Tell me why I'm fired," begged Brown.

"Well, I noticed how you've been shirking ever since you came, and particularly day before yesterday," was the surprising reply. "Trying to soldier all the time. Then yesterday you laid off looking for another job. That's enough for me. Here's your time."

Brown was too dazed to reply. The foreman had a way with him.

"Well, how did you enjoy your vacation, Brown?" said his friends, later.

"I didn't enjoy it," said Brown. And the friends noted that he was stiff and lame, and wondered. Soon afterwards there were instituted some reforms in the warehouse. The foreman was surprised by getting a raise. Brown agrees with the superintendent that the foreman is a "good man."

STOVES AND THEIR OPERATION

Reprinted from Catalogue Issued by the Excelsior Stove Co., Quincy, Ill.

Stoves do not have a draft, therefore do not expect them to draw; as well expect a buggy to run without the agency of a horse or other force to draw it. The chimney produces the draft, and the character of draft will be in relation to the character of chimney—good in a chimney which is built to promote draft, and bad or sluggish in a chimney which has obstructions.

A thorough understanding of the phenomena of draft will indicate the requirements of a chimney, make self-evident the existing evils, and point out the remedy in any chimney which lacks the required amount of draft for the successful operation of any stove attached.

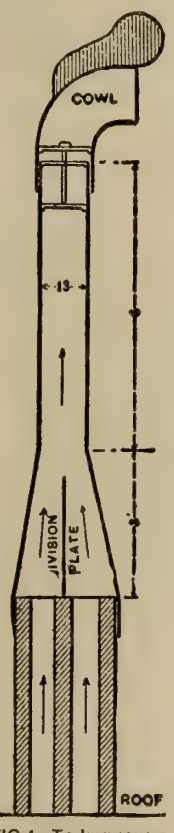


FIG. 1—To Improve a Weak Chimney.



FIG. 2—Branch Chimney Cowl.

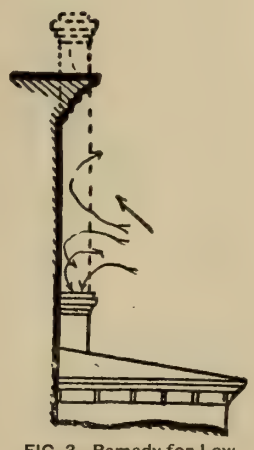


FIG. 3—Remedy for Low Chimney.

Draft is caused by the unequal temperature of air. Rarefied air travels in a spiral column and rises into space, displacing cold air in its passage. If rarefied air is confined to a narrow passage, as in a chimney, it causes draft which in strength will be in proportion to the length of the spiral column. These spirals of rarefied air begin at the entrance of the stove pipe into the chimney, and continue in a column to the top outlet. At their formation the beginning is slow and continues in velocity until they reach the open air; therefore, if the column is of great length, the movement is quick, and is termed strong draft.

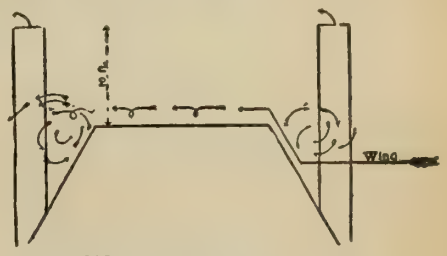


FIG. 4—Perfect Chimney Height.

It is obvious, therefore, that a chimney must be constructed to favorably accommodate a spiral movement of rarefied air. A circular perpendicular shaft is the very best, because it has the exact form of the spiral column. A square form is next best; it, however, offers some obstructions, due to the four corners which hold a neutral air. An elongated space is a direct opposite to the spiral current, and, therefore, is a great fault in a chimney. Curves or contractions are severe fault, since they tend to disrupt the even flow of the spiral column. Short chimneys offer an impediment, since the spiral column is broken after it has had a chance to form only a few turns, and is correspondingly weak.

Length and Indication of Draft.

Other things being equal, length is an indication of draft. Factories and mills would not go to the expense of high smoke stacks if it were not necessary to get sufficient draft and reach above surrounding obstructions to a free flow of air over the tops of chimneys. If the stove pipe does not enter the bottom of a chimney, make it the bottom by filling the chimney below the pipe entrance; this can be done with a piece of sheet iron and cementing in place. This is necessary since the spiral column of rarefied air requires an unobstructed beginning, as well as termination.

If a chimney requires additional length continue it with brick of the same size,

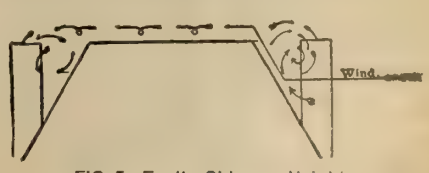


FIG. 5—Faulty Chimney Height.

as shown in cut (figure 3). If sheet iron extension, be sure it has the same area of all the flues in the chimney, and put in flue partitions, as shown in cut (figure 1).

Where chimneys cannot be extended above surrounding buildings or other obstructions, use a revolving cowl, as in figure 1, or a branch stationary cowl, as in figure 2. A faulty chimney connection is shown in figure 6, since the connection

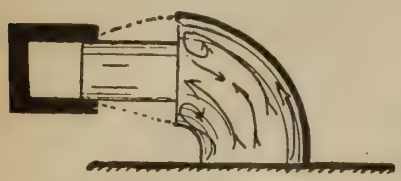


FIG. 6—Faulty Chimney Connection.

is a reduction of the size pipe. It is equally faulty to reduce the size of pipe less than the pipe collar on the stove; stoves having 7-inch outlet collars have also 7-inch flue system throughout, and must have a 7-inch pipe to serve it.

New stoves will not bake on the bottom because they are new and too clean. A few days' use will put an ash deposit on the main bottom under the oven, and retain the heat to the bottom oven plate, after which it will bake. In all cases where a stove is complained of, and actually fails to operate satisfactorily, the fault in either case of cooking or baking can be traced to the draft, which, as indicated above, may rise from many causes.

Condensation in Stove Pipes.

Its manifestation is a black, tarry water leaking out of the stove pipe joints; this is caused by the moisture in the fuel. Wood, soft coal or hard coal contain a percentage of moisture, no matter how dry apparently; the degree of moisture is in the order in which they are named. When wood is slowly heated, this moisture is given off in the form of vapor, and when the draft is made sluggish by closing the stove dampers, this vapor condenses in the pipe, and, becoming mixed with the soot the whole is called creosote.

When a brisk fire is kept up in the stove the creosote is not noticeable, as the rapid draft carries out the vapor before it has had time to condense and run out of the pipe. The remedy is to keep up a circulation; this can be done by an air opening in the pipe near its beginning, and acts as a check to the fire.

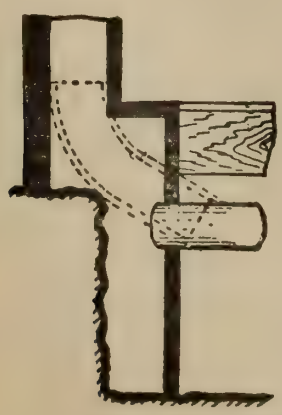


FIG. 7—Improvement of Bad Conditions.

Stove dealers who will devote a little time to studying draft and its causes will save themselves much annoyance, and never find a stove that they cannot make operate satisfactorily to their customers.

BENJAMIN FRANKLIN'S FAMOUS STOVE

Remarkable Career of America's First Inventor

Recently the two hundredth anniversary of Franklin's birth has been celebrated in Philadelphia, the city to which he came as a run-away boy of seventeen, looking for work as a printer. This versatile man combined with endearing qualities of heart an astonishing variety of talent. He won distinction as editor, printer, inventer, diplomatist, politician, legislator, soldier, philanthropist, scientists, humorist, philosopher, and, in fact, in almost every line of human endeavor except the one to which his father first intended to devote him—the church. In all these fields his practical common sense illuminated everything he touched. And it was this practical common sense which brought to him a large measure of his fame, for "You know the just esteem," wrote Jefferson, "which attaches itself to Franklin's science, because he always endeavored to direct it to something useful in private life." And Franklin himself asked, "What signifies philosophy that does not apply to some use?" His effort to improve whatever he took in hand, and his predominating sense of utility, found their roots in his training as a mechanic. He had that admiration for skill which the competent artisan always has, for he said: "It has ever been a pleasure to see good workmen handle their tools."

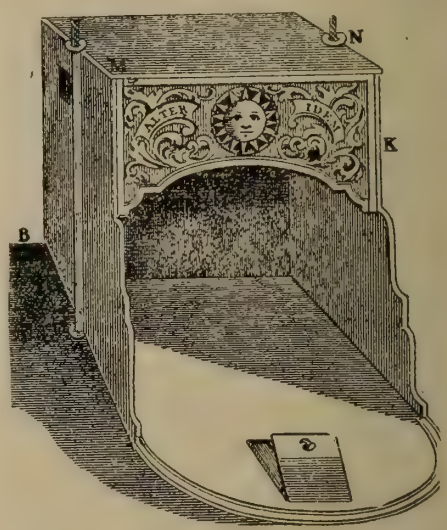
That his mechanical training played an important part in his scientific investigations he himself asserts. "And it has been very useful to me having learnt to be able to do little jobs myself in my house when a workman could not readily be got, and to construct little machines for my experiments, while the intention of making the experiment was fresh and warm in my mind." His scientific writings continually describe "little machines that I have made for myself." His experiments would never have been made had it not been for this very ability to construct apparatus, for in his day scientific apparatus could not be purchased. His scientific observations were of the rough-and-ready sort that might properly be comparable to the observations made by a Stanley traversing for the first time a dark continent. To-day, probably scientific knowledge is too highly specialized and too vast for a many-sided man like Franklin to leave a deep impress.

Franklin came of a working family. "My elder brothers," he states, "were all put apprentices to different trades." Taken from school at ten "to assist my father in his business, which was that of a tallow chandler and soap-boiler, I was employed in cutting wicks for candles, filling the dipping mold and the molds for cast candles, attending the shop, going of errands, etc." At twelve he was apprenticed to his brother as a printer, with whom he staid about five years, learning the trade.

After Franklin's return to Philadelphia from London, whither he had gone to buy equipment for a shop which Governor Keith had deceived him into believing that he would finance for him, he again went to work in a printer's shop. "Our printing-house," he writes in his autobiography, "often wanted sorts, and there was no letter founder in America. I had seen types cast at James's in London, but without much attention to the manner; I now contrived a mold, made use of the letters we had as puncheons, struck the matrices in lead, and thus supplied in a pretty tolerable way all deficiencies. I also engraved several things on occasion; I made the ink; I was warehouse man, and everything, and, in short, quite a factotum."

After he had gone into business for himself and had commenced the publication of a newspaper, he engraved a crude type-metal map of the siege of Louisburg, which is said to be the first attempt of a newspaper to illustrate a news article. In order to print some paper money satisfactorily, he contrived a copper-plate press for it, the first that had been seen in the country. He also cut several ornaments and checks for the bills.

Traveling electricians went about all over Europe, exhibiting the phenomena and selling shocks to a half frightened



The Franklin Stove.

and deeply interested public. One of these itinerants, who had come to this country, started the master printer making electrical experiments. He repeated the experiments he had seen and devised new ones. Crowds flocked to his house to see the wonders.

Other investigators had suggested the probable identity of electricity and lightning. Franklin, however, was not content with theory or mere speculation, but tried to prove the fact. This led to his famous kite experiment, by which he clearly showed that lightning was an electrical phenomenon. This experiment added much to Franklin's reputation. The idea of a man flying a kite in a thunder storm was sufficiently absurd to appeal to the popular imagination. The practical Franklin immediately made use of his knowledge by devising something that would be useful—the lightning rod. The introduction of this means of protecting buildings from lightning was attended with considerable opposition. One minister raged at the innovation as being an attempt to thwart the divine will, for thunder and lightning were commonly regarded as the physical expres-

sion of God's wrath against the insects He had created. The success of Franklin's electrical experiments had much to do with his usefulness to the colonies when he went later to Europe as their representative, for through these experiments his name had become well known in Europe and his correspondence with many famous people had brought him many valuable acquaintances.

Next to the lightning rod, probably Franklin's best known invention was the Pennsylvania fireplace. To encourage the use of this stove Franklin prepared a pamphlet describing its construction and dilating upon its advantages. This advertising circular, which by-the-way would reflect credit upon the modern ad writer, states as one of the reasons why his stove should be preferred to anything heretofore put on the market that: "If you sit near the fire you have not that cold draught of uncomfortable air nipping your back and heels, as when before common fires, by which many catch cold, being scorched before, and, as it were, froze behind."

His description of the Pennsylvania fireplace is as follows:

1. A false back of 4-inch (or, in shallow small chimneys 2-inch) brick work is to be made in the chimney, four inches or more from the true back; from the top of this false back a closing is to be made over to the breast of the chimney, that no air may pass into the chimney but what goes under the false back and up behind it.

2. Some bricks of the hearth are to be taken up, to form a hollow under the bottom plate, across which runs a thin, tight partition, to keep apart the air entering the hollow and the smoke; and is therefore placed between the air hole and smoke holes.

3. A passage is made, communicating with the outward air, to introduce that air into the forepart of the hollow under the bottom plate, whence it may rise through the air hole into the air box.

4. A passage is made from the back part of the hollow, communicating with the flue behind the false back; through this passage the smoke is to pass.

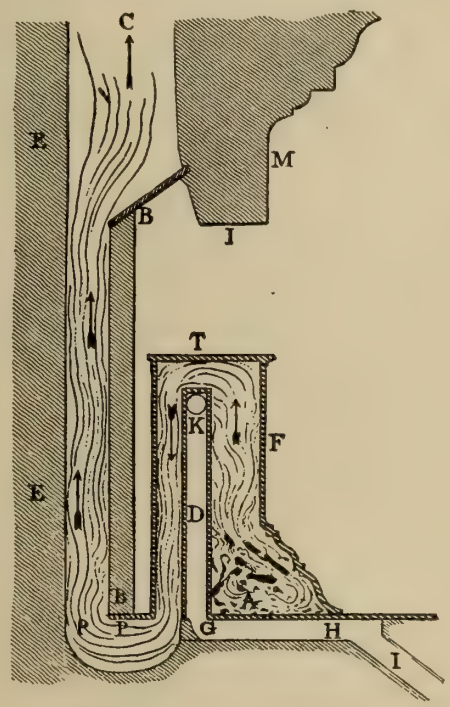
The fireplace is to be erected upon these hollows, by putting all the plates in their places, and screwing them together:

(M) The mantelpiece, or breast of the chimney.
(C) The funnel.
(B) The false back and closing.
(E) True back of the chimney.
(T) Top of the fireplace.
(F) The front of it.
(A) The place where the fire is made.
(D) The air box.
(K) The hole in the side plate, through which the warmed air is discharged out of the air box into the room.
(H) The hollow filled with fresh air, entering at the passage I, and ascending into the air box through the air hole in the bottom plate near.
(G) The partition in the hollow to keep the air and smoke apart.
(P) The passage under the false back and part of the hearth for the smoke.

The arrows show the course of the smoke.

The fire being made at (A), the flame and smoke will ascend and strike the top (T), which will thereby receive considerable heat. The smoke, finding no passage upward, turns over the air box and descends between it and the back plate to the holes in the bottom plate, heating as it passes both plates of the air box and the said back plate; the front plate, bottom and side plates are also heated the same time. The smoke proceeds in the passage that leads it under and behind the false back and so rises into the chimney. The air of the room, warmed behind the back plate, and by the side, front and top plates, becoming specifically lighter than the other air in the room, is obliged to rise; but the closure over the fireplace hindering it from going up the chimney it is forced out into the room, rises by the mantel-piece to the ceiling, and spreads all over the top of the room, whence being crowded down gradually by the stream of newly warmed air that follows and rises above it, the whole room becomes in a short time equally warm.

At the same time, the air warmed under the bottom plate, and in the air



Sectional View of the Franklin Stove.

box, rises and comes out of the holes in the side plates very swiftly, if the door of the room be shut, and joins its current with the stream before mentioned, rising from the side, back and top plates.

The air that enters the room through the air box is fresh though warm; and computing the swiftness of its motion with the areas of the holes, it is found that near by ten barrels of fresh air are hourly introduced by the air box; and by this means the air is continually changed, and kept, at the same time, sweet and warm.

Franklin was offered a patent on his stove by the governor, but refused it, saying, "That, as we enjoy great advantages from the inventions of others, we should be glad of an opportunity to serve others by any invention of ours, and this we should do freely and generously."

Before Argand invented his lamp Franklin had conceived the idea of a burner, which should supply a column of air in the centre. He made for his own use double spectacles with lenses curved for near and far sight. One of his inventions for which the public owes him dubious praise is that of a mangle for pressing instead of ironing clothes.

Franklin, on the basis of some experiments he had made, suggested the use of oil as a means of calming the sea during a storm. He studied and wrote upon sun-spots, shooting stars, light, heat, fire, air, evaporation, tides, rainfall, geology, wind, whirlwinds, waterspouts, ventilation, sound, etc. He followed closely the mechanical developments of the day, such as the balloon, and the improvements in the methods of manufacturing air-pumps, guns, wheels, clocks, etc.

During the 84 years of his busy life he was constantly on the alert to learn and to apply his knowledge to the benefit of the public. An incident reveals his faith in progress through experiment and also serves to illustrate his humor and the crispness of his repartee.

When someone spoke rather contemptuously in Franklin's presence of Montgolfier's balloon experiments, and asked of what use they were, he retorted, "Of what use is a new-born babe?"

DEMONSTRATIONS AT FAIRS.

A new idea in selling a range was tried by a man who advertised that at the country fair he would bake a bag of flour into bread. When the demonstration came off he had a circle of farmers' wives around him watching the progress of the baking and asking questions as to price and construction of the range. The first day of the fair he sold the range to three different people, stating he would have to take it back to the store and clean it up before delivery. This way of showing off a range may not be possible for every merchant, but it is certainly a practical manner to demonstrate the good points; and to have an occasional baking in one's store seems to be about as good a way as any to bring goods before the public.. Many buyers have some trouble with a range when first purchased and before its ways are learned—for a range has ways peculiar to itself—but when once familiarized with all the dampers and drafts, it is astonishing how much a person can do with it. This is just what the store salesman must acquaint himself with before he commences his "bake." A good fire and a well heated oven are also essentials that must not be overlooked if the demonstration is to be a success. It is by such means as these that one gets his business and his goods advertised. There is nothing freakish about such a method; it is quite sensible and up to date, and the man who is to the front in giving actual tests of what his range can do will find that he is getting a lot of good and substantial advertising, and making good sales.

TINNING SOLDERING IRONS.

To tin soldering irons heat well and dip in pulverized sal ammoniac a moment and then rub with solder. This operation will be effective no matter how dirty the iron is or how many pit holes it contains.

TIN SHOP PATTERNS

SMOKE PIPE COLLARS.

The smoke pipe collar on a steam or water heater often comes near the basement ceiling, making special patterns for piping necessary, writes C F. Troeller in the American Artizan. Fig. 1 shows an elbow which was made with the section marked "A 9" in diameter

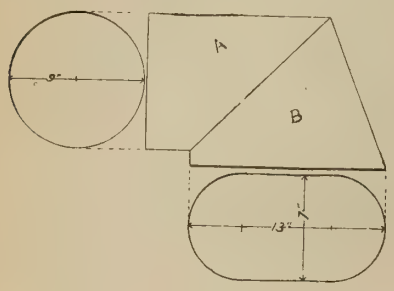


FIG. 1.

and cut to fit the seam of a two-piece elbow of that size. Section marked (B) was patterned to fit the elbow ellipse at one end and the heater collar of the form shown at the other end enlarged to the circumference of a ten-inch pipe. The pipe as shown, leads to the side but can be patterned to fit in any direction.

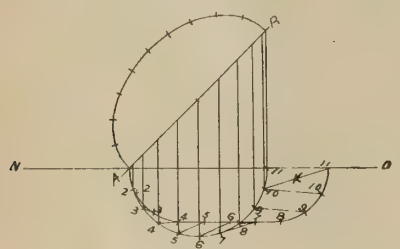


FIG. 2.

To make this pattern proceed as follows: Draw the horizintal line as shown in Fig. 2 and below it draw a half circle, the size of pipe. In corresponding position draw the half oval, or shape of heater collar, just as it should come when elbow is in position. Mark each of

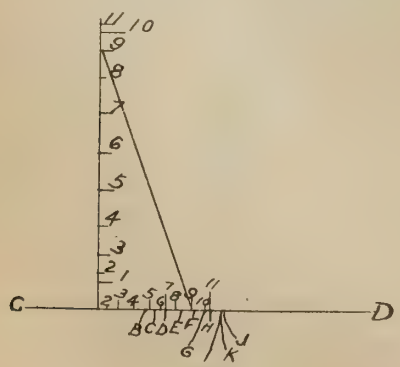


FIG. 3.

these into an equal number of spaces—in this case from one to eleven.

Next draw the line A-B, and draw vertical lines from the spaces on half circle to where they intersect this line. Also draw lines between the same numbers on the two shapes below. Draw part of the ellipse as shown on line A-B and divide into the same number of spaces as the half circle. This is done only to show the true length of line of the spaces marked off on the half circle. Now mark the length of the vertical lines in Fig. 2 above N-O on the vertical line in Fig. 3, allowing as much between No. 1 and the horizontal line of Fig. 3 as this part of the elbow is to extend down. Mark off on line C-D, the lines drawn between like numbers in Fig. 2. Draw lines from numbers on half circle, Fig. 2, to the next higher numbers on the oval and mark the length of these on C-D, Fig. 3, shown

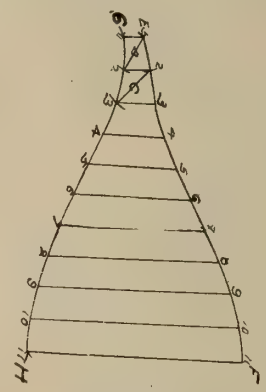


FIG. 4.

by letters. The line marked (K) in Fig. 2 is an example.

The length of lines shown vertically in half plan, Fig. 4, is the same as lines drawn to same numbers in Fig. 3, as from 9 to 9. The length of line E-F in Fig. 4 is the same length as that around the elipse in Fig. 2 and spaced just the same. The line G-H of the plan is likewise the same as that around the half oval shape for base of elbow and spaced as in Fig. 2. To build up the plan we start by drawing the line 1-1, then set the divider the length measured from 1 on the vertical line to (B) in Fig. 3. Then strike off the arc as shown by the line marked (B) in plan. Strike another arc from (G) the length of radius of one space and the same from (E). Draw 2-2 from intersection of first two arcs to 2 on E-F. repeat similar triangulation for each section until complete.

PATTERN OF A T-JOINT.

To man an intersection of a 5 or 6 inch pipe at right angles, writes a western tinsmith. first lay off a plan as shown in the accompanying Fig. 1. At point of intersection lay off as indicated into any number of spaces. Then divide stretchout, Fig. 2, into two equal parts and space off to correspond with plan, Fig. 1. The work is the same as laying off elbows from this point on. Fig. 3 is the blank for the larger pipe; take length of line from (A) to (B), Fig. 1, add to this length of line 3, this will give the length of hole to be cut in Fig. 3, the diameter of smaller pipe is the width of hole. Lay off length and

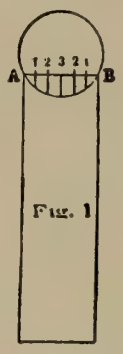


Fig. 1

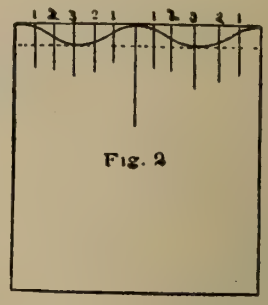


Fig. 2

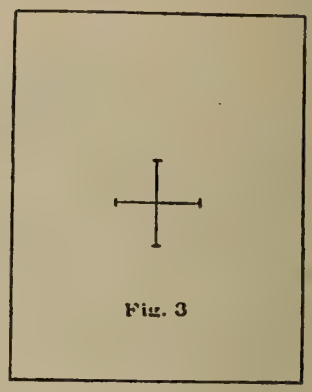


Fig. 3

breadth as indicated on Fig. 3 and describe an ellipsis. This will be all that is necessary to cut patterns for a T-joint.

BALL FOR A WEATHERVANE.

It has been stated that each solid of approximate development must be referred to one of the three classes of solids capable of accurate development, writes Harry M. Seely. It is first necessary, therefore, to determine which of the regular solids the irregular solid to be developed most resembles. The blanks, or patterns, produced by these methods are, as has been observed, flat,

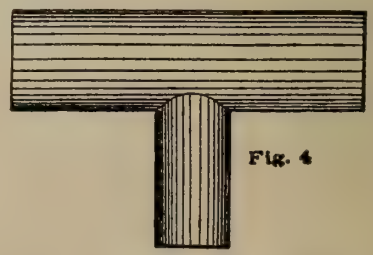
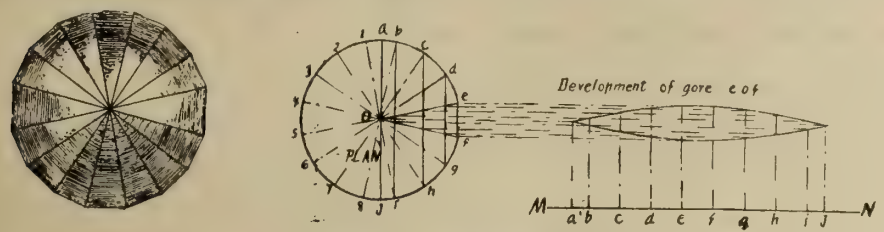


Fig. 4

or plane, surfaces; and, since it is necessary to "raise" these surfaces by hammering, the draftsman must imagine the surface desired in the final form. The principle by which these solids are classified is illustrated in Fig. 1 by the perspective of the sphere and its re-

solved gores. After the sphere has thus been resolved into gores their development may be produced in the regular way, each gore being separately treated in the manner shown. This is called development by gores, and may be applied to a number of irregular solids resembling the sphere.

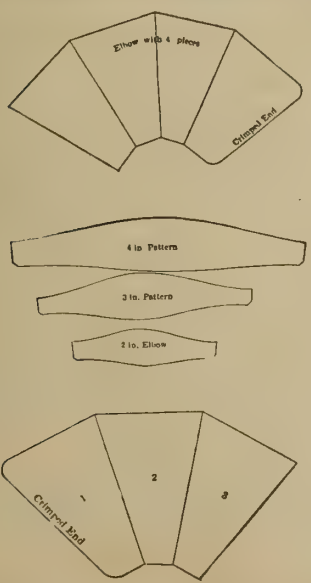


Ball for a Weathervane.

Fig. 2 shows the plan and the development of gore (eof). Divide the plan of the sphere into any convenient number of parts as shown in Fig. 2. Next draw line (MN) and on line (MN) mark off the distances a, b, c, d, etc., which are the distances taken from the plan to determine the stretchout of one-half the circumference of the ball. Draw vertical lines at the different points on line (MN) extending them upward indefinitely. Referring to the plan of Fig. 2 connect (bf), (ch), (dg), etc., and where these lines cross the gore (eof) and at their points of intersection draw horizontal projectors to connect with the vertical lines drawn from (MN) which is very clearly shown in Fig. 2. A line traced through the points of intersection and allowing a lap on one side will complete the pattern; the other gores being all alike one pattern suffices for all.

PATTERNS FOR ROUND CONDUCTOR ELBOWS.

The accompanying patterns for round conductor elbows from the American Artizan are simple and can be



easily made of scrap tin. The two and three-inch are lapped and soldered; the four-inch is grooved. Make a cylinder of sheet iron flaring to solder the pieces over the size of your conductor. Three pieces make an elbow, so one can make any desirable angle needed, and if a square elbow is required use four pieces; the first of small end crimp, and with the small burning machine x-crease the large end, leaving a space on each side of the lap seam, say three-fourths of an inch; then put in second piece and crease the same as before, pressing the rings together so as to bring the ring in the crease, and tacking the curved side to hold it in place to be soldered.

THE FIRST STOVE.

The most important uses of fire were taught by fire itself. As primitive man stood near the flames of the burning tree and felt their pleasant glow he learned that fire may add to bodily comfort; and when the flames swept through a forest and overtook a deer and baked it, he learned that fire might be used to improve the quality of his food. The hint was not lost. He took a burning torch to his cave or hut and kindled him a fire on his floor or earth. His dwelling filled with smoke, but he could endure the discomfort for the sake of the fire's warmth, and for the sake of the toothsomeness of the cooked meats. After a time a hole was made in the roof of the hut, and through this hole the smoke passed out. Here was the first stove. The primitive stove was the entire house; the floor was the fireplace, and the hole in the roof was the chimney. The word "stove" originally meant a "heated room." So that if we should say that at first people lived in their stoves we would say that which is literally true.—St. Nicholas.

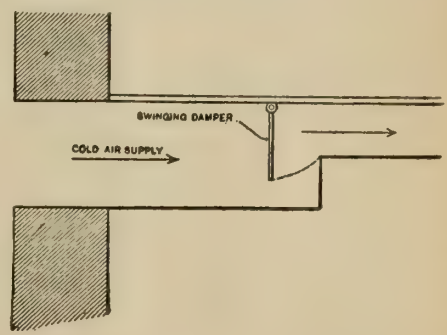
IMPORTANCE OF DRAFTS.

To be able to handle the complaints that come in on account of a range not baking well—and their name is legion—a dealer should thoroughly understand the action of drafts and the local conditions surrounding the range in question. When a woman calls at the store complaining of a batch of biscuits that did not bake properly, or a baking of bread that went wrong, it is not much satisfaction for her to be told that hundreds of that class of cooker have been sold and that they have always worked well. It's up to the dealer if he values his trade to see why the range did not work.

There are many reasons why, but perhaps the prevalent one is the lack of proper draft to evenly distribute and circulate the heat. It takes eighty-five cubic feet of air to burn one pound of soft coal perfectly, and when one thinks of this, he begins to realize how important is draft. Too much draft will cause the bottom of the oven to get over-hot, and let the heat go up the chimney. Too little draft will not create perfect combustion, and instead of making heat, it makes soot and smudgy coal. If there is no combustion there is no heat. The air that creates combustion is drawn into the fire box by the chimney draft, and by the same means the heat is circulated around the oven. If the heat does not circulate around the oven but makes the stove red hot on top it is proof that the heat is not reaching the oven and that the draft is imperfect. A hot stove with a cool oven shows that there is not sufficient draft to bring down the heat, so that to successfully bake the draft must be strong enough to completely permeate the oven with heat, but not so strong as to draw the heat all off. A stove itself has not draft and unless the conditions surrounding it are such as to give it these functions the best stove on earth will fail to make good.

GUARD FOR AIR DUCT IN HOT AIR FURNACE.

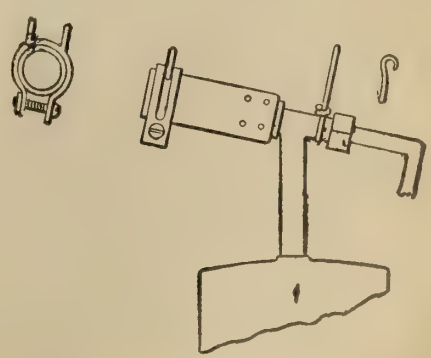
When there is a strong wind from the outside blowing into the air supply duct of a hot air furnace, the swinging damper shown in the illustration can be used to prevent the admission of too much air, says the Metal Worker. The



damper is hinged at the top and swings loosely in an enlarged entrance to the air supply duct. Under excessive wind pressure the damper is blown up against the opening of the duct leading to the furnace, closing it off and preventing the cold air from entering too freely.

HOLDER FOR SOLDERING IRON.

Many gasoline torches are not fitted with a holder for soldering irons. To such torches this convenience can be



attached in the shop. The illustration, from Power, shows how this is done. An old hose clamp, taken from ¾-inch garden hose and two pieces of wire are the materials used.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 93.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Pig Iron—Advanced from 50 to 75c.
Pig Lead—Advanced 5c.
Old Rubbers—½c. advance.
Benzine—Declined 3¼c.

TORONTO.

Poultry Netting—2-inch mesh 50 and 5 off instead of 55 and 5.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 3, 1906.

Business continues about fair. In some quarters trade is said to be slightly lower than it was last week, but the general opinion is that it has been about the same. Orders coming in are of very good size considering the season of the year. The volume of business being transacted in Summer lines is of just about the same size as this time last year, and merchants are satisfied with the trend of events. The Fall trade is opening up well and an excellent season is anticipated. Active inquiry for Fall lines is reported, particularly in guns and ammunition, in which there seems to be special interest displayed.

In prices this week there is nothing new as regards our quotations, figures quoted being steadily maintained, but a new set of prices has been issued on all Stanley goods, such as levels, plumbs, and rules.

AXES—The usual volume of business is being transacted. Our quotations: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — There has been no change since last report: No. 3 $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

RIVETS AND BURRS—The market is without feature. Business is fairly good at prices which follow: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—There has not been any improvement in trade since last week. Farmers are still busy with their hay and cannot give attention to pressing. Prices: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Business continues as usual. There is no feature in the market. Discounts still remain: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Trade is still very good on all sides. Discounts: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent

HORSE NAILS — Dealers have no complaint to make as to the volume of business passing. Discounts still continue: C brand, 40, 10, and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—All dealers do not quote the same price just now, but the average figure asked is $2.05 per keg base, f.o.b. Montreal.

CUT NAILS—There has been little improvement in the trade since last week. The price asked remains $2.20 per keg base, f.o.b. Montreal.

HORSESHOES—Very fair business is still passing in horseshoes. Prices: P. B. new pattern, base price $3.50 per 100 lbs.; M. R. M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—There is more or less activity in the retail trade at present, but in the wholesale circles things are quiet. A very good season is anticipated for Fall. Inquiries have been numerous, particularly for guns and ammunition.

BUILDING PAPER—No change is noticeable. Conditions are about normal. Current quotations have not been changed.

CEMENT AND FIREBRICK — Very fair trade is passing in small lots, but there are few inquiries for large lots in cement. Firebrick is quiet. Our prices: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—The market remains featureless and prices unchanged. We quote: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—Retailers are doing very good business at present, while jobbers report an occasional order. Quotations remain: American Twin, 2 quart, $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH — In some quarters there is still a little business passing, but on the whole this line is very quiet. Price remains: $1.45 per 100 square feet.

AMMUNITION—Ammunition is looking up well for Fall and we are now able to quote: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Aug 3, 1906.

Hardware in general lines is quieter now, although a good steady business continues to be done. Fall lines are brisk, particularly firearms and ammunition.

There has been an advance made in poultry netting, two-inch mesh now selling at 50 and 5 per cent. off, instead of 55 and 5. Other sizes remain as before.

A great shortage in bolts and nuts is experienced. It is almost impossible to place contracts with the expectation of having them filled in anything like reasonable time, and some jobbing houses are finding it necessary to negotiate with Old Country firms for supplies.

AXES AND HANDLES—The usual trade continues to be done.

CUTLERY AND SILVERWARE—A good demand is felt for these lines.

SPORTING GOODS—Arms and ammunition are selling well.

SCREEN DOORS AND WINDOWS—The demand is pretty well met in these goods.

HAMMOCKS—Hammocks continue to sell well.

LAWN MOWERS AND HOSE—Business is quieter but still good.

REFRIGERATORS AND FREEZ-

ERS—Not a great many of either are being sold.

WASHING MACHINES—A normal demand is noted.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING — An advance has been made this week, and sales are reported good. We quote: 2-in. mesh, 19 w.g., discount 50 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE—Prices remain the same. We quote: On gauge 9, $2.40; guage 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues. We quote: $2.05 base.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7 1-2 off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7 1-2 off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

RIVETS AND BURRS—Tinned rivets have been advanced and are now quoted net extra 4 cents per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Prices very firm with stocks low. We quote: 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

KELSEY SYSTEM FOR BOLTON.

The James Smart Manufacturing Co., of Brockville, have been awarded the contract for placing the Kelsey system of warming and ventilating in the Presbyterian church at Bolton, Ont.

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 3, 1906.

Trade is keeping up wonderfully well. Dealers are surprised at the amount of business which is passing at this time of year when everyone expects a quiet season. Good sized orders are being received by jobbing houses daily. There are several changes in the prices this week.

Pig lead, which declined last week, is up again. There is no way of knowing just how long prices will stay as they are at present, owing to the manner in which the market is fluctuating. There is more or less trade being transacted.

In pig iron prices have been advanced in three instances. There is an upward tendency in the market under an active demand.

Antimony supplies are said to be short. Some dealers state that their stocks are not at all large. The market is weaker, but prices have not changed. For quantities it is sometimes necessary to shade prices.

There has been no change in the price of zinc spelter since last report. The market, however, is distinctly firmer than last week.

Ingot tin is practically unchanged since last week, while ingot copper is very firm.

COPPER—Since last week there has been no change in the market conditions. Demand is good, and while there is no actual scarcity, there is no overplus available for prompt shipment. We are quoting: Ingot copper, 21c. to 21½c.; sheet copper, base sizes, 25c.

INGOT TIN—Conditions are somewhat similar to those of last week. The market has been going up and down, but at the time of writing the tone is firmer with an upward tendency. Prices remain: 41½c. to 42c. per pound.

ZINC SPELTER—The market has firmed up a trifle and this week is distinctly firmer than last. Prices are unchanged at $6.75 to $7 per hundred pounds.

ANTIMONY—The market is somewhat weaker but there is no change in the price. Supplies are said to be limited and for quantities it is sometimes necessary to shade prices. Dealers are asking 27c. per pound.

PIG LEAD—There has been an advance of five cents since last week and we are now quoting $4.35 to $4.45.

PIG IRON—There is an upward tendency in pig iron for which there is an active demand. Three changes in prices will be noticed this week. Prices asked are:

"Dom.," No. 1.$19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18.50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.00	"	"
" (special)	21.00	"	"
Summerlee No. 1	22.00	"	"
" No. 3 (soft)	21 00	"	"
Clarence No. 1	19.00	"	"
" No. 3	18.50	"	"
Cleveland No. 1	19.00	"	"

BOILER TUBES—The market remains unchanged and quotations are: British and American tubes, 1¼ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—There has been no change in the situation since last report. Prices remain as follows: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's Best, 11c. to 11½c.

MERCHANT STEEL — Very fair business is being done at the following prices: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — The market remains unchanged and prices are still: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—There is good inquiry for this line at present. There is some talk of an advance in prices. We are quoting as follows: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $8.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—Conditions remain unchanged and we are still quoting: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—Business is not so good as it has been. Prices continue: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TINPLATES—The bottom is about reached and higher prices are expected. At present: Cokes, base size, 1C 14x20, $4; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—The price quoted is still $6.85.

SHEET ZINC—There has been no change in the market since last week and

prices remain : $7.75 in casks, $8 in less than casks.

SHEET LEAD—Quotations are still : 2½ lbs., 5½c. by the roll ; 3 lbs. and heavier, 5¼c. by the roll ; small quantities, 25c. per hundred lbs. extra.

BAR IRON—The price remains unchanged at $2.05 base f.o.b. Montreal.

OLD MATERIAL—Market very quiet. There is a slight improvement in the price of copper. Old rubbers have been advanced slightly since last report. We quote prices as follows: Light copper 14½c. ; heavy red brass, 14½c. ; yellow brass, 11½c. ; light brass, 7½c. ; lead, 3¼c. ; zinc, 4c. ; machinery cast scrap, $13 ; wrought scrap, $12 ; stove plate scrap, $10.50 to $11 ; mixed rags, $1 to $1.20 per 100 lbs. ; old rubbers, 7¾c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, August 3, 1906.

For mid-summer, trade has been unusually good in metals, but at present there are no features in regard to price. Tin is active, but the price keeps about the same. The week opened with good buying, but later it has fallen off some. Tinplates and galvanized sheets are active, but unchanged in price, with stocks of the latter said to be light.

Beyond the usual business there is nothing particular doing in brass, but copper is very firm and active. Lead is quiet at present with no change in price. Old contracts in antimony are running out and more activity is shown, although prices are still considered high. Old material is quiet with no price changes.

PIG IRON—Trade is good for midsummer. We quote as follows: Radnor at furnace, $30 ; Hamilton at furnaces, No. 1, $20.50 ; No. 2, $20 ; Londonderry, f.o.b., Toronto, No. 1, $21.50, No. 2, $21 ; Middleborough, $21.50.

BAR IRON—Demand is not heavy. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Tin continues about the same with the usual fluctuations. Quotations are 41c. and 42c. per lb.

TIN PLATES—Trade is active with prices unchanged. We quote: Cokes, base size, 14x20, $4 ; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Prices are well maintained and stocks are said to be light. We quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. We quote: 23c. to 24c. per lb.

COPPER—There has been more activity felt than for some time past Prices are firm at the same quotations. Our prices are: Ingot copper, $20 per 100 lbs. and sheet copper, $25 per 100 lbs.

LEAD—There is not much trading in lead at present. Local dealers are quoting $4.40 for imported pig, and $5 per 100 lbs. for bar lead.

ZINC SPELTER—The market is quiet and prices remain unchanged. We quote : 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — A lively demand is experienced. Our prices are: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60 ; tank plates, 3-16 inch, $2.45 ; tubes, per 100 feet, 1½ inch, $8.50 ; 2, $8.80 ; 2½, $10.75 ; 3, $12 ; 3½, $15.80 ; 4, $20. Terms, 2 per cent. off.

ANTIMONY — Prices are unchanged and 27c. is quoted.

OLD MATERIAL — Dealers' buying prices are as follows : Heavy copper and wire, 15c. per lb. ; light copper, 13½c. per lb. ; heavy red brass, 13c. per lb. ; heavy yellow brass, 11c. per lb. ; light brass, 8¼c. per lb. ; tea lead, $3.25 per 100 lbs. ; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4½c. per lb. ; iron, No. 1 wrought, $11 to $11.50 ; No. 2 wrought, $3 to $5 ; machinery cast scrap, $13.50 to $14 ; stove plate, $10 ; malleable and steel, $5 ; old rubbers, 7¾c. per lb. ; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.30 ; grate, $5.05 ; pea $3.60, per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines : Lump, $1.50 ; ¾ inch, $1.40 ; run of mine, $1.30 ; nut, $1.25 ; N. P. and S., $1 ; slack, 75c. ; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges : 1¼ inch, $2.50 ; ¾ inch, $2.40 ; mine run, $2.30 ; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, July 31, 1906.

PIG IRON—Cleveland warrants are quoted at 51s. 1 1-2d., and Glasgow standard warrants at 50s. 9d., making prices as compared with last week 1 1-2d. lower for Cleveland warrants and 9d. higher for standard warrants.

TIN—Spot tin opened easy at £170 15s., futures at £171, and after sales of 40 tons of spot and 330 tons of futures closed quiet at £170 12s. 6d for spot, £170 17s. 6d. for futures, making price compared with last week 7s. 6d. higher on spot, and £1 2s. 6d. higher on futures.

COPPER—Spot copper opened easy at £82 10s., futures £81 12s. 6d., and after sales of 300 tons of spot and 300 tons of futures, closed steady at £82 10s. for spot, and £81 12s. 6d. for futures, making price as compared with last week the same on spot and 7s. 6d. higher on futures.

LEAD—The market closed at £16 13s. 9d., making price as compared with last week 1s. 3d. lower.

SPELTER—The market closed at £26 10s., making price as compared with last week 2s. lower.

British Columbia Trade News

Vancouver, B.C., July 27, 1906.

This year is marked in Vancouver by the erection of two large modern abattoirs. Messrs. P. Burns & Co. are proceeding with one east of the city on Burrard Inlet. The other is being erected at Eburne by the B. C. Market Co, The former company has a large cold storage plan already in existence in the city, and the B. C. Market Co. is proceeding with the erection of a large new cold storage building also in the city. This will have rail facilities, as the new abattoir at Eburne, on the Fraser River, is several miles from the city and the fresh meats are to be brought in by electric railway in refrigerator cars. The new abattoir is to have capacity for killing and handling per day, 50 cattle, 40 hogs, and 200 sheep. The cost will be about $100,000 exclusive of the cost of the cold storage plant. Cement, concrete and stone will be the materials used, almost entirely.

* * *

For the Dawson City fire protection service, which the Dawson Waterworks Co. have a contract to instal and maintain, about 3 1-2 miles of 6-inch wood stave, wire-wound pipe was shipped north by the steamer Duneric a few days ago. The system will be entirely separat from the domestic water supply. A fire pressure will be maintained at all times and in Winter the same device as used in the domestic water service, of driving live steam into the mains will be resorted to to prevent freezing. In addition, small sentry-box houses with fires in them will be maintained over each hydrant in cold weather. Mr. R. P. McLennan, of McLennan, McFeely & Co., wholesale hardware merchants, this city, is president of the Dawson Waterworks Co.

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Another trans-Pacific steamer line is projected, this time from Seattle to Australia. Frank Waterhouse, vice-president of the Boston Steamship Co., is at the head of the movement. He leaves for England in a few days to consult with London capitalists regarding the project. It is designed to run steamers with sailings every month from each end of the route, Sydney and Melbourne being the Australian ports of call, with Honolulu taken in en route each way. A regular service from San Francisco and that maintained from Vancouver by the Canadian-Australian SS. Co., a branch of the C.P.R. steamship service, have been the only means of communication direct from this coast heretofore. For many years, and in fact until quite recently, the Vancouver line did not prove a very paying venture, the mail subvention from the Canadian and Australian governments being the chief inducement to continue.

* * *

Lester W. David, head of the Fraser River Saw Mills, Limited, the big company which now owns and operates the former McLaren-Ross mill on the Fraser

above New Westminster, is authority for the opinion that lumber prices have reached their limit for this season. It will come as a big relief to buyers, that the price is not to be boosted any further this year. Perhaps, on the principle that it is wise to let well enough alone, the millmen have come to the conclusion it would not do to spoil the good thing they certainly have this year. Prices never were so high, and demand is such that it looks as if next season would not suffice to catch up with the business.

The result of increased trade has been that a number of new mills are projected. The Anglo-American Lumber Co., which is now building in Vancouver, is the only large mill to get down to construction this year. The Small & Bucklin Lumber Co. at New Westminster, started operations this year but their plant was built last year. The Fraser River Saw Mills also started up this year, though they spent last year equipping. The Harrison River mill, rebuilt by the present owners, the Rat Portage Lumber Co., is now having its plant installed and next season will be operating. The Vancouver Lumber Co. installed a complete new plant on a large scale. It began cutting lumber about the middle of the present season.

Two or three other concerns, mainly of American origin, are looking into the lumber proposition here with the intention of building mills.

* * *

A dynamite manufactory is to be erected on the shores of Burrard Inlet, not many miles from Vancouver. A company of local business men has been formed with R. P. McLennan at its head, which will establish the new industry.

* * *

Work on the Nicola branch of the C.P.R. has practically been completed and work will now begin on the extension from Coutlee, the present terminus to Nicola Lake, which is some miles further. To Coutlee, from Spences' Bridge, where connection is had with the main line, is sixty miles, and this portion has been opened for regular traffic since the first of the month. Messrs. Ironsides, Rannie & Campbell, a local contracting firm, have the contract for the extension to Nicola Lake. The C.P.R. is said to ultimately plan to extend via Princeton and Penticton (the latter at the foot of Okanagan Lake) to Midway, the present terminus of the C. & W. branch in the boundary country.

THE WINNIPEG PLUMBERS.

The plumbers' strike in Winnipeg is still on, although it is reported that the masters are keeping their work on the go. A Winnipeg master plumber has been in Toronto for some days getting strike breakers, it is said, to go west, but the majority of those who have open shops state that they are acting independently in the matter of getting men and have made no organized effort to import strike breakers.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Aug. 3, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Business is very active in all general lines. Values are steady, the only quotable change being a slight decline in grindstones.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE — We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅝ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47 1-2 per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—The price has declined 1-4c. per lb. and quotation is now 1 1-2c. per lb.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger,

basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—As noted last week, shot has been advanced 25 cents per 100 lbs. We quote prices as follows: Cartridges, Dominion R. F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—As the result of continued cutting, bar iron has been reduced to 20 cents per cwt. Quotations now are as follows: Bar iron (basis), $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The pig lead market is still reported very firm and local prices are maintained steadily. The price is $5.25 per cwt. with a reduction of 25c. per 100 lbs. on ton orders.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Prices are now quoted as follows: White lead, pure, $7; bladder putty, in bbls., 2½cf; in kegs, 3¾c.; turpentine, pure, in barrels, 97c.; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

Nova Scotia Trade News.

Halifax, N.S., July 31.

The stove trade in the Province of Nova Scotia was never in a healthier condition than at the present time. The business generally throughout the year has been remarkably good, and the prospects for the coming season were never brighter. James Hillis, of the firm of Hillis & Sons, the largest manufacturers of stoves and ranges in this province, told the correspondent of Hardware and Metal that the demand was never greater in his long experience in the business. His foundry is running full blast, and it is with difficulty that they are able to keep up with orders. The demand is for the very best class of goods. No cheap stoves are sold now in this city. No person appears to want them no matter how cheap they are. This firm's business has shown a steady increase every month during the year, and orders are still flowing in. The one great drawback, said Mr. Hillis, is the scarcity of skilled labor. This has a great effect on the industry, as without workmen it is impossible to keep up with the orders.

In the cooking line, ranges are all the demand. This firm manufacture the celebrated Richmond range, which has asbestos lined ovens, highly nickeled movable rails, heat indicator, etc.

For heating purposes base burners are now used almost exclusively, and only high-class goods are being sold. It is almost impossible to sell a cheap base burner now.

Furnaces are also coming into greater favor, and sales are increasing. Mr. Hillis says that not only his foundry but all the foundries in the province are doing a prosperous business and that the outlook for the future is most promising.

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The Dominion Coal Co. recently shipped a five thousand cargo of coal to Mexico. When the cargo reaches its destination it will be put through a series of tests. If these are successful then the chances are that some of the railway companies in that country may enter into contracts with the coal company.

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The Maritime Heating Co., of Amherst, has been awarded the contract for supplying two large boilers and a number of radiators to the Stanley House at Truro. An order for radiators has also been received from the trustees of the new school at Richibucto, N.B.

New Brunswick Trade News

St. John, July 31, 1906.

It is a matter of some difficulty to speak with precise accuracy regarding the stove trade in New Brunswick during the past year. This is the case because the reports from the various parts of the province differ. Perhaps, however, one will be safe in saying that on the whole the past year was a satisfactory one for the persons engaged in the trade. In St. John several of the dealers say that the year was an excellent one for them. One gentleman even went so far as to say that he had rarely had a better year in a business life extending over quite a number of years. Then, again, there are some who assert that their business in stoves fell off a bit during the past twelve months, though their trade in other lines of hardware was well up to or better than the average. It will probably be found on taking the average that the dealers have done a very fair year's trade. One explanation given for the dropping off of sales experienced by some is that where formerly many country people came to the city to purchase their stoves they are now able to buy them through the country stores and through agents, and consequently the sales of the city merchants have not been so good as in other seasons. At present the outlook for Fall and Winter business seems very satisfactory. Of course a good deal depends upon the weather prevailing in the coming months, but given a normal Fall and Winter, the stove and furnace travelers look for a busy time. The representative of one well-known provincial firm said a day or so ago that to date he has booked more orders for the coming season than he had secured at the corresponding time last year. He, for one, anticipates a brisk trade for the stove-dealing houses.

The opinion of the dealers seems to be that the sale of the cheaper class of stoves is growing. Many people apparently prefer to purchase cheap stoves several times in a number of years rather than one of the expensive variety which will last as long, or nearly as long, as several of the cheaper style. However, it is noticeably a fact that the steel range is becoming a better seller in this province now than it was a few seasons back. It promises to be a stronger favorite this year than ever before.

While there are a number of Maritime Province foundries turning out excellent lines of stoves and furnaces, it is still a fact that the goods put on the market by Upper Canadian houses are strong sellers in many sections of the provinces. That the case is as stated is held to be due to the fact that at least some of these western concerns show a readiness to put their rates down, apparently with a view to capturing the eastern market.

Not much change in prices is anticipated this Fall. At a recent meeting of the stove men's association it is understood that the price question was under discussion and that some of the associated members advocated a revision of the price list. It was decided, however, that nothing need be done save to take care to see that the cutting of rates does not obtain this season.

FOUNDRY AND METAL INDUSTRIES

The Berlin Machine Works Co., of Beloit, Wisconsin, will establish a Canadian branch at Hamilton, Ont. Their plant will cost $500,000 and will employ 250 men.

The Peterborough Steel Rolling Mills Co. are considering the claims of Peterborough, Port Hope, Cobourg and Lakefield as the site for rolling mills that will be established soon.

THE DEATH OF METALS.

Recently a strange thing in metallurgy happened. A ship was loaded with Banca tin in the straits, and sailed for a northern port in Europe. When it arrived there and the work of unloading the valuable cargo began, the merchants to whom it was consigned were amazed to discover that the entire shipment had actually crumbled into dust. Here was a mystery. For a long time no one could solve it. Years ago, says the Philadelphia Record, it would have finally been dismissed with the statement that there must have been a flaw or fault in the tin. But the flaw theory had become unsatisfactory.

Then Prof. Bredig, the famous German metallurgist, came out with photographs that he had made in a church in Silesia. The pictures showed the remnants of organ pipes, most of them full of queer, crumbling holes. Whole pipes had vanished absolutely. There was no rust, and all investigation failed to show any other of the causes that are known as destroyers of metals. All investigators at last confessed themselves nonplussed, until Professor Bredig, who had been busy with new theories of the diseases of metals, found a wound, a genuine, open wound in a pipe; and his careful, accurate and rigid experiments furnished the convincing proof that this wound had infected the entire series of pipes with a creeping disease.

Scarcely had he finished his investigations in the Silesian church, before a coincidence enabled him to extend his experiments, and at the same time obtain additional proof of the correctness of the previous findings. He was asked to inspect the great tin roof of the council house of Rothenburg. Arrived there, he was informed that several years ago the roof, although it had been attended to carefully, painted regularly, and kept perfectly free from rust, had begun to crumble away. No one could imagine what caused it. Prof. Bredig soon discovered a centre of infection. And he was able not only to trace the gradual progress of the infection over the council house roof, but to show where the disease had actually spread to a tin roof near by.

Another German professor, Dr. Heyn, had been studying the changes in iron under all grades of temperature, and he also concluded that the metal passes through various stages of disease that produce structural changes just as cells change in form, size and position in the forms commonly called organic. He heated copper in order to find why that metal suffers from overheating, and his conclusion is that it becomes poisoned with copper protoxide, which so sickens it that its structure changes, and partially breaks down. Metals, he has proven, can be infected with disease in a manner similar to organic substances. This is entirely due to temperature changes, in both cases, when the structure assumes a different form under the stress of temperature.

CHARLES AMOS & CO'S GRILLS.

The etching here shown illustrates one of the art metal products made by Charles Amos & Company, Detroit, Mich. They make a specialty of decorative work in the baser metals for all classes of buildings, public and private, and carry out original designs of architects for fences, mausoleum doors, elevator enclosures, bank railings, garden



furniture, etc. At present they are working on metal window grills and balcony railings for two large public libraries in Texas and a government building in Oregon. Builders and dealers in this class of work should put themselves in correspondence with this firm, when contemplating its purchase.

NEW SMELTERS.

There are prospects of several new smelters being erected in the Temiskaming mining region soon. The Montreal Reduction & Smelting Company have purchased a site near North Bay, and will shortly apply to the Temiskaming & Northern Ontario Railway Commission for a siding. An Arizona firm have also expressed their intention of putting up smelting works at Cobalt.

IRON FENCE CONTRACT.

The City of Halifax council asked figures for an iron fence for their public gardens. Five tenders were received as follows: Austen Bros.; Expanded Metal Co., Toronto; Canada Foundry Co.; M. E. Keefe, and MacDonald & Co. The tender of the Canada Foundry Co., at $9,000 for the fence and main entrance archway and side gates, was recommended to the council for acceptance.

AN AMALGAMATION.

A commercial transaction of considerable importance to Chatham was agreed upon on Saturday, when committees of the managing boards of the Defiance Iron Works, Chatham, and the Toronto Gas & Gasoline Engine Company, agreed to amalgamate with a capital of $500,000, each branch to continue its own local business. The Toronto concern will make the main parts of the engines at present made by both companies, while the Chatham company will make the castings, etc. The anticipated change will result in the Chatham branch of the new company being considerably enlarged with the additional employment of from 100 to 200 men.

LARGE DEMAND FOR BOLTS.

There is great difficulty experienced in getting bolts and nuts just now. Factories are rushed to their fullest extent and have contracts for months ahead. The demand has become so large that firms who have heretofore depended upon Canadian manufacturers for their supply now find it impossible to make contracts for anything like early delivery, and have had to place contracts with British firms. All this, of course, tends to firm up prices, and it would not be surprising to see a further advance before long.

U. S. STEEL TO UTILIZE WASTE.

Officials of the United States Steel Corporation are forming a number of concerns subsidiary to the new Indiana Steel Co., at Gary, Ind. One of these that has taken form during the last week is to be known as the Universal Portland Cement Co., with a capital of $1,000,000. Its plans are understood to contemplate the manufacture of a slag cement out of the furnace slag coming from the new blast furnaces to be built at Gary. The United States Steel Corporation has spent annually millions of dollars to dispose of its waste slag from blast furnaces and is now having no little difficulty in getting rid of this material. In the mills and furnaces of the Illinois Steel Co. there has been established a cement department which has been running with more or less success, but it has been hindered by the difficulty of eliminating sulphur from the slag.

Recently, it is said, the steel corporation has come into possession of processes that will eliminate sulphur during the process of making the cement. This will give the corporation a practical cement for all purposes with only the base cost of making it. The saving will be enormous, as there is no investment for cement deposits nor for the machinery that is necessary for the manufacture of ordinary rock cement.

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The C.P.R. will build a hotel at Blue Sea Lake, Quebec.

Three hundred houses are under construction in Berlin.

Vancouver is now the fifth city in Canada in bank clearings.

L. R. Rix will build a two-storey block at Wetaskiwin, Alta.

The Miramichi Lumber Company will erect mills at Chatham, N.B.

The City of Toronto asks for tenders for equipment for street gas lamps.

McPhee & Mahoney will add two storeys to the Norrish Block, Guelph.

A. Rhodes and W. A. Fillmore will build a business block at Truro, N.S.

Merriton, Ont., advertises special inducements to industries locating there.

The Town of Steelton, Ont., asks for tenders for installing a water works system.

The Calgary Milling Co. will erect a 1,000-barrel mill at Calgary, to cost $22,000.

The Goderich Lumber Company will rebuild their saw mill, which was destroyed by fire.

A. J. Marshall, of Ottawa, has the contract for the Iberville, Que., post office, at $8,000.

The Frontenac Gas Co. have acquired land in Quebec City for the erection of a large gas plant.

The Harmsworth pulp mills at Grand Falls, Newfoundland, were destroyed by fire. Loss $30,000.

J. P. Hall and E. C. Perry, two Americans, will establish a soap factory at Saskatoon, Sask.

A. C. Lawson will build a two-storey building at Cartwright, Man., to be used as a hardware store.

The Royal Bank have purchased 50 feet on King street east, Toronto, upon which they will build.

The estate of Tanner Bros., Waubaushene, Ont., asks tenders for timber limits on Georgian Bay.

W. J. Halliday, of Toronto, will engage in the manufacture of special leather at Gananoque, Ont.

The Calgary Pressed Brick & Sand Stone Company expect to be turning out pressed brick in a few days.

The Indestructible Fibre Co., of Massena, New York, will establish a mill on Victoria Island, Ottawa.

The Canada Plate Glass Co. will erect a glass bending factory on Ashbridge's Bay land, Toronto.

Battleford, Sask., citizens will vote on a by-law to expend $30,000 for installing a water works system.

The Dominion Henderson Bearings are seeking a location upon which to build. Toronto Junction is being considered.

The Cartwright, Man., Farmers' Elevator Company have declared a dividend of 20 per cent. on the year's operations.

Randall & Greenshaw, Shoal Lake, Man., ask the municipality for a loan of $15,000 to build a grist mill and elevator.

Waller & Mackenzie, Winnipeg, have the contract for laying Carman's sewer and water mains. The water mains will be of wood.

McKenzie & Mann, it is said, will extend a branch from the Great Northern to St. Leon Springs, Que., and will build a hotel there.

Saskatoon, Sask., ratepayers voted $250,000 for public works. Sewerage, water works, power and lighting systems will receive the amount.

L. D. Robertson, and others, of Montreal, composing the Monarch Motor Co., will go into the manufacture of automobiles. Their capital is $250,000.

The fire in the Dominion Steel Co's rail mill at Sydney did not interfere with the output, and a special message stated that the mill was going full blast as usual.

The Lloyd-Thompson Company, of Toronto, are negotiating with the Town of Strathroy with a view to locating there to manufacture spring beds, baby carriages, etc.

The Toronto Construction Company have been awarded the contract for the Georgian Bay branch of the C. P. R., which is to run from Victoria Harbor to Peterborough.

Allith Mfg. Co. has been incorporated under Ontario charter with a capital stock of $40,000, for the purpose of manufacturing door hangers, hardware specialties, etc. The provisional directors are J. D. Spence, G. A. Walker and J. F. McKee, with head office at Hamilton.

Cecil B. Smith has been engaged to superintend the construction of the Winnipeg civic power plant at a salary of $10,000 for two and a half years. He will be allowed to act as consulting engineer of the Ontario Power Commission for a period not exceeding three weeks each year.

Revillon Bros. of Edmonton have given an order for 15,000 barrels of cement, which is to be used in the construction of the $200,000 trunk sewer and represents a cash value of some $70,000. The shipment will constitute seven complete train loads of over 150 freight cars.

The British Columbia Marine Railway Co., of Esquimalt, has been given the contract by the Dominion Government for the hydrographic steamer to be used on the Pacific. The price is $143,000. The Victoria Machinery Co. tendered at $191,000 and the Polson Iron Works at $202,000.

New Idea Buckle Co. has been incorporated under Ontario charter with a capital of $60,000, for the purpose of manufacturing all kinds of buckles and lines of hardware. The provisional directors are T. J. McKeown, H. Siemens, B. R. Hawley, R. S. Beaver and Rhoda B. Hall, with head office in Toronto.

The Canada West Coke & Coal Company have been incorporated under Dominion charter with a capital stock of $2,000,000 for the purpose of mining and dealing in coal, oil and metals. The provisional directors are J. S. Hough, A. C. Ferguson, Chas. Williams, Max Finklestein and W. M. Graham, with chief place of business at Winnipeg.

The Desmarteau Plumbers' Supply Company have been incorporated under Dominion charter with a capital stock of $195,000 for the purpose of manufacturing and dealing in plumbers', tinsmiths' and ironmongers' supplies. The provisional directors are J. A. Desmarteau, H. Hebert, P. Bilaudeau, H. Hamel and J. B. Robert, with chief place of business at Montreal.

McLennan, McFeely & Co., of Vancouver have let the contract for a four-storey warehouse to John McLuckie. Work will be commenced at once so that the building may be finished this Fall. Everything will be of the most substantial construction on account of the heavy stocks of wire cable, chain and heavy hardware it will contain. The building will have three electro-hydraulic elevators, and in addition to the wholesale warerooms will have a retail department.

BUILDING NOTES.

Montreal will have a new fire hall.

Peterborough will build a new hospital.

Edmonton issued $83,595 in building permits last week.

The Bell Telephone Co. will erect a building at Calgary.

Stratford building permits for July amounted to $40,000.

E. J. Rodd will erect a two-storey machine shop in London.

Gourlay, Winter & Leeming will build a piano factory in Toronto.

H. B. Dawson, of Fort William, will build a business block there.

The Ontario Bank will build an addition to their branch at Port Arthur.

The Simpson avenue Methodists, Toronto, will build a $33,000 church.

The Royal Bank of Canada will build a branch at Vancouver, to cost $50,000.

The Consumers' Gas Co. will erect a brick coal shed in Toronto to cost $70,000.

The Centennial Methodist Congregation, Toronto, will build a $40,000 church.

J. E. Wright, of Midale, Sask., is erecting a building to be used as a hardware store.

The British Columbia Electric Railway Co. will build a branch sub-station at Ladnor, B.C.

The Hamilton & Brantford Electric Railway Co. have contracted with the Dominion Steel Co. for steel rails to be used from Hamilton to Brantford. The contract amounts to $60,000. Eighty-pound rails will be used.

PAINT, OIL AND BRUSH TRADES

PAINT MANUFACTURERS PROBLEMS

Paint manufacturers who distribute their goods in all parts of Canada have some peculiarly difficult problems to solve in order to maintain a high reputation for their product wherever sold. In such a rapidly growing country four sources of trouble, perhaps, stand forth pre-eminently to worry the manufacturers.

Unseasoned Lumber.

"In order of merit," to use an expression of our school days, they might be mentioned as: Break-neck haste in erecting buildings and consequent use of unseasoned lumber; climatic conditions which vary in different sections of the country, especially with regard to the dampness of the atmosphere; the ignorance of the retail dealer who is not sufficiently versed in the paint business to intelligently advise his customers; and the parsimony of consumers, who despise the painter's art and are satisfied with their own efforts.

Cheap Paints.

There is scarcely a city in Canada where outskirts will not furnish examples of the first class mentioned. Land is here bought up largely by speculative companies who hastily construct a number of residences, set out some trees, give the locality a euphonious name, and then invite the public to visit the land offices and buy their own homes "on easy terms." The residences are generally painted with cheap materials and in flashy colors. But even the very best paint could not stick on such a surface. It must be borne in mind that, unless thoroughly seasoned, lumber will, after a short time, begin to exude its natural juices, which will be sure to start the paint peeling off. Knots, also, should receive more careful treatment than is generally given them, a copious application of good shellac being absolutely necessary. So a paint should not be judged by the poor lasting qualities it displays on a house which is constructed in this precipitous manner.

Meet Atmospheric Conditions.

Upon the condition of the atmosphere depends to a great extent the appearance and durability of the coat. For instance, paint should not be applied when the air is humid and muggy, as it will take too long to dry. In this connection great difficulty is often experienced with floor paints. Now, all reputable paint manufacturers make a floor paint which, under normal conditions, will certainly dry hard in eight hours. But there are "zones" or districts in many parts of Canada from which complaints are frequently received that the paints do not dry even in a much longer time than that. This is generally due to the moisture of the atmosphere, and is especially marked in the territory between Kingston and the Atlantic Ocean. But it may also happen from the fact that many families after painting their floors close the kitchen door to keep the smell of paint from the other rooms. Of course the circulation of air is stopped by this action, and the drying process in indefinitely prolonged. It would be far better to endure these discomforts for a few hours and give the paint a good chance to dry, and it behooves the hardwareman to educate his customers in the proper method of using the paints.

From Kingston to the Sea.

Some years ago one of the leading paint manufacturing firms in Canada received a large number of complaints that the floor paints would not dry in the time specified. It was found on investigation that the district between Kingston and the ocean would just about cover all these complaints, owing to the dampness of the atmosphere along the St. Lawrence. Consequently, great efforts were made to discover a drier which would do the work in all districts, and a formula which has been satisfactory was finally secured.

Retailers Should Know Paints.

That retailers do not give sufficient attention to the study of pigments and paint manufacture is unfortunate. In many cases their customers are either ignorant of the class of material they require or have an entirely wrong idea on the subject. If retailers knew the relative value of the commoner pigments, and something about the oils and hardeners which are used in making paints, they would be able to give ideas to their customers or correct erroneous ones. And it would take very little time and effort to acquire a working knowledge along these lines, as manufacturers will always be found willing to impart information.

A Gardener Who Painted.

It is a common impression that anybody at all can wield a paint brush, and there are many property owners who are satisfied to entrust the painting of valuable buildings to unskilled hands, not infrequently doing it themselves. A few years ago a gentleman residing in the neighborhood of Hamilton wished to paint his house, and as he knew the manager of a manufacturer's Toronto branch he called on him for advice. The latter carefully chose the best material for the purpose and felt that he could guarantee satisfactory results. Before a year had passed, however, a stinging rebuke came from the owner of the house, who reported that the paint was gradually peeling all over the building.

The manager was at a loss to know how to explain this failure. He knew that the paint was good, so, in order to get at the bottom of the trouble he sent an expert up to view the job. It didn't take long to discover what was wrong. The expert ran his knife under the paint, and a heavy slab peeled off readily. On examining it he found that he could even separate the three different coats which had been applied. The first coat had been altogether too thick and, apparently, no effort had been made to rub it into the wood. Yet it was expected to take hold and stick where there was nothing on which a hold could be taken.

"Who did the painting for you?" asked the expert.

"Oh, my gardener was not very busy," was the answer, "so I got him to do the job."

"Would you expect a painter to lay out your garden as well as the gardener?" was the next question, and a reluctant "No," was the only reply. The owner had saved a few dollars on the labor of painting the house, but——.

A GLASS BENDING FACTORY.

The Canada Plate Glass Company will build a glass bending establishment near Ashbridge's Bay, Toronto. The industry, which is new for Canada, will commence at once. Machinery for the plant has been purchased.

THE ADULTERATION OF WHITE LEAD.

The members of the White Lead Association of Canada, which was formed in 1890, alone have the right to use the yellow label with the red seal, which is a guarantee of purity. These labels are issued by the secretary of the association, John Hyde, who records where the labels, which are numbered, are to be used. The efforts of the association have resulted in having an Act passed by the Dominion Parliament making it illegal to use the word "pure" if the lead is not really so, and imposing a fine of $100 for every violation of the code. The schedule of what pure white lead must be is as follows:

Dry White Lead.—Basic carbonate of lead prepared only by corrosion of metallic lead.

White Lead in Oil.—Dry white lead ground in pure linseed oil in the proportion of 90 to 92 per cent. of the former to 8 to 10 per cent. of the latter.

Buyers of white lead, if they doubt the purity of a parcel, can send a sample to the public analyst at Ottawa to be analyzed free of charge. If adulteration is found, the association takes up the prosecution under the Act. The label above referred to can be used only by members of the association.

NEW OIL REFINERY.

The British American Oil Co., who have a new system of refining oil, have leased three acres of Ashbridge's land, Toronto, upon which they will erect a refinery.

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 3, 1906.

There has been very little new occurred in paints and oils during the week. Business generally has been very good while prices in most cases have been steadily maintained. Benzine has experienced considerable of a decline, but this was the only price change which occurred. There has been no material change in the turpentine situation, while gasoline presents no new features.

It is thought probable that shellac varnish will advance shortly, but at present the prices are steady.

LINSEED OIL—There is no change in the situation this week and we are quoting: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE— There has been no material change in the market since last week. Consequently we are quoting: Single barrels, 86c. per gallon; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC— The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—There is nothing new this week. Prices still remain as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—No further change has occurred and we are quoting as follows: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Nothing new is reported in this market. We still quote: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—A decline has occurred and we are now quoting 20 1-4c. in bbls.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, Aug. 3, 1896

Linseed oil is firmer in England at present and prices there have been advanced a half penny. Canadian prices, however, remain the same.

There is no change in turpentine. Present quotations are firm and not likely to go any lower.

Business generally keeps up well, a large quantity of ready mixed and dry colors being sold.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92½; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; ½c. per pound extra will be charged for 12½ pound packages; genuine dry white lead, in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7½c.; No. 1, in casks, 6c.; in 100 lbs., 6½c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12½ lbs., 8½c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN — Canadian Government standard, 600-lb. barrels, 19¼c.; 25-lb. drums, 20½c.; 1-lb. packages, 21c.; ½-lb. packages, 23c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 52c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 85c.; 2 to 4 barrels, 84c., f.o.b. point of shipment, net 30 days. Less than barrels, 90c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11½c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11½c; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9½c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.38; Pennsylvania, $1.64; Ohio, 98c.

SHERWIN-WILLIAMS IN WINNIPEG

Contracts are about to be let by the Sherwin-Williams Co. for the erection of a four-storey paint factory and warehouse in Winnipeg. It is expected that the work will be completed by the Fall. C. C. Ballantyne was in Winnipeg recently, accompanied by Mr. Martin, of the Sherwin-Williams Co., in connection with the purchasing of a site for the building. The situation of the site has not yet been made public, but it is understood that more property than is at present required has been secured, as the company's business in Canada is attaining such proportions that room for further expansion will be required in the future.

HAMILTON STEEL CO. PICNIC.

The employes of the Hamilton Steel Co., Hamilton, Ont., with their families and friends, held a picnic at Island Park, Toronto, last Saturday.

PLUMBING AND STEAMFITTING

SOME DETAILS IN RUNNING PIPES

By J. M. Robb, of Peoria, Ill.

Michael Angelo said: "Trifles constitute perfection, but perfection is no trifle." When it is remembered that Michael Angelo built one of the aqueducts supplying Rome with water, the application of the above quotation to the work of running pipes is not so much out of place as it seems at first sight.

Apparently the paint, cement, pipe joint grease, dope, or whatever else it may be called, which is used on the threads of screwed pipe is one of the smallest trifles to be considered in running pipes, yet a hastily compiled list of some of the many troubles resulting from the careless use of paint brush or stick by plumbers and pipe-fitters will convince the most skeptical man in the business that this seemingly insignificant detail is well worth much more attention than it has ever received.

The master plumber who will keep a careful list of his repair expense on new work just installed will find that no small portion of this deduction from his profits is due to bits of hardened paint sticking in cocks, faucets and valves, causing them to leak.

Even though this expense were not worth saving, a little reflection concerning the thoughts of the proud possessor of an otherwise satisfactory plumbing job, when, every time he uses a basin or tub, for weeks after the work is left completed he must fish out the bits of paint that flow in with the water will show the man who prides himself on careful work how important this little detail really is.

Accumulations of paint used in making joints have been known entirely to stop the circulation of portions of hot water heating systems, fine plumbing fixtures have been almost ruined by the scouring necessary to remove stains from paint vomited from the water piping and then baked on by the hot water; and the complaint records of every gas company in the land show complaint after complaint of poor gas, caused solely by the too free use of the paint brush by the gasfitter and fixture hanger.

Enough has been said to justify the attention requested for this trifle in the work of running pipes.

It is here proper to consider the real value of the practice of using paint on the threads of screw-pipe and to throw all the light possible on the subject, the following articles by R. T. Crane are given:

"I am satisfied that the trade generally do not understand the conditions that are necessary in order to make good work in this line.

"If the ordinary steamfitter were called upon to put up piping that should stand 200 or 300 pounds of steam pressure, I think he would feel that he was taking a very large responsibility, and if he were called upon to do a job that should stand 1,000 pounds of air pressure, he would not feel like taking this responsibility, and anyone taking this responsibility would feel that he was obliged to resort to very extraordinary means in order to accomplish such a result; and if called upon to do such work with the ordinary material that is manufactured and supplied in the general market he would say that it was an impossibility to do it.

"We, however, not long ago had occasion to make joints tight in an 8-inch line so that they would stand 1,000 pounds of air pressure, and this we accompanied with the regular weight of line pipe and a coupling weighing about twenty-four pounds (which is the weight of a first-class line pipe coupling). The result of the experiment on thirty-two joints was that on the first test all were tight excepting one, and when this one joint was taken apart and again made up it also proved tight.

"The secret in making such a joint is to overcome the friction in screwing the pipe together.

"Friction is due to the large amount of surface, especially when the joints are coming up close to a bearing. Any grit or gummy material in the joint also tends very largely to produce friction. Friction produces expansion, and as the pipe is lighter than the coupling, it expands more than the coupling, and then when both again become cool the pipe shrinks more than the coupling, thus causing a tendency to leak.

"It is, of course, evident to anyone who has given any thought whatever to this subject, that in order to make tight such joints as are mentioned above, the iron must be brought together as solidly as possible.

"To get such results it is imperatively necessasry that the iron should be absolutely clean, and then it is essential that the very best lubricant is used in order to reduce the friction. I would also add that we have discovered that, in order to produce good joints, it is necessary that the threads should be absolutely perfect, nor is a taper essential (one of the couplings in the experiment herein referred to had no taper at all, and others very little taper), nor is a large amount of bearing necessary; in fact, we made one joint with a thread reduced to three-fourths of an inch in width, and this joint was tight at 1,500 pounds of hydraulic pressure, which proves that the bearing was not essential to the making of a tight joint, and that the length of thread was not esential to prevent stripping of the thread from the coupling or the pipe.

"This, I think, also proves another point that is not understood, and that is that it is not essential in order to do good work, to have especially long threads.

"In fact, we are satisfied that especially long threads are a detriment in making a good joint, for it stands to reason that such long threads tend to produe friction, which prevents the iron from coming up closely together, and the irregularity of the thread on the pipe tends to prevent the iron coming up in the closest contact. This will be better understood if we go to a great extreme in the matter. For instance, should we undertake to make a joint on 8-inch pipe, with a thread six inches long, the irregularities and friction would be so great that it would be impossible to get this thread contact.

"We would say, in connection with the tests referred to herein, that we cut a dovetailed recess in the end of some of the couplings and undertook to demonstrate whether defective joints could be tightened with lead caulked in such recess, and while we did not go far in the number of these experiments, we did find in two experiments (all that we made) that we could tighten a defective joint in this manner."

Broken Threads.

"Another cause of rejection of material is where the threads have been broken off a little. Probably not so much as 1 per cent. of the whole bearing of the thread is gone, yet some wise (?) steamfitters will throw out this material. This is also an absurd theory, there being a large factor of strength in the length of all threads, as we know from tests that we made some time ago with an 8-inch coupling. We cut away all the thread excepting three-eighths of an inch, thereby leaving only about one-fifth of the ordinary bearing of that size thread, after which it was put under a pressure of 1,000 pounds without a leak.

"It is no doubt the common practice of steamfitters and engineers to reject threads where only 1 per cent. are broken. The utter absurdity of this is shown by the above test, wherein about 80 per cent. of the strength of the thread has been taken away.

"For the purpose of illustrating these erroneous ideas we took an 8-inch coupling and a piece of 8-inch pipe, and throughout the whole length of the bearing of the thread in the coupling and on the pipe we made grooves, such

as are likely to occur when there is a defective weld. The grooves extended about half the depth of the thread and were made an inch apart for the entire circumference of the pipe. Then we flattened all the threads, both on the pipe and in the coupling, excepting a mere speck on each; also to offset the broken thread feature of this question we cut three grooves in the pipe one-fourth of an inch wide and the full depth of the thread. This coupling and piece of pipe were then screwed together and tested to 500 pounds of air, at which pressure the joint was tight, demonstrating conclusively the stupidity of steamfitters and engineers on this subject, as claimed in the beginning of this article. The amount of defect in the threads used in this test was at least 100 per cent. greater than that for which the regular steamfitter or engineer will reject material."

Both of the foregoing articles bear directly on the use of paint in making up joints in screwed pipe and conclusively point out that the real value of paint for such use is as a lubricant, not as a cement.

The writer has many times in his own work remedied bad leaks merely by unscrewing the joints and making them up again, using only a little oil on the threads the second time.

He has further noted that the least trouble from leaks has been experienced on work where the fittings were first screwed up tight, then taken off, the threads slightly oiled and then made up tight. Viewed in consideration of the foregoing the indiscriminate use of the paint brush by most plumbers and pipe fitters is a very useless and pernicious practice. It probably is a result of the imperfect tools used in the early days of pipefitting. Then a cement was necessary to secure tight joints.

With the excellent tools and fittings generally furnished to-day there is no necessity for cementing screwed joints.

The high pressure now generally used in piping of all sorts makes an iron to iron contact imperative for tight points.

Assuming that the threads themselves are reasonably perfect, the two principal essentials for tight work are that all the threads be thoroughly cleaned and that just enough of a good lubricant be used to overcome the friction of the threads when they are screwed up to a bearing.

Reaming Burrs from Cut Pipe.

Another most important trifle which receives little or no attention in running pipe is the burr left inside the pipe by the cutting-off tool.

Every text book relating to the flow of liquids through pipes dwells insistently upon the importance of maintaining a smooth bore.

A pipe is no larger than its smallest inside diameter, and how often are pipes placed in position with their carrying capacity reduced 50 per cent. by the burr which the thoughtless fitter will not take the trouble to ream out.

A good, sharp reamer should be one of the most important tools in every pipe fitter's kit and it should be used every time a pipe is threaded. It takes time and work to do this, but it is only attention to the little things which marks the difference between the careful and the slovenly workman.

Securing Piping in Place.

A glance at any job of piping will tell whether the man who erected it possessed any mechanical ability. There are so many good hangers that can be easily obtained or made that there is little or no excuse for the carelessness so often shown in supporting lines of pipe. With some plumbers and pipefitters anything in the shape of a hanger seems to go, and in some instances so few hangers are used that the lines of pipe are almost without visible means of support, the erector's sole idea seeming to be to get his pipe into place as quickly as possible without any thought of permanency. It makes little difference what sort of hanger is used if they are placed closely enough together to prevent the pipes from sagging, but for neat work but one style of hanger should be used on the same job.

The tinned strap is perhaps the hanger most generally used. It does very well when the walls to which the pipes are secured are not to be finished.

A hanger made like a wire nail, of wire bent U-shaped and having both ends bent and pointed for driving into the floor joists makes an excellent hanger where pipes are to be suspended from joists. Such a hanger is quickly put up, makes a neat finish, and is especially useful when the pipes must be graded.

Very often hangers are made of strap iron of a weight to correspond to the size of the pipe to be supported. If the pipe is carried close to the joists or ceiling the iron is merely bent around the pipe and the ends securely nailed. When the pipe is some distance from the ceiling one end of the strap iron is looped around the pipe and riveted or bolted into place with a stove bolt, while the other end is screwed, bolted or nailed to the ceiling or joists.

Frequently hangers for the larger sizes of pipes are made of chain run through screw eyes in the ceiling or joists and the ends secured with S hooks, stove bolts or split links.

When the pipes must be rigidly secured the hangers are forged from iron of the necessary weight and then bolted into place.

When many pipes are run together, cast, wrought or malleable ring or hook plates may be used to good advantage.

When pipes are run on finished walls or ceilings the use of ring plates makes the best finish, since they hold the pipes clear of the walls or ceiling, permitting both pipes and walls to be more easily painted or otherwise finished and at the same time preventing the accumulation of dirt behind the pipes.

Under some conditions a board hanger can be advantageously used. Holes of the proper size are bored in a board of the required dimensions; the board is screwed or nailed in position and the pipes are run through the holes. Long vertical pipes run in partitions can be easily held in place by board hangers nailed to the partition studs.

Whenever in roughing work studs are left for fixtures, their locations should be exactly laid off and the nipples held securely into place, so that it will be impossible for carpenters, lathers, plasterers or other mechanics to move them. The painstaking plumber and pipefitter will find in the feeling of satisfaction which always results from work well done an ample return for the small additional exertion required to give lines of pipe a solid, substantial appearance that betokens careful work.

Symmetrical Arrangement of Piping.

Every job of piping should be carefully planned by the man who installs it.

The time is past when a plumber can spend days in building an elaborate work-board to adorn the wall over a kitchen sink.

On the other hand, while economy of both time and material must be studied, a good job of piping will never appear as though the man who erected it simply tried to make each run of pipe the shortest possible distance between the points of supply and delivery without any regard for other conditions.

There is the same opportunity to display art in running pipes that exists in performing any other work and the principal essentials of this art are simplicity and uniformity. Lines of the pipe should, as a rule, always be run parallel to the building walls. When conditions make necessary an exception to this rule 45 degree elbows should be used if possible.

Parallel lines of pipe should always be run on the same level or plane.

Branches also should always be run on the same plane or level. This is easily arranged by taking the branches out of ells or 45 degree ells screwed into the tees in the main lines, making the branches either above or below the main lines.

Valves and cocks in parallel lines should always be lined up; likewise hangers, unions and other fittings. Uniformity should be the constant study of the man erecting pipe work. The symmetrical arrangement of piping stamps the man putting it up as a master of his trade.

Floor Plates, Wall and Ceiling Plates.

The use of floor, wall and ceiling plates is another trifle plumbers and pipefitters very often neglect. No job of piping in finished rooms where these plates are omitted can be called complete.

Of the many different types of floor, wall and ceiling plates, the solid cast iron plate, with a set screw for gripping the pipe, seems the best to use. It requires more thought when running the pipes in order to set them in the proper locations, but once set they are permanently in place.

Plates of the split type very often work loose and are lost. The thin nickeled plates are easily damaged and on this account soon mar the appearance of the piping. Again, in finished rooms the nickel plates emphaize the pipes

from the contrast they make, where the cast iron plates finished like the pipes produce a more harmonious effect.

The average plumber and pipe fitter very seldom thinks of using thimbles where pipes pass through masonry or plastered walls. Where there is much jar or vibration the use of thimbles is a necessity to prevent constant working away of the cement, plaster or mortar. Very frequently, also, the holes through which the pipes are run are never cemented up. This seems a very little thing. Yet the over-running of many a house by mice or other vermin can be traced directly to this one cause.

Certainly if this point with the other little things connected with plumbing work received its proper share of attention there would be fewer complaints of the havoc wrought by plumbers when installing their work.

VENTILATION OF SMALL BUILDINGS

I know of no subject of so much importance which is surrounded by so much ignorance or so many perplexities, difficulties and blunders as ventilation, writes R. T. Crane in the Valve World. While, as I have said this is an exceedingly complex and difficult subject to handle, in a great many cases the ignorance displayed in regard to it is inexcusable. As an illustration, not one person in a thousand has sense enough to use any discretion in opening a window. People will open a window wide, thereby causing an objectionable draught, and the next moment will close it down, cutting off the air entirely, not having sense enough to graduate the opening to a point where they could get the necessary ventilation without creating a disagreeable draught.

One of the favorite methods of trying to change the air of in a room that is practiced by many people who imagine themselves to be particularly wise on this subject, is to open a window at both top and bottom, in the belief that the air will come in at the bottom and go out at the top. It is, of course, true that when there is warmth in a room, and no wind or flue to counteract the motion of the air through the window, this action will take place, but the great trouble with this plan is that such conditions are rarely found. When there is no warmth in the room there will be no action of this kind, and when there is any considerable amount of air moving either against the window or from opposite directions which affects the room, then the air will either come in or go out at both top and bottom.

If there were a flue in the room and the weather cool, the effect would be to draw in air at both top and bottom of the window, and especially would this be the case if there were a number of flues around the house, as they would act on the air in this room, just the same as the flue in the room and make it so much more difficult to get the action desired.

It frequently happens that in a large room only one window will be opened, making it very disagreeable for those near that window, while by opening several windows slightly, and preferably at the top, the entire room might be ventilated without causing disagreeable draughts or inconveniencing any one.

In many cases people suffer considerable annoyance rather than refuse to listen to the outcry of some crank who can't, or thinks he can't, stand the slightest movement of air.

I have seen people so stupid as to stand close to an open window in a car and complain about it, instead of having sense enough to step to one side so as to get out or the draught.

The foregoing remarks concerning the necessity for this exercise of discretion in the opening of windows are, of course, intended to apply only to instances where rooms are occupied by a number of persons and draughts would be unpleasant or dangerous.

There are several devices on the market which are designed to be inserted in windows and which have for their object the scattering of the incoming air. Possibly the simplest and most effective way is to put a board in the window in such a way that the air is thrown upward and prevented from blowing directly onto the inmates of the room.

An Ignorant Official.

A number of years ago I visited one of our schools here with the mechanical superintendent, who had charge of the warming and ventilation of schools. This school was warmed by direct steam. When approaching the building this gentleman noticed that one of the windows was open, and on entering the school made a vigorous protest to the superintendent regarding the matter. The latter stated that he must have some way of obtaining fresh air, whereupon the mechanical superintendent said, "Why, there are your ventilating flues, what more do you want?" to which the superintendent replied, "They do not give us ventilation," which, of course, was the fact, as there was no means of supplying air to the room except by the windows, this man having sense enough to see that it does no good to have ventilating flues unless there is some means of supplying air to pass through them.

When the mechanical superintendent made his protest about opening windows I told him that if I had anything to do with the matter, instead of insisting that they should always be closed, I would make it a rule that they should never be closed, in a case of this kind, that is, where there was no way of obtaining ventilation except through the windows. I mention this incident for the reason that so many people seem to have the idea that in order to get ventilation all they have to do is to put in a flue. They do not realize that the flue will not act unless there is a supply of air coming into the room, and they also forget that air will not come into the room unless there is some force putting the air in motion.

Natural Ventilation.

Here is where the difficulties of ventilating arise, for what we call natural ventilation, that is, the natural action of flues in a house, is entirely determined by the temperature of the weather, or in other words, the flues only act when there is a difference in temperature between the air inside and the air outside the house. Hence when there is practically no difference in temperature, there is no action in the flues. This action is systematically increased by the increased difference between the temperature inside and that outside the room. There being in consequence no uniformity of action, ventilation depending merely upon the movement of air in flues is exceedingly irregular and unreliable.

Consequently the action of air in flues cannot be made effective when there is but little difference between the temperatur of the atmosphere inside and outside the room unless the flues are warmed or some mechanical means for moving the air is provided. But while there are methods of producing perfect ventilation, they are too expensive and complicated for all but the larger classes of buildings, so that it naturally follows that people for all time will have to depend very largely on the use of windows to secure ventilation. There would be very little difficulty about this matter if people would only reason it out and exercise a small amount of common sense in opening windows.

There are people who imagine they cannot get too much ventilation. For example, I know a man who at one time made a great splurge on the question of ventilation in private houses. He made a furnace flue of iron and surrounded it with a brick flue which had connections with all the rooms to facilitate ventilation. While there is some little merit in this plan in moderate weather, I know to a certainty that at other times it is absolutely unnecessary for a private house, as the ordinary fire-place will give really more ventilation than is required where warm air is being supplied through registers.

The same party that advocated this arrangement also advocated another absurd arrangement of having an open base board all around the room connected with this flue on the theory that you cannot systematically move the air in a room without taking it out at every part of the floor, which is another piece of absurdity. Any person who has given any attention to this subject knows that the air lies in exactly true horizontal strata of temperature from the floor to the ceiling and will fall if drawn off at the bottom or rise if drawn off at the top, in perfect uniformity.

AMERICAN FITTINGS.

Complaint is made in Vancouver that local plumbers have been importing fittings from an American foundry which are not up to the Canadian standard of weight required by the Health Department.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Aug. 3, 1906.

There has been no abatement in the amount of business passing in plumbing supplies. Much satisfaction is expressed on the excellent manner in which trade keeps up. Such a healthy trade as exists is quite unusual for this period of the year. Prices are very well maintained.

In iron pipe, conditions are unchanged. Less cutting is being done than formerly, prices being maintained in a most encouraging manner. Conditions at present are admitted to be more satisfactory than they were before, the cutting began.

Solder has experienced no change since last report. The market is steady.

RANGE BOILERS—Conditions are unchanged since our last report. We are still quoting following prices: Iron clad, 30 gal., $5 ; 40 gal., $6.50 net list ; copper, 40 gallon, $22.50 ; 35 gallon, $27 ; 40 gallon, $30.75 net.

LEAD PIPE—There is nothing new to report in lead pipe this week. Discount remain: 15 per cent., f.o.b. Montreal, Toronto, St. John, N.B., Halifax ; f.o.b., London, 15c. per hundred lbs. extra ; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTING— The usual amount of business is passing. No change has occurred in the market, quotations still being: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

IRON PIPE—Conditions in the iron pipe market are much improved, and the feeling in the trade is quite encouraging. Prices remain as follows: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50 ; 3-8 inch, $5.50; 1-2 inch, $8.50 ; 3-4 inch, $11.50 ; 1 inch, $16.50 ; 1 1-4 inches, $22.50; 1 1-2 inches, $27 ; 2 inches, $36.50 ; discounts on black pipe, 1-4 inch, 62 per cent. ; 3-8 inch, 62 per cent. ; 1-2 inch, 71 1-2 per cent. ; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe : 1-4 inch, 47 per cent. ; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent. ; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows : 1-2 inch, $12 ; 3-4 inch, $15 ; 1 inch, $22 ; 1 1-4 inches, $30 ; 1 1-2 inches, $36 ; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—There has been no change in the market situation. Good trade is being transacted at the old figures as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list ; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—The solder market is steady under the recent advances recorded in these columns. Our quotations are as follows: Bar solder, half-and-half, guaranteed, 23c. ; No. 2 wiping solder, 20c.

ENAMELWARE—Our prices remain as follows : Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65 ; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15 ; plate E35, 5 feet, 1st quantity, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25 ; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent. : special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Aug. 3, 1906.

There are no price changes in plumbing supplies this week, and no outstanding features. Business continues as brisk as ever and a long season of good trade is anticipated on account of the building contracts that are being let throughout the province.

There is no cutting of any account being done. Iron pipe, lead pipe and all large lines sell at quoted prices.

An especial increase in business is noted in steam and hot water heating supplies, some of the jobbing houses being kept on the go to fill orders.

LEAD PIPE—Prices are firm and the demand lively. We quote as follows: Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS — Our quotations are as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—A large demand is felt and quotations are firm. We quote: Black, 1 in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—We quote: prices as follows: Cast iron elbows, tees, crosses, etc., 67 1-2 per cent.; cast iron plugs and bushings, 67 1-2 per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 1-2 per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Trade continues very good with an increasing demand as buildings in course of erection near completion. We quote: Hot water, 50 and 2 1-2 per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Prices are unchanged. We quote: Bar solder, half-and-half, guaranteed, 24c. to 25c.; wiping, 22c.

ENAMELWARE—We quote as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

NEW LIGHTING FIXTURES.

W. M. Campbell, manager of the International Gas Appliance Co. of Toronto, has just returned from a business trip through England and Germany. Mr. Campbell's reason for taking this trip was to put his firm in connection with an English glass manufacturing concern which would manufacture lights of the same style as are made in the United States. In this mission he was successful, having completed arrangements with Charles Joyner & Co., of Birmingham, England. The International Gas Appliance Co. will be sole Canadian agents for these goods. While in Germany he secured the exclusive American and Canadian agency for one of the largest glass manufacturing concerns in the world.

Although his time was limited, Mr. Campbell was able to enjoy one or two pleasure trips, and while traveling through Italy had the misfortune to be relieved of his pocketbook, containing his return ticket and a sum of money, but, luckily, when he arrived at his destination he met friends and was able to secure funds.

"Although the American man of business seems shrewd and is eager to take up a money-making proposition at once," said Mr. Campbell, "yet I think I prefer the Englishman. He is more conservative and takes time to deliberate. Where the American just looks at the present good he can derive from a business deal, the Englishman looks into the future."

While in London the representative of Hardware and Metal had the pleasure of entertaining Mr. Campbell.

"Black Diamond" is the Best Order-Getting Tarred Felt in Existence

That's not unexpected considering that it has always been one of our "pet" brands. One happy dealer referred to it as the "Black Prince." He evidently saw an anology between "Black Diamond's" victory and that at Cressy.

Wise is the dealer who sells "Leader" lines !

"BLACK DIAMOND"

TARRED FELT

Note—We presume you have a stock of "JOLIETTE" and "CYCLONE" **SHEATHING**, and also our various brands of **READY ROOFING, WRAPPING PAPERS, BUILDING PAPERS.**

ALEX. McARTHUR & CO., Limited,

82 McGILL STREET MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Aug. 3, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$41 00 $41 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
'Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I X X, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	7 00

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	....
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base	....	2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Jowett's Diamond J	0 06½	0 07
" Best	0 11	0 11½
Best sheet cast steel	....	0 12
B. K. Morton & Co.—		
"Alpha" high speed	....	0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J quality, best warranted	....	0 18
"I" " warranted	....	0 14
"B.C" quality	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"	..	0 65
" " annealed	....	0 65
Chas. Leonard	0 08	0 09
CrucibleSteel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special	....	0 16
" Silver steel	....	0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed	....	10½

BABBIT METAL.

The Canada Metal Co.:

Imprical, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard GenuineBabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge	....	2 70
17 gauge	....	2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00 10 00
" ¼ "	5 60
" 5-16 "	4 45
" ⅜ "	3 85
" 7-16 "	3 70
" ½ "	3 55
" 9-16 "	3 45
" ⅝ "	3 35
" ¾ "	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	20 50

Bars.

Cut lengths, round, ⅛ to ⅞ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned } 35 per cent. off list.
Spun }

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 25	7 50
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks	8 25

LEAD.

Imported Pig, per 100 lb	4 30	4 40
Bar, " "	....	4 50
Sheets, 2½ lb. sq. ft., by roll	....	0 05½
Sheets, 3 to 6 lb. "	....	0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c lis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb.	0 27	0 28

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

	Plate E I, Fittings extra	1st quality	Special
4 and 4½ ft. 3 in. rolled rim		$19 65	17 65
5 feet	"	20 65	18 65
5½ "	"	22 15	20 15
6 "	"	24 90	22 90
Plate E II			
5 feet	2½ in. "	19 15	17 15
5½ "	2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings— Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 09	⅛ inch	2 92
¼ "	2 09	¼ "	2 92
⅜ "	2 42	⅜ "	3 27
½ "	3 05	½ "	4 20
1 "	4 37	1 "	6 20
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 10
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 percent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock	net	1 75
No. 4 "	"	1 90
No 7 Fuller's	"	2 35
No. 4½ "	"	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	net	25 00
" 35 "	"	29 00
" 40 "	"	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, dis. 6 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT — **TORONTO, - ONTARIO**

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

1½-lb. per lb.	0 37
2-lb. or over "	0 34

SOLDER.

	Montreal	Per Toronto
Bar, half-and-half, uaranteed	0 25½	0 24
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 09
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.	
Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4		4 75
Munro's Select Flake White		6 50
Elephant and Decorators' Pure		6 30
Monarch		6 50
Standard Decorator's		6 25
Essex Genuine		5 75
Brandram's B. B. Genuine		7 50
"Anchor," pure		6 00
Sterling Pure		6 00
Ramsay's Pure Lead		6 00
Ramsay's Exterior		5 75
Crown and Anchor, "pure		6 00
Sanderson Pearcy's		6 30

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints....gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40

Shellac, bleached, in jars or ground, 44c. per lb., f.o.b. Montreal.

Shellac, bone dry, 51c. per lb., f.o.b., Montreal

Shellac, T. N. orange, 47 to 48c., f.o.b., New York

	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1.	0 85	0 90

Elastilite varnish, 1 gal. can, each.. 2 00

Granitine floor finish, per gal 2 75

Maple Leaf coach enamels; size 1, $1.20 size 2, 70c.; size 3, 40c. each.

Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

Canada Paint Co's sun varnish 2 00

"Kyanize" Interior Finish 2 40

"Flint-Lac," coach 1 80

"Gold Medal," per gal., in cases.. 2 00

Jamieson's Copaline, per gal. can 2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 1°	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.

C. B. Caps American, $2.60 per 1000.

Rim Fire Pistol, discount 30 p.c., American.

Rim Fire Cartridges, Dominion, 50 and 5 p.c.

Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.

Central Fire Pistol and Rifle, list net Amer.

Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.

Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.

Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.

Brass Shot Shells, 55 per cent.

Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	025

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.

Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.

Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.

Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.

Standard, 60 and 10 per cent.

No. 1, not wider than 6 in., 60, 10 and 10 per cent.

Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.

Gilmour's, discount 60 per cent.

Rockford, discount 50 and 10 per cent.

Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60

Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55 and	5
Plough Bolts	55 and	5
Blank Bolts	55 and	5
Bolt Ends	55 and	5
Sleigh Shoe Bolts	70	
Coach Screws, conepoint	70 and	5

Nuts, square, all sizes, 4c. per lb. off.

Nuts, hexagon, all sizes, 4½c. per lb. off.

Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M 4 25
Small heel	" 4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent

Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.

Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

CEMENT AND FIREBRICK.

F, Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.

Warnock's, discount 75 per cent.

P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15	
S. & D., " 5	"	0 22½	
S. & D., " 6	"	0 15	
Boynton pattern	"	0 20	

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32	
7-inch	"	1 48	

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70 "	10	"
Kearney & Foot	70 "	10	"
Disston's	70 "	10	"
American	70 "	10	"
J. Barton Smith	70 "	10	"
McClellan	70 "	10	"
Eagle	70 "	10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to 75		"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65	2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ⅜-inch	per gross	....	9 00
" " ½ "	"	....	10 00
" " ⅝ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz.	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb.		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge— to 70 in. per 100 lb.	....	4 50
12 in. up "	....	25
Spring, No. 20, per gro. pairs	....	10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	....	60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American per gross	....	0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast per doz.	4 00	
Ordinary, with O burner "	3 50	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$ 3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes	....	2 50
Woodyatt, ball b'ring, 12 to 20-in	5 60 to	7 45

Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21,23,25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz. Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am.	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem each	....	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent.
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.)

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "	"	...	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — **MONTREAL.**

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English .....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
man ..... "	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood.....per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's..... ...	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros. " Klean Kutter	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal.....	0	10½
Pure Manilla	0	15
"British" Manilla.....	0	11½
Cotton, 3-16 inch and larger.....0 21	0	23
" 5-32 inch 0 25	0	27
" ⅛ inch 0 25	0	28
Russia Deep Sea	0	16
Jute.....	0	09
Lath Yarn, single	0	10
" double	0	10½
Sisal bed cord, 48 feet.....per doz.	0	60
" " 60 feet..... "	0	75
" " 72 feet..... "	0	90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0	75
" No. 50, nickle-plated, "	0	80
Common, plain.....	4	50
" plated	5	50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's), 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7	50
Eureka tinned steel, hooks	8	00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shove (No. 2 pol.).$18 5₀

(Hollow Back)	(Reinforced S Scoop.)
Moose..... $17 50	..... $16 30
Bear 15 00	..... 15 30
Fox 12 50	..... 14 30
Black Cat.... 10 00	..... 13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 80	2 85
" steel.....each	0 80	3 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discoun: 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Liston's, discount 10 per cent.

German.....per doz.	4 75	5 00

S. & D., scou 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1.....	....	3 50
" " No. 2.....	....	5 50
Saw Vise.....	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16, $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80, No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	....	2 60
Galvanized, plain twist	....	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 45
" No. 11	3 10
" No. 12	2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..		1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

Terms, 3 months, 2 per cent. 30 days

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent

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Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

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UNITED BRASS GOODS ARE BEST.
BEWARE OF THE "JUST AS GOOD."

Every sham and imitation made solely for profit since the world began has claimed to be "just as good" as the honest article it sought to imitate. Lots of cheap brass goods claim to be as good as UNITED, but are not. Figure it out. The maker of the cheap brass goods takes a profit and has some expenses to pay out of his price. How many cents does that leave for material and labor ?

UNITED BRASS GOODS ARE HONESTLY MADE.

They are sold at a fair profit. When you buy UNITED BRASS GOODS you are paying for best material and best workmanship, and you get them. UNITED BRASS GOODS are pre-eminent for strength, wearing qualities and beauty of design. In fairness to your trade you ought not to use any other kind and you cannot afford to. Let us tell you our prices.

UNITED BRASS MANUFACTURING CO.

CLEVELAND, OHIO, U.S.A.

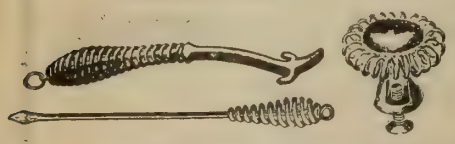
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GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

WORK AND PRICES RIGHT
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ONT. WIND ENGINE & PUMP CO. LIMITED.
TORONTO, ONT.

ARISE YE, WESTERN DEALERS!

The Fall shooting season will soon be at hand. The sportsman will get down his **Model 23**

Hamilton Rifle

and his boys, their **Models 15 and 19.**

But there will be a great number of new "shots"—those who, having contracted the hunting fever, will be looking for rifles.

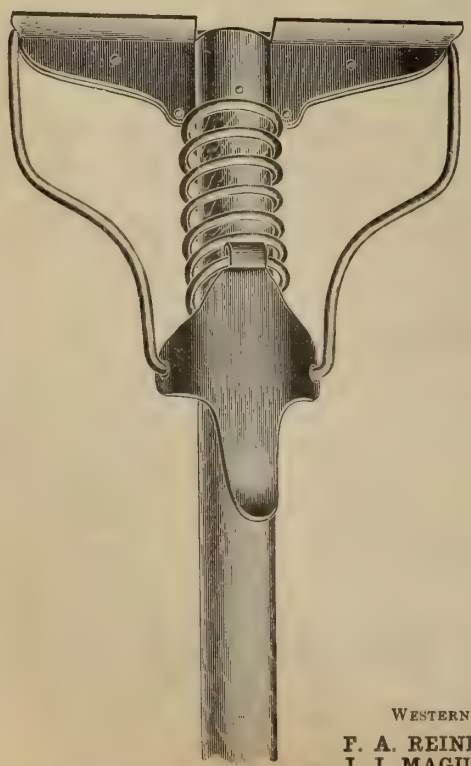
You can get a big portion of this business if you see your jobber about **Hamilton Rifles.**

Model 15 (for boys) sells at $2.00
Model 19 (for boys) sells at 2.50
Model 23 (for men) sells at 3.50

THE HAMILTON RIFLE CO.
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WOODENWARE

The "BEST" Mop



The Best in Canada

The ***strongest, simplest,*** and ***most durable mop*** on the market. An ***idle boast*** if we couldn't ***back up*** our statements.

MADE OF STEEL
EASILY OPERATED
UNBREAKABLE

ASK YOUR JOBBER FOR THEM

MADE BY

The CUMMING MFG. CO., Limited
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ISN'T IT A BEAUTY?

That's only one of the seventy-five perfect pieces which make up our beautiful Louis XIV Classification.

Every piece is of the same harmonious design. Many patterns and arrangements to suit all ceilings and tastes.

Every piece fits. A pleasure to erect.

Better try us—if you haven't already joined the happy throng.

We make a full and complete line of

ROOFING, SIDING, CORNICES, SKYLIGHTS, etc.



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The GALT ART METAL CO., Limited, GALT, ONT.

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Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

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For Sale by all Jobbers at Manufacture Prices.

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SEWER PIPES

in sizes from 4 inches to 24 inches. Price lists and discounts on application

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Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of enquirers in our various offices throughout Canada and in Great Britain without charge.

Address

Business Manager

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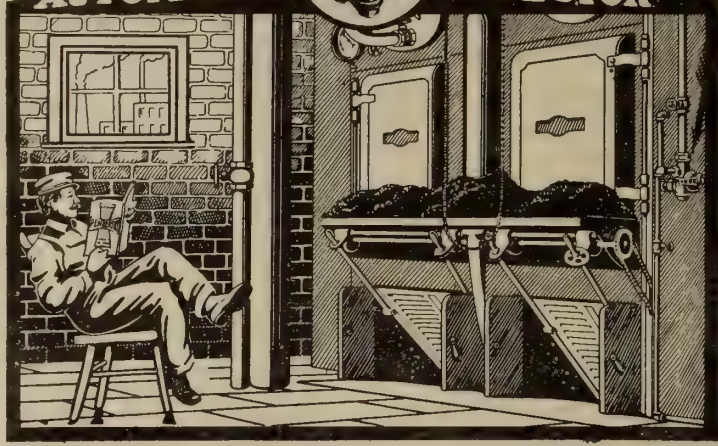
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EQUIPPED WITH A
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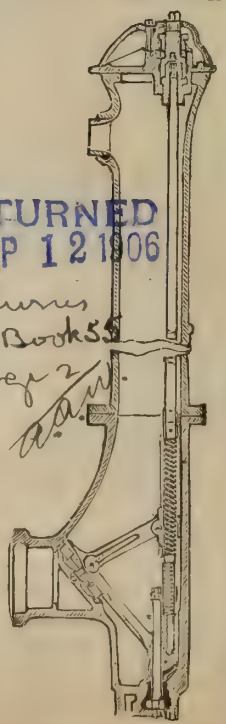
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To Dunn
Cut Book 53
Page 45



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VALVES

All wearing parts are renewable



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Waterworks Supplies

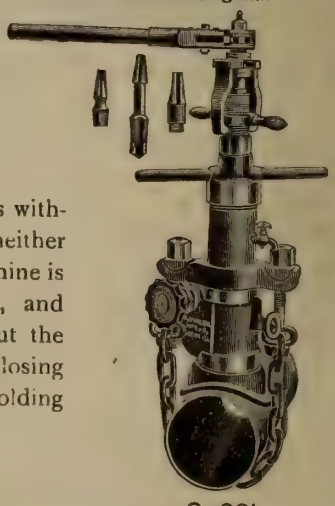
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Mueller
Water Tapping Machines

No. 2 Mueller Original.



The tool or corporation cock may be changed at any stage of the work with Mueller Machines without water escaping, as neither is put in until the machine is secured to the main, and they can be taken out the same way, the valve closing behind them and holding the water in.

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THE MARK OF DECATUR ILL. U.S.A. HOM REGISTERED TRADE MARK MUELLER GOODS
UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. ***New York, N.Y., U.S.A.***

1906 Age cannot wither, Nor custom stale, its infinite variety. 1906

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AUG. 27 TORONTO SEPT. 10

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LARGER, MORE INSTRUCTIVE AND MORE ENTERTAINING THAN EVER

AN UNEQUALLED ART LOAN EXHIBIT
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MAGNIFICENT EDUCATIONAL EXHIBIT OF PROCESSES OF MANUFACTURE IN NEW $100,000 BUILDING.

THE FINEST PROGRAMME OF AMUSEMENTS EVER PRESENTED, INCLUDING "IVANHOE" WITH EXPERT TILTERS BROUGHT EXPRESSLY FROM ENGLAND

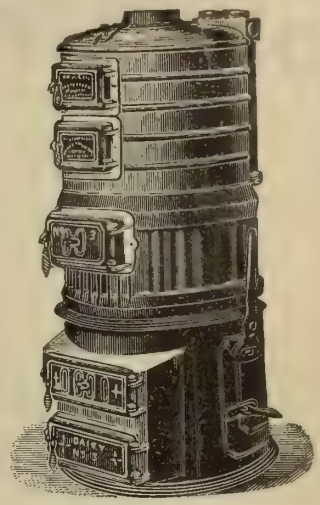
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Will play twice daily on the Grand Plaza (free), 11 a.m. and 4 p.m.

NO UP-TO-DATE CANADIAN WILL MISS THIS EXHIBITION
TO AVOID THE GREAT CROWD, COME FIRST WEEK

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Do you see that boiler there? That's the DAISY IMPROVED.
Its construction is very simple, making it possible for anyone to do the operating.

DAISY BOILERS

last longer than other kinds. The material from which they are made is more genuine, the principle on which they are made is more meritorious. The people who make them are more experienced.

Wouldn't you like to be a Daisy Dealer? Drop us a line.

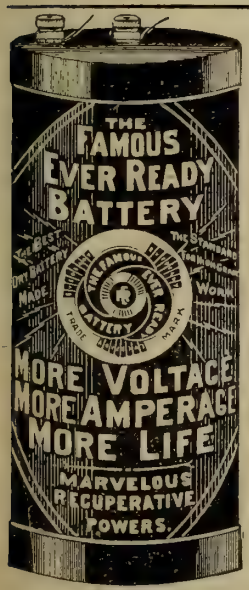
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R. J. CLUFF & CO.

Lombard Street, TORONTO

Ontario Agents for

Warden, King & Son, - Montreal



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que

We have always Aimed High for Quality

This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's Extra Standard

GLOBE VALVES

are of the best quality. They give the best of service and are moderate in price.

Every valve is TESTED, and PACKED, and GUARANTEED.
WRITE FOR CATALOGUE

The KERR ENGINE CO., Limited
Manufacturers

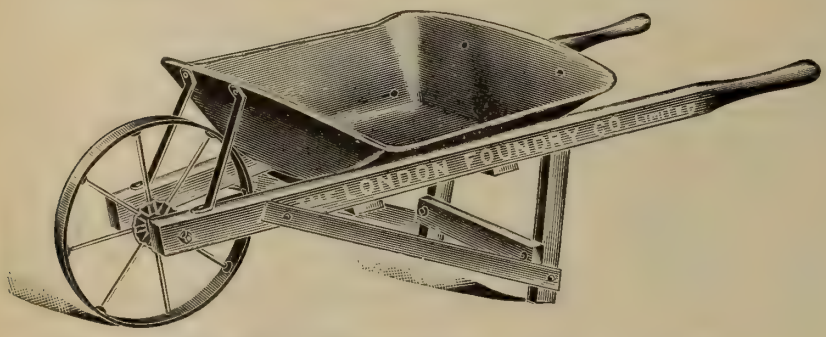
WALKERVILLE - ONTARIO

BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

REGISTERED TRADE "B" MARK
BRANTFORD ROOFING CO. LIMITED
BRANTFORD, CANADA

Made in Brantford, the home of good things. We have the best in this line—It's only a question of time when they will be generally used—Why lose time finding it out? Be in the march of progress—mail us a sample order.

SAMPLES—PRICES ON APPLICATION.



THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

WHEELBARROWS

ALL KINDS

Railroad, Dock, Concrete Work, Farm and Garden Barrows

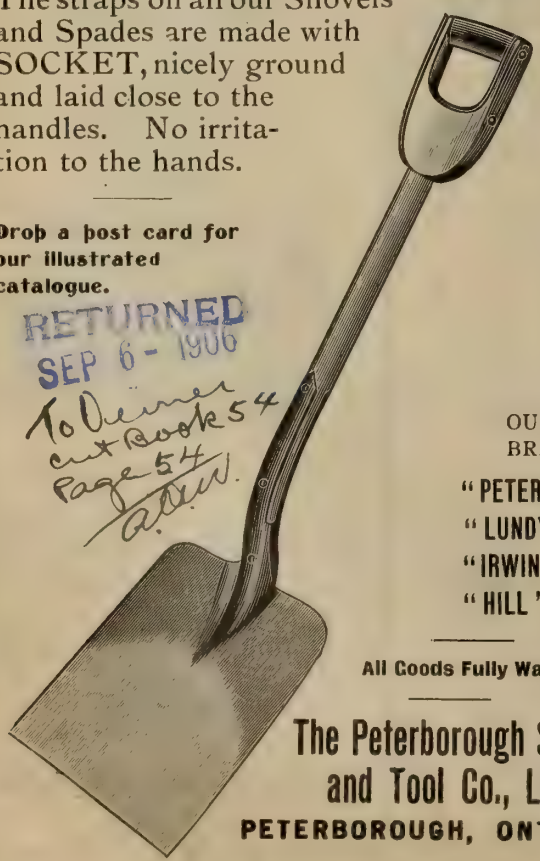
SEND US YOUR ENQUIRIES FOR

Cider Mills and Presses
Drilling Machines
Forges
Trucks, for all purposes
Washing Machines
Butter Workers and Shipping Boxes
Blacksmith Machine Tools
Wagon Skeins

The straps on all our Shovels and Spades are made with SOCKET, nicely ground and laid close to the handles. No irritation to the hands.

Drop a post card for our illustrated catalogue.

RETURNED
SEP 6 - 1906
To Owner
cut Book 54
Page 54



OUR BRANDS:

"PETERBORO"
"LUNDY"
"IRWIN"
"HILL"

All Goods Fully Warranted

The Peterborough Shovel and Tool Co., Limited

PETERBOROUGH, ONTARIO



Dominion Pressed Steel Co., Limited

MANUFACTURERS OF

High-Grade Crucible Steel Shovels, Spades and Scoops.

Brands | **SUPERIOR** | **HURON** | **ONTARIO** | **ERIE**

Satisfaction Guaranteed

NOTE—Crucible Steel costs nearly twice as much as ordinary Steel. It must be better. Buy our Shovels and have the best.

Dominion Pressed Steel Co.,

LIMITED

PORT ELGIN, ONT.

MONEY-MAKING

WALL PAPERS

Judging Wall Papers by the standard of price alone will always be unsatisfactory.

It is vastly more important to consider the profit-earning possibilities of the different makes submitted for your approval.

We have learned the way to make our wall papers so pleasingly attractive, that quick sales and good profits are assured to the dealer handling them.

When our salesman turns over our samples you will recognize profit-earning possibilities not to be found in other makes.

Your order will be filled to your satisfaction.

STAUNTONS LIMITED

Makers of Superior Wall Papers TORONTO, Ont.

A GOOD ONE

THE **BOSS** WASHER

OVER **6,000** SOLD

IN ONTARIO AND THE WEST

YOU SHOULD **B** IN THIS

Try One

WALTER WOODS & CO.

HAMILTON and WINNIPEG

CLASSICAL METAL CEILINGS

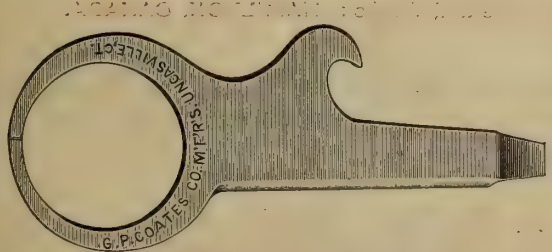
are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited
Preston, Ontario



G. P. COATES CO., Norwich, Conn., U. S. A.

MANUFACTURERS OF

The Triplet and the Man-I-Q.

THE TRIPLET Combination Pocket Tool for Holding Keys, Opening Letters, Removing Crown Caps from bottles, Turning Screws and for various uses.

"You don't have to carry a kit of tools if you have a Triplet in your pocket."

THE MAN-I-Q. A dainty little Manicuring Tool—different from other makes, being so constructed no case is necessary to carry it in, to prevent the nail cleaning point from cutting the pocket. Notice the Good File on them—how it cuts—and the width of it. Sample **TRIPLET** and **MAN-I-Q**, post-paid, for 15c. A sample dozen, post-paid, 75c. Descriptive circulars, prices and full particulars to dealers. Ask your jobber for them.



GREENING'S

IMPROVED

CATTLE CHAINS

Strongest and Best on the market
Have stood the test for years



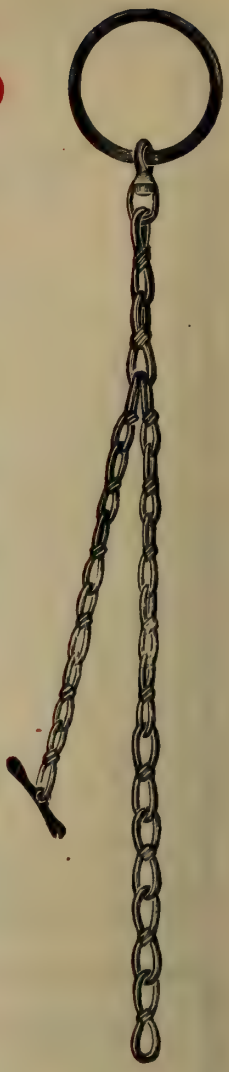
Open Ring. Made in Six Sizes.



"Greening's Special Tie."



Four Chain Cow Tie



Small Close Ring. Large Close Ring. Made in Six Sizes.



Walton or Three Chain. Made in Six Sizes.

THE STRENGTH of a Tie is that of its weakest part. Ours are of uniform strength throughout. It will pay to handle only the best.

Our Ties are numbered from 1 to 5/0, and may be described as follows: No. 1, Calf Tie; No. 0, Light Cow Tie; No. 2/0, Cow Tie; No. 3/0, Stock Cattle Tie; No. 4/0, Light Bull Tie; No. 5/0, Extra Heavy Bull Tie.

A complete line of all sizes ready for shipment.

Manufactured under Patent No. 50925.

FOR SALE BY ALL JOBBERS.



Head Office and Works: HAMILTON, CANADA.

A good stock of CINDER SIFTERS, FRUIT DRYING CLOTH and small MESH NETTING in stock.

THE . . .

B. GREENING WIRE CO.

Limited

HAMILTON and MONTREAL

TRADE MARK
This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

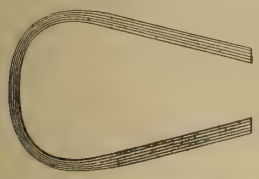
SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

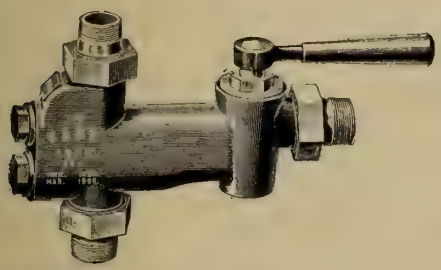
Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.



We use strictly first-class material, and good workmanship. Send for prices for your requirements.

Quebec Agent: J. A. BERNARD, 21 St. Peter St., Quebec, P. Q.



EASY INJECTORS

A Double Tube Machine at Single Tube Price.

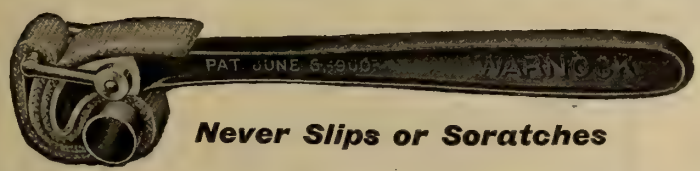
SURE ACTION FEW PARTS

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

THE WARNOCK WRENCH



Never Slips or Soratches

For Use Where All Other Tools Fail.
Send for Sample.

Warnock Mfg. Co, Worcester, Mass., U.S.A.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works.



Cole's Spiral Tubular Radiator

Can be used on any stove

Best radiator — at half the cost of inferior goods.

Only radiator made adapted for both hard or soft coal. Size pipe collar 5, 6 and 7 inches.

These radiators give the best satisfaction and have yet to receive a single complaint.

FOR SALE BY

E. T. Wright & Co., - Hamilton



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

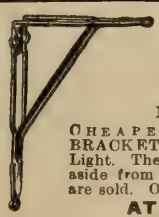
Wanted Hardware Dealers

As Agents for

Iron Fencing,
Fire Escapes,
Window Guards,
Lawn Seats,
Railings, Etc.

DENNIS WIRE & IRON WORKS CO., LIMITED

London, Ont.



Will Hold up a Shelf!

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving in freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

Enthusiasm Counts

We are paint enthusiasts ; not only our profit, but our pleasure is in creating paint.

"Ark Brand" Floor Paint

is one of the results. It resulted from years of experiment and observation. It dries hard over night, and remains hard with the elasticity of rubber. Owing to its composition it possesses the nature of concrete. Tests have proven it to be superior to any preparation made. We invite comparision with any other brand.

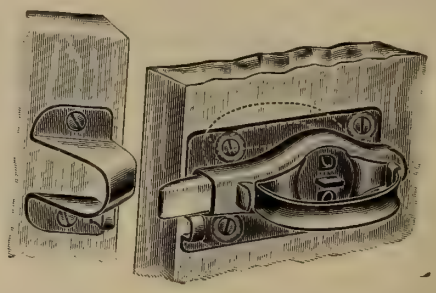
THE FRANCIS-FROST Co. LIMITED



TORONTO, ONT.

WHITCOMB STEEL BARN DOOR LATCH

STRONG DURABLE CONVENIENT



Easily adjusted to door of any thickness. Will not catch harness.

Two large handles make it easy to hold door, or open it from either side.

Two catches furnished with each latch so that door or gate can be held open or closed.

Enamel finish with galvanized bolt.

Fully Guaranteed. Sample sent on request.

ALBANY HARDWARE SPECIALTY MFG. CO.,

Manufacturers of
PATENTED SPECIALTIES BY CONTRACT

ALBANY, WISCONSIN, U.S.A.

Ramsay's Creosote Stains

Sometimes you are asked for Creosote Shingle Stains. Are you ready for the trade? Look at our sample slats, and look at our prices.

Ramsay's Creosote Shingle Stains are away below imported goods and away up in quality. This is becoming a popular line. With Ramsay's prices, and Ramsay's quality, popularity will increase. Let us send you our samples and prices. It will mean information and business for you.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

The Dealer who is alive to the profit-making capabilities of

BRANT-LAC BRANTINE OIL FINISH TURPENTINE SHELLAC

is alive to the fact that HE is making profit selling them.

Instruct our office
to forward you particular particulars.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

THE

"BRANDRAM"

Anchor Brand Specialties

Varnishes:
Carriage,
Household,
Handy.

Varnish Stains,
Oil Stains,
Woodfillers.

Superfine
Coach Colors in
Japan.

Carrriage
Gloss Colors.

Farmers'
Wagon Paints.

Roofing and
Elevator Paint.

Creosote
Shingle Stains.

Japanese
Enamel Paints.

Aluminum and
Bronze Paints.

B.B. White Lead Process

The "Brandram" Process makes the "Brandram" White Lead the Best White Lead in the World today. It is "The" process for making White Lead—as "Brandram's" is "The" White Lead for making Paints. Hitherto made only in London, England (since 1717)—it represents one hundred and eighty-nine years of White Lead satisfaction to millions of users the world over.

ENGLISH LIQUID HOUSE PAINTS

have this "Brandram's" B. B. Genuine White Lead basis—no other White Lead is used in their manufacture. This perfect process White Lead, together with the most permanent pigments known, fine grinding in GENUINE LINSEED OIL, Turpentine and Dryers, place these Paints in a position unattainable by any Ready Mixed Paints in Canada.

HENDERSON & POTTS CO.
Limited

Anchor Brand Specialties

Liquid
Marine
Paints

White
Zinc
Paints.

Graphite Paints
Paste and Liquid

Pure Colors
in Oil.

Dry Colors
Chemical and
Natural.

Distemper
Colors.

Permanent Reds
(Paranitraniline)
in Oil and
Japan.

HENDERSON & POTTS, Ltd.
HALIFAX, N.S., ST. JOHN, N.B.

HENDERSON & POTTS CO., Ltd.
MONTREAL AND WINNIPEG

MARSHALL-WELLS CO.
WINNIPEG, MANITOBA

Distributing Agents for Manitoba and the West



"I USE ONLY THE
C.P.Co's

Satisfaction is depicted upon every feature when the **Canada Paint Company's** colors and stains are being used.

The reason is **not** far to seek.

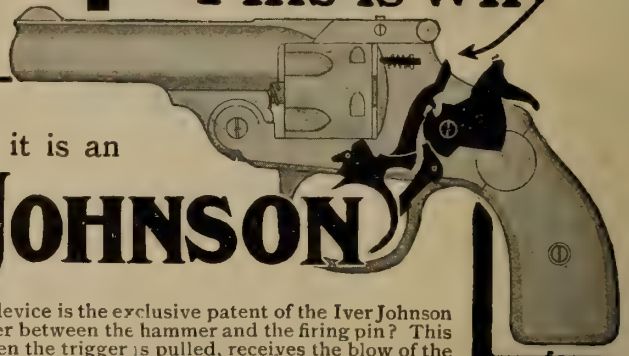
Enquire from **any** of the merchants who **sell** our manufactures.

We, ourselves, refrain from expressing **any opinion** as to the cause of this universal satisfaction.

THE CANADA PAINT COMPANY L'T'D

Accidental Discharge Impossible-

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.



DO NOT

recommend the same material for finishing a floor that you would for a door. One is to be looked at and admired, the other is to be walked on, jumped on, has to withstand mud and water, furniture, pianos, sewing machines, etc., rolled over it and still be an object of admiration. Granitine Floor Finish for natural finish and Chijap Floor Lac for stained finish stand lots of abuse. They wear on the job, not off.

Manufactured only by

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA

WHAT OTHERS HAVE DONE YOU CAN DO

You are not selling

GRANITE FLOOR PAINT

because you perhaps imagine another hardwareman in your town has the trade "worked up."

Should that be the case, it's the best argument for your stocking up.

You are entitled to a share of the trade and can get it.

Simply work hand-in-hand with the opportunity—get ***Granite Floor Paint.***

If you are minus our latest **Catalogue** don't fail to write us.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

It is Often Easy to Persuade

your customer that the best is the cheapest.

JAMIESON'S Floor Enamel

while more expensive than ordinary floor paint, is so much better for the floor that it should not be difficult to induce your customer to try it.

It Dries Hard
Is Never Sticky
Gives a Varnish Gloss
Stands Repeated Washing and Wears Like Iron

You can make more profit on **Floor Enamel** than you can on Floor Paint.

Write for show cards and prices to

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

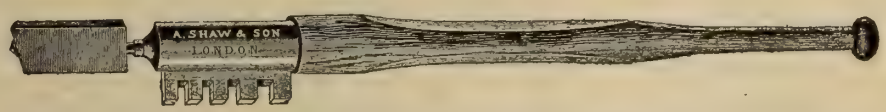
Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent
GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG



The Fall time is "Brighten Up" time. The agent or dealer who takes advantage of our big "Brighten Up" Campaign this year can build up a record business.

We don't stop when we put our goods on your shelves. You are not left alone to create a demand for them and build up a trade. We help you in every way to make sales and go after the business. It's to our advantage to do so, and it's to yours. Working together we both profit.

The Fall is a splendid painting season. Every year, for many years past, we have made a special campaign for business at this time. As a result our agents have had a splendid trade while other dealers were waiting for business that never came. This year our campaign is better than ever. Our "Brighten Up" Campaign we call it, and it is a winner. There are many trade pulling features in it and every one is strong. Our agents will do *the* business of their vicinity this Fall, because we are behind them and are working with them in every way.

If you are not one of our fortunate agents—if you do not know our fine line of paints and varnishes—the many good specialties we have that appeal to the Fall trade—how we work with you and for you to sell the goods—write us today. Get in now on our "Brighten Up" Campaign and make the profits grow this Fall.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

1653



E-Z FLOOR STAIN

BEAUTIFIES YOUR FLOORS
AND
MAKES OLD FURNITURE NEW

EASY TO APPLY. QUICK TO DRY.

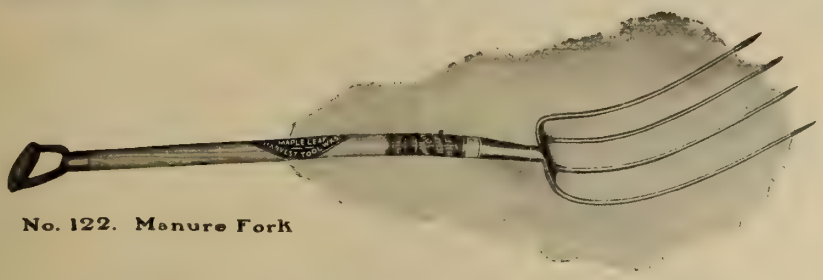
THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY, EDMONTON *WINNIPEG*



HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



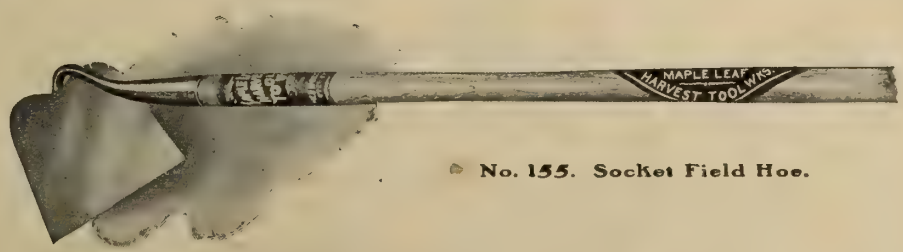
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



No. 155. Socket Field Hoe.

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue

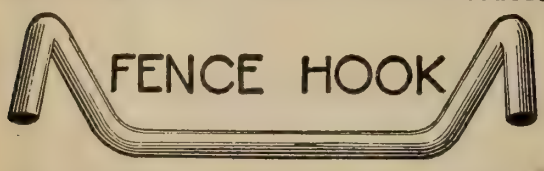


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH
Best Grade American

KEENE'S
Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

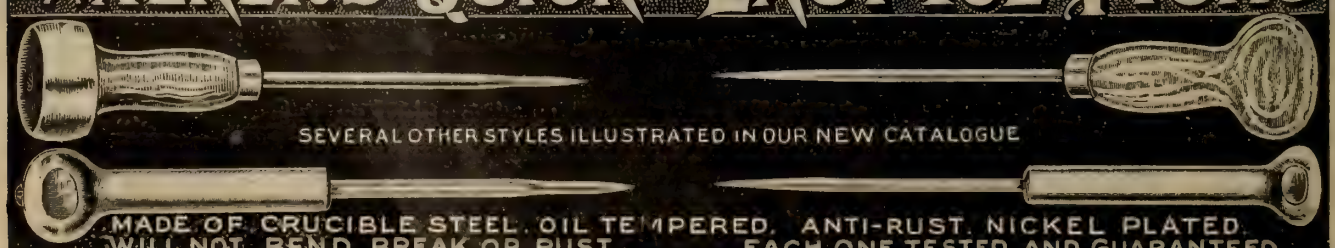
Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

F. HYDE & CO.

31 WELLINGTON ST.
MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

Telephone: *Main 1678.*

Factories: *Sheffield, England*

JOHN ROUND & SON, Limited

Manufacturers of

HIGHEST GRADE TABLE CUTLERY,
SILVER PLATED AND NICKEL SPOONS AND FORKS,
PEARL HANDLE DESSERTS AND FISH EATERS IN CASES,
COMBINATION CABINETS, OAK GOODS, Etc.

REGISTERED TRADE MARKS



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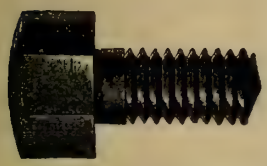
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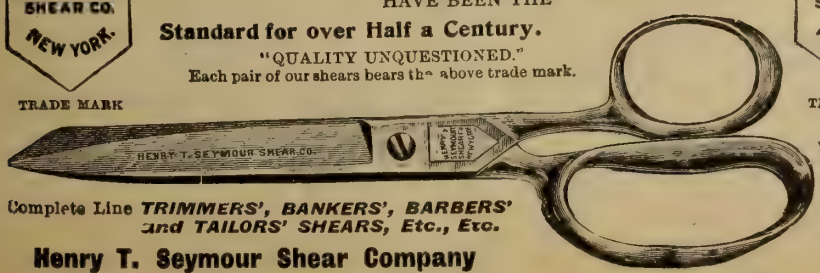
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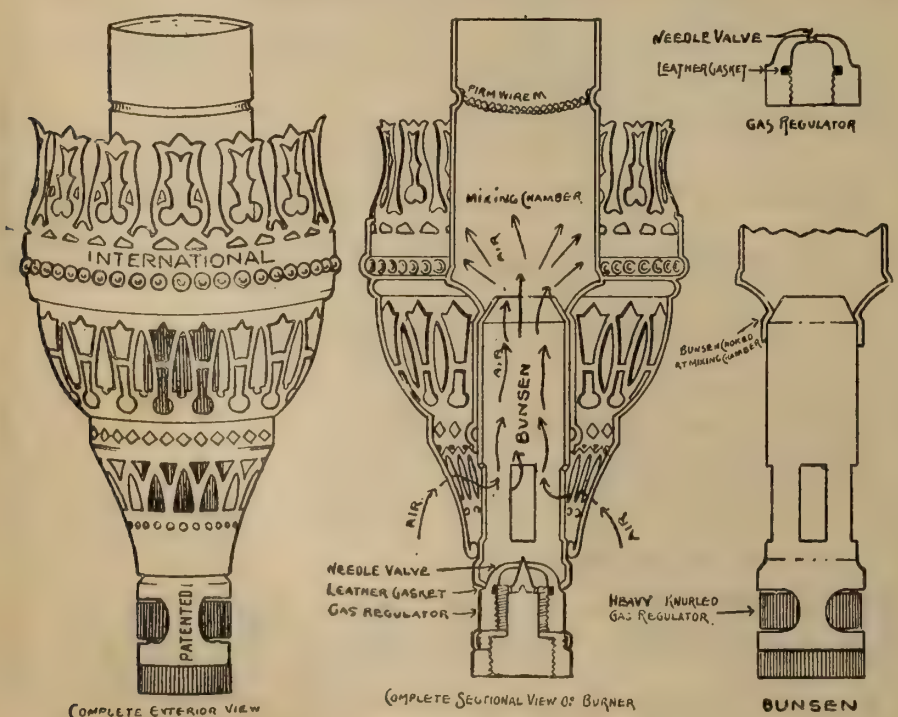
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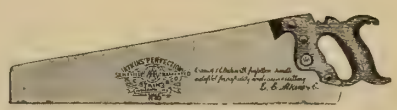
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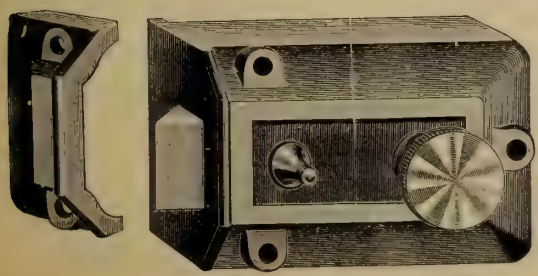


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170

INDEX TO ADVERTISERS.

A

Albany Hardware Co..... 106
American Shearer Mfg. Co..... 98
Amos, Chas. & Co..... 16
Armstrong Bros Tool Co 113
Armstrong Mfg. Co 40
Atkins, E. C., & Co..... 117
Atlas Mfg. Co..... 105

B

Barnett, G. & H. Co....outside back cover
Barrett, Jos., & Sons 120
Batty Stove Co..... 105
Bell, Thomas, Sons & Co..... 47
Birkett, Thos., & Son Co. 1
Borden Co 40
Bowmanville Foundry Co..... 98
Bradstreet's..... 31
Brantford Roofing Co..... 102
Brooks-Sanford Co..... 46
Burr Mfg. Co..... 31

C

Cameron & Campbell, inside front cover, 48
Canada Foundry Co 105
Canada Horse Nail Co..... 41
Canada Iron Furnace Co..... 114
Canada Metal Co..... 8, 93
Canada Paint Co..... 108
Canada Paper Co 105
Canada Smelting Works 114
Canada Stove Works..... 42
Canadian Asbestos Co 34
Canadian Bronze Powder Works..... 109
Canadian National Exhibition 101
Canadian Fairbanks Co..... 100
Canadian Heating & Ventilating Co.. 19
Canadian Sewer Pipe Co..... 114
Canadian Shovel & Tool Co..... 4
Carriage Mountings Mfg. Co 32
Caverhill, Learmont & Co..... 6
Chicago Spring Butt Co..... 1
Clare Bros. & Co..... 30
Clauss Shear Co..... 94
Cluff, R. J., & Co..... 100
Coates, G. P., & Co..... 103
Consolidated Plate Glass Co..... 110
Consumers' Cordage Co..... 117
Copeland-Chatterson Co 13
Copp, W. J., & Son..... 31
Covert Mfg. Co 99
Crain, Rolla L., Co..... 45
Cumming Mfg. Co..... 98
Outts, C. M. & Co..... 120

D

Dana Mfg. Co..... 8
Davenport, Percy P..... 120
Davidson, Thos., Mfg. Co..... 2
Dennis Wire & Iron Co..... 105
Deseronto Iron Co..... 114
Diamond Saw and Stamping Works 99, 110
Dieckmann, Ferdinand..... 13
Dominion Cartridge Co. 115
Dominion Pressed Steel Co..... 102
Dominion Sewer Pipe Co 99
Dorken Bros. .....outside front cover
Dover Mfg. Co..... 15
Down Draft Furnace Co..... 18
Dowswell Mfg. Co 112

E

Eadie, H. G..... 114
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co. of Pa 36
Erie Specialty Co..... 102

F

Fenner, Frederick 109
Findlay Bros. 20
Forman, John 101
Forwell Foundry Co 40
Fox, C. H..... 14
Francis-Frost Co..... 106
Frothingham & Workman 7

G

Galt Art Metal Co..... 93
Gibb, Alexander..... 14
Gilbertson, W., & Co..... 114
Glauber Brass Co..... 40
Grautoff, B. A., & Co..... 46
Greening, B., Wire Co..... 104, 116
Guelph Stove Co..... 37
Gurney Foundry Co..... 21, 118
Gurney, Tilden Co..... 39
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Cotton Co..... 46
Hamilton Rifle Co..... 98
Hanover Portland Cement Co..... 113
Harris, J. W., Co..... 32
Hart & Cooley Co..... 120
Heinisch, R., Sons Co..... 113
Henderson, J. A..... 8
Henderson & Potts Co 107
Heney, E. N., & Co..... 120
Hobbs Mfg. Co 36
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 14
Hyde, F. & Co 112

I

Imperial Varnish and Color Co..... 108
International Gas Appliance Co..... 116
International Portland Cement Co.... 113

J

Jamieson, R. C., & Co..... 109
Jardine, A. B., & Co. 114
Johnson's, Iver, Arms and Cycle Works 108
Joy Manufacturing Co 22

K

Kemp Mfg. Co ....outside back cover
Kerr Engine Co..... 101

L

Lamplough, F. W., & Co..... 47
Leslie, A. C., & Co. outside front cover, 114
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 45
London Foundry Co..... 102
Loughead, J. S., & Son 105
Lufkin Rule Co. .....inside back cover
Luxfer Prism Co..... 46

Mc

McArthur, Alex., & Co 93
McArthur, Corneille & Co. 72
McCaskill, Dougall & Co..... 109
McClary Mfg. Co..... 28, 29
McConnell, R. J 40
McDougall, R., Co 32

M

Maple Leaf Harvest Tool Co 111
Marlin Firearms Co 45
Merrell Mfg. Co..... 40
Metal Shingle and Siding Co..... 103
Metallic Roofing Co 12
Meyer Bros 25
Miller-Morse Hardware Co..... 26
Mitchell, D., & Co 14
Mitchell, H. W..... 14
Moffat Stove Co..... 25
Moore, D., & Co..... 17
Morrison, James, Brass Mfg. Co..... 44
Morrow, John, Machine Screw Co 113
Mueller, H., Mfg. Co 100
Munderloh & Co..... 96

N

National Fence Co..... ..inside back cover
Newman, W., & Sons 99
Nicholson File Co..... 38
North Bros. Mfg. Co..... 1
Norwall Mfg. Co..... 9
Nova Scotia Steel and Coal Co..... 114
Novelty Mfg. Co 3

O

Oakey, John, & Sons..... 114
Ontario Lantern & Lamp Co..... 43
Ontario Tack Co..... 40
Ontario Wind Engine and Pump Co .. 98
Orford Copper Co..... 114
Oshawa Steam & Gas Fitting Co..... 31
Owen Sound Wire Fence Co..... 116

P

Paterson Mfg. Co..... 95
Pearce, Frank, & Co 14
Pease Foundry Co. 40
Peck Rolling Mills 16
Pedlar People 10, 11
Pelton, Godfrey S 109
Penberthy Injector Co..... 100
Peterborough Lock Co..... 117
Peterborough Shovel & Tool Co. 102
Phillips, Chas. D 113
Phillips, Geo., & Co..... 47
Pink, Thos 44

R

Ramsay, A., & Son Co..... 106
Reid, David, & Co..... 14
Robertson, James Co....inside back cover
Roper, J. H 99
Round, John, & Son..... 113

S

Samuel, M. & L., Benjamin, & Co..... 43
Scarfe & Co..... 106
Schultz Mfg. Co 115
Scott Bathgate & Co..... 14
Sells Commercial..... 47
Seymour, Henry T., Shear Co..... 113
Sharratt & Newth 105
Sherwin-Williams Co..... 110
Silica Barytic Stone Co..... 113
Smart, James, Mfg. Co..... 23, 38
Stairs, Son & Morrow..... 38
Standard Ideal Sanitary Co..... 57
Standard Paint and Varnish Works.. 109
Stanley Rule and Level Co..... 31
Stauntons Limited 103
Star Iron Co..... 43
Stephens, G. F., & Co..... 46
Sterne, G. F., & Son 14
Stewart, Jas., Mfg. Co..... 14, 24

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co. outside back cover
Turner, J. J., & Co..... 34

U

United Brass Mfg. Co..... 97

V

Vickery, O..... 14

W

Wallace Barnes Co 101
Warnock, James, Mfg. Co. inside back cover
Warnock Mfg. Co..... 105
Welsh Tinplate & Metal Stamping Co. inside back cover
Wescott-Jewell Co..... 19
Western Foundry Co..... 23
Western Wire Nail Co 112
Wilcox Mfg. Co..... 32
Winnipeg Paint and Glass Co 110
Woods, Walter, & Co..... 103
Wright, E. T., & Co 53, 105

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter.
Cutts, C. M., & Co., Toronto Junction.

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Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co, Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell. Toro

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co, Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co, Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co, Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

FEWER SHAKES, LESS DUST

The **Metallic Ash-Sifter** is made of sheet iron and metal lath—that means the sifter is strong.

THE METALLIC ASH-SIFTER

has our **Patent Double Lock Fold**—that means the sifter is **extra strong.**

The Metal Cover used in connection with the **Metallic Ash-Sifter** smothers dust in the infancy of its spread.

The **Patent Wire Bale** takes the weight off the operator.

FULL OF FACTS—OUR BOOKLET

C. M. CUTTS & CO.

SOLE MAKERS **TORONTO JCT., ONT.**

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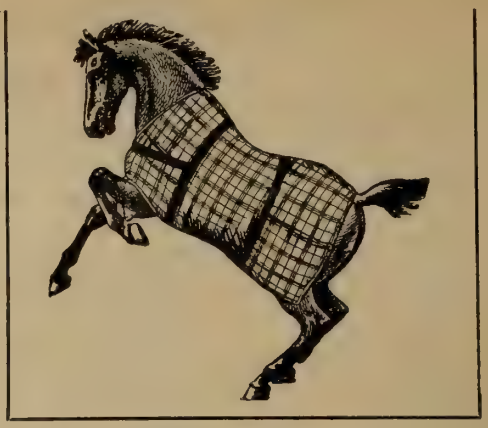
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Horse Blankets

The difficulty with most Horse Blankets is that no matter how you attach them to the horse, they will work off In the special make of our **STAY-ON BLANKETS** this difficulty is overcome. We have spent labor and money to perfect all kinds of horse clothing, and we are pleased to demonstrate to all the advantages derived from the use of our specialties. You pay no more for our goods than you do for inferior qualities.

Largest Manufacturers in Canada

E. N. HENEY CO., Ltd., Montreal

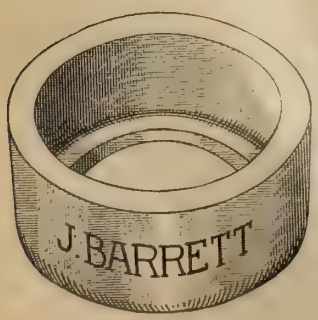
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Perfect Operating Device
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For Sale by Leading Jobbers

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H. & C., No. 100.



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Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00 per 100
3-in.	"	$7.00 " 100
3½-in.	"	$8.00 " 100
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Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

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Chartered Accountant

371 Elgin Avenue, - WINNIPEG, MAN.

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KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

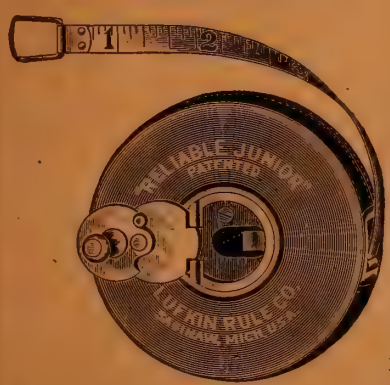
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1808. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

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"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

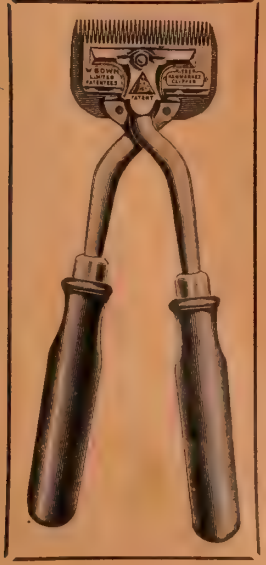
THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.



NEWMARKET HORSE CLIPPER

This celebrated Clipper can be obtained from all the principal dealers.

B. & S. H. THOMPSON & Co.

LIMITED

Manufacturer's Agents

53 ST. SULPICE STREET, MONTREAL

Dominion of Canada Sales Agents UNITED STATES STEEL PRODUCTS EXPORT COMPANY Sheet Steel and Tinplate Departments.

FIRING THE CHARGE

every time, is the secret of the successful operation of the Gas or Gasoline Engine : :

The APPLE IGNITION SYSTEM does it



TRY THE APPLE IGNITER

also the Apple Storage Battery and Automatic Battery Charger—First cost the only cost.

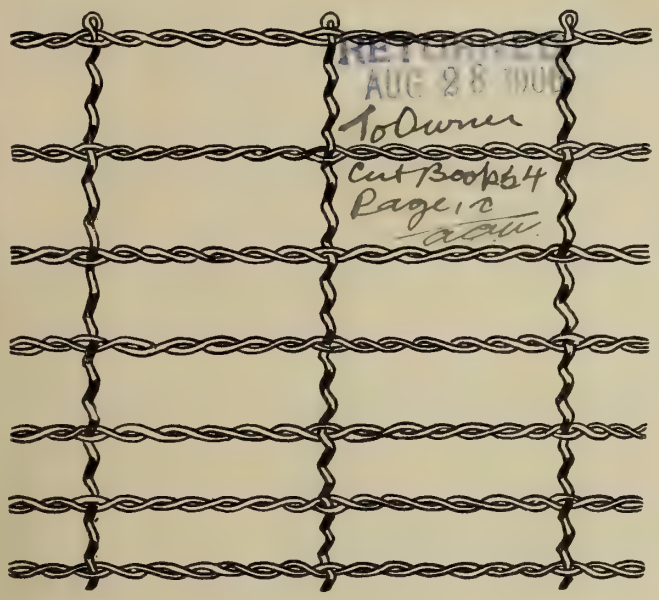
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JOHN MILLEN & SONS, LTD.

321 St. James St. MONTREAL

132 Bay Street TORONTO

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Cut Book No. 61
Page No. 41



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Page 12
Catalogue

Dealers – What prices do you pay for your supplies of

Coil Spring Wire,
Woven Fence,
Gates,
Straight, or Crimped Wire Stays
Fire Escapes, Etc.?

Our prices are lower than you can buy elsewhere, and material and work the very best.

Woven Steel Wire Fencing, 2¾c. per lb.
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Straight Hard Steel Wire Stays, No. 7 Gauge, per 100 stays, $1.10. 50″ long
No. 9 Wire Straight or Crimped Stays, 75c. 50 in. long. Suitable for use in connection with coil spring wire in all designs of stiff stay fencing, field-erected.

We do a MAIL ORDER Business, employ no Travelling Salesmen, and consequently can make all Dealers Closest Possible Prices. For all G. T. R. points we ship from our store house in Prescott, Ont., and to C. P. R. stations from factory at Merrickville. Freight rate to Winnipeg, 90c. Car lots, 65c. per 100 lbs.

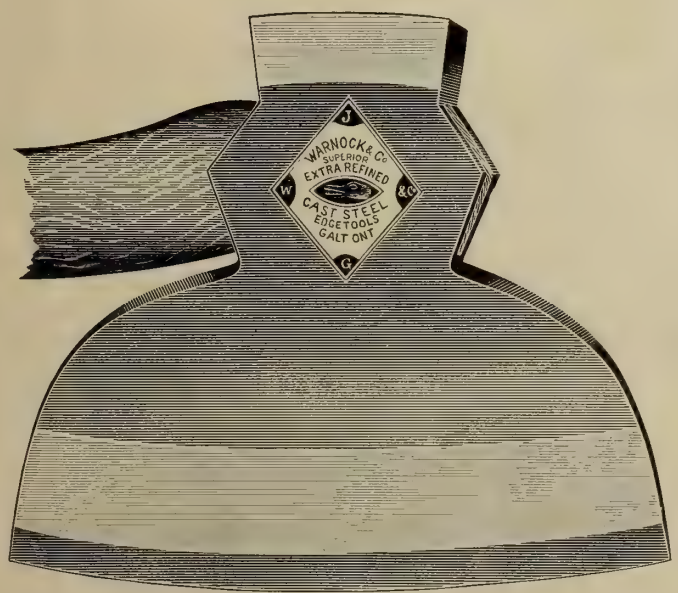
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NATIONAL FENCE CO., Merrickville, Ont.

"THE MAIL ORDER FENCE FACTORY"

WARNOCK TOOLS

Best in TRADE MORDEO MARK **the World**



It Will Pay

you to stock our tools.

Sixty years of experience and the finest material we can buy is in every one of them.

You cannot afford to stock anything but the best.

The memory of the high quality of our tools remains long after the price is forgotten.

People Remember Quality

The James Warnock Co., Limited

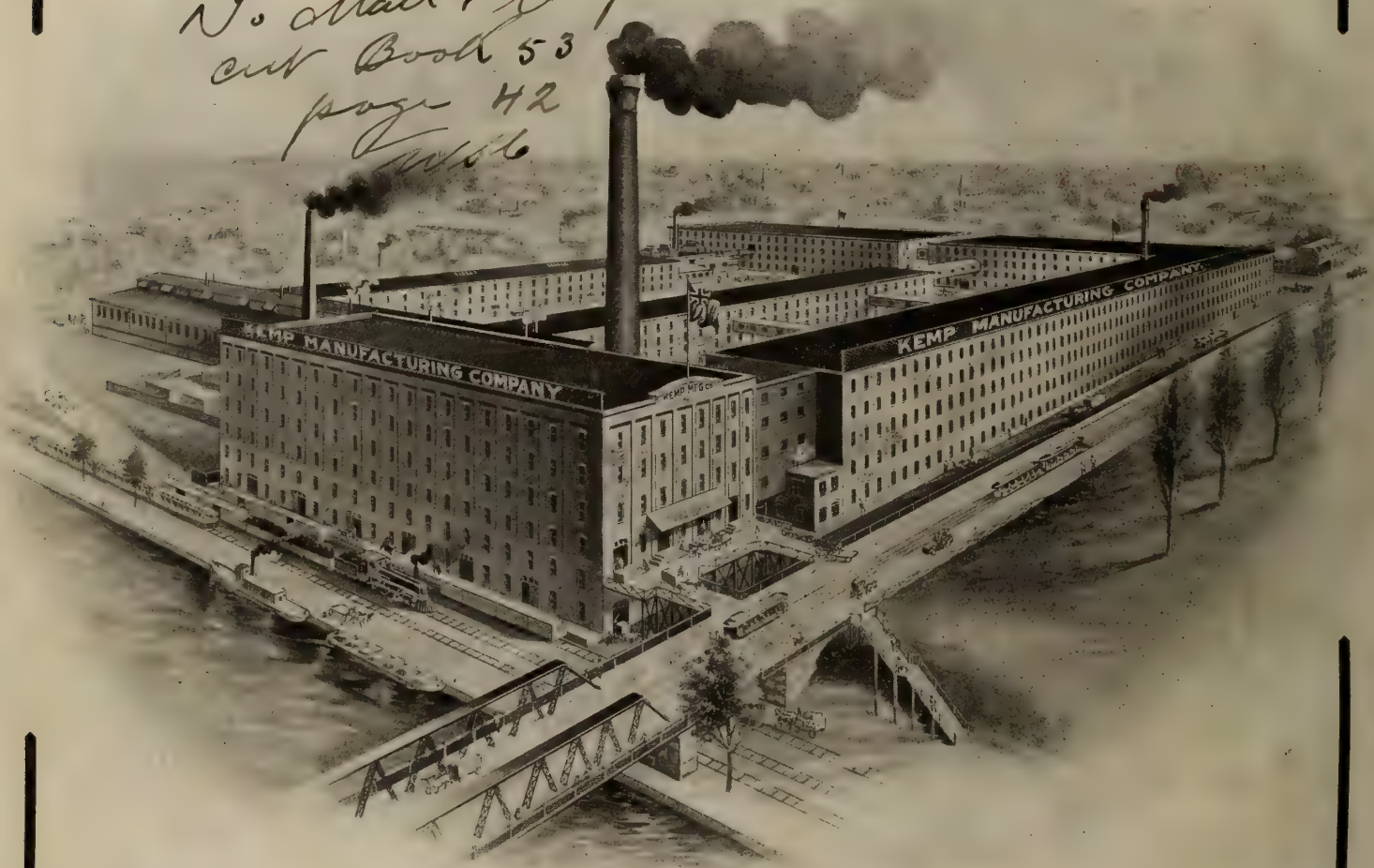
GALT, ONTARIO

Axes, Edge Tools, Heavy Hammers, Railroad and Lumbering Tools

Where Kemp's New Diamond Enamelware

IS MADE

No. Mail - Empire
cut Book 53
page 42
1906



KEMP MANUFACTURING CO.

TORONTO, Canada

THE KEMP MFG. CO. OF MONTREAL
58 McGill Street, Montreal

THE KEMP MFG. & METAL CO., Limited
McDermot Avenue E., Winnipeg, Man.

HARDWARE AND METAL



PLUMBERS' CONVENTION NUMBER

August 11, 1906

To Answer our Book 54 Page 30

MONTREAL
TORONTO
WINNIPEG

Have You Received Our New Enameled Ware Catalogue?

To Our Customers and Friends

IT has been our good fortune for many years to have been favored with your loyal and generous support.

Steady development has characterized all branches of our business; at this time, however, we desire to direct particular attention to our Enameled Ware Department.

We have made a very careful study of the tastes and requirements of our customers, and after bringing to our aid the best skill and the use of only the best materials, it will be found that we have in our different brands of Enameled Ware variety and quality which it is impossible to surpass.

In our Catalogue we endeavor to convey to you as nearly as it is possible by printer's ink the appearance and character of our different brands. We have a full stock of each brand of these goods at Toronto, at Winnipeg and at Montreal.

We sincerely hope that the Trade will in the future, as they have in the past, avail themselves of the convenience of drawing from these stocks as their requirements may demand.

We shall try to merit your patronage by prompt attention to all orders.

A Postal Card brings a Catalogue by return mail

Kemp Manufacturing Co.

Toronto, Can.

The Kemp Mfg. Co. of Montreal,
58 McGill St., Montreal

The Kemp Mfg. & Metal Co., Ltd.
McDermot Ave. E., Winnipeg, M-

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, AUGUST 11, 1906 NO. 32.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS
Canadian Agents: DORKEN BROS. & CO., MONTREAL

CANADA
MORE POPULAR THAN EVER
after forty years' trial.
WHY?
JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.



The Only Apple Parer That's Made in Canada
The Only Apple Parer That Sells in Canada

You cannot be bothered with cheap American Apple Parers. They condense your profit account.

You want to sell Parers that you can stand along side of and say: "Yes, they certainly do work satisfactorily!"

Such Parers are the

Hudson Pattern Apple Parers

Every one is fit to be guaranteed and **is guaranteed.** Every one operates without a modicum of friction. Every one is made from downright "leader" material.

WHAT TO DO { 1st—Tap your jobber on the shoulder re **Hudson Pattern Apple Parers.**
2nd—Use the postal service as a means of telling us that you want a quantity shipped direct.

TAYLOR-FORBES COMPANY, LIMITED

TORONTO: 1088 King St. West
Head Office and Works: GUELPH, ONT.
MONTREAL: 122 Craig St. West

See Classified List of Advertisements on Page 79.

GUNS, RIFLES

AND

AMMUNITION

GET OUR PRICES ON LOADED SHELLS

Get our Prices on Loaded Shells

Marlin



The .38-55 MARLIN Cartridge is conceded to be the most accurate, as well as the greatest game killer, ever used in a repeater. This size is now loaded with High Power Smokeless powder giving increased velocity, flatter trajectory and greater penetration. MARLIN repeaters have "Special Smokeless Steel" barrels much stronger and harder than the ordinary soft steel barrels.

RETURNED
AUG 15 1906

RETURNED
AUG 15 1906

ALL THE LATEST MODELS OF

RIFLES MARLIN SAVAGE RIFLES WINCHESTER

Write for Prices.

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for
Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
Carbo-Magnetic
Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo-Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. Thebooklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

THE GOODS THAT ARE ASKED FOR

The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾

WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED
OTTAWA, ONT.

American Twin Freezer



Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.



THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.

The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.





Send for Catalog.

ICE CREAM FREEZERS THAT SELL



THEY ARE
Well Advertised,
In Demand,
Easily Sold,
Satisfactory in Use,
Of Known Reputation,

THEY EXCEL IN
Easy Running,
Quick Freezing,
Economy,
Convenience,
Practical Results,

North Bros. Mfg. Co.,
Philadelphia, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

RETURNED AUG 11 1906

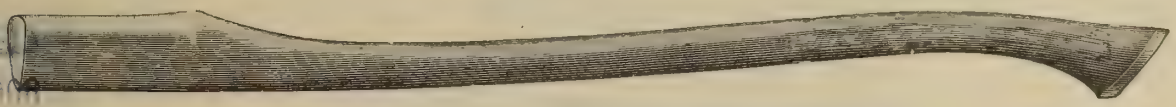


Adze Eye Hammer Handle



No. 467—A Hatchet Handle (Bench) 18-in. Second Growth

HANDLE OUR HANDLES



No. 404—Single Bit Axe Handle (Oval) Oval or Octagon



No. 432—Adze Handle, House Carpenters' Pattern, 34 inches

Are you ever asked for first-class **AXE HANDLES** made from **KENTUCKY HICKORY**, of a sensible shape and put up in nice packages?

If you're unable to get these from your regular jobber, give us a trial. We have handles all grades, from the cheap No. 3 quality, up to the genuine second growth clear white, all put up in packages of 2 dozen, lined with blue glazed paper that insures their arriving at destination in first-class shape.

Our stock is not confined to axe handles only; we can supply all qualities of Pick, Adze, Sledge, Striking Hammers, Grub Hoe, Adze Eye and Machinists' Hammer, Hatchet Handles, etc.

In the smaller handles, we keep mostly the high-grade only, as nearly all our customers want this quality when they can get it.

Our different qualities, are the very best that can be made at their respective prices, and if you're looking for the best **HANDLE VALUE** the market, send us your orders.



No. 406—Double Bit Axe Handle, Oval



No. 440—Railroad Pick Handle



No. 458—Sledge Handle

LEWIS BROS., Ltd., MONTREAL

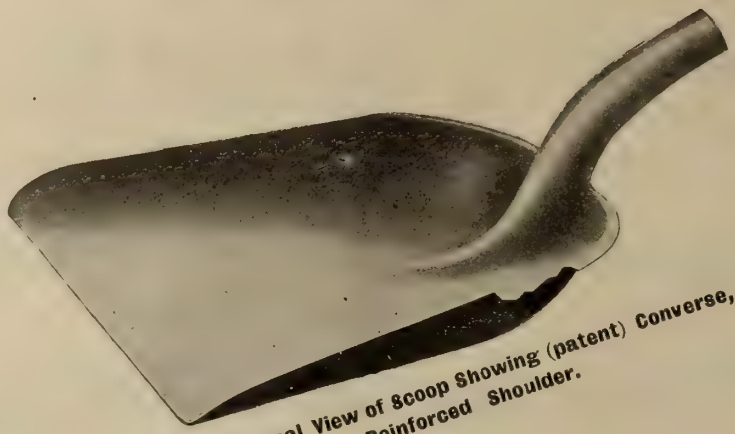
OTTTWA
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VANCOUVER
CALGARY

MOOSE SCOOPS

Solid Cast Steel



Sectional View of Scoop Showing (patent) Converse, Reinforced Shoulder.



The Canadian Shovel & Tool Company,

LIMITED

HAMILTON, CANADA



"DAVIDSON'S"

PREMIER ROYAL

COOKING RANGE

The Very Latest Design and Fairly Bristling With Good Points and Labor Saving Devices.

A well made range of plain design. Ornaments sparingly used—so that the castings have a smooth mirror surface. Easy to clean and THOROUGHLY HIGH-CLASS.

Made in 3 Sizes and 6 Styles.

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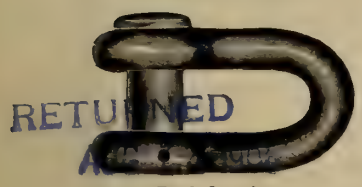
H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only



End Clevises



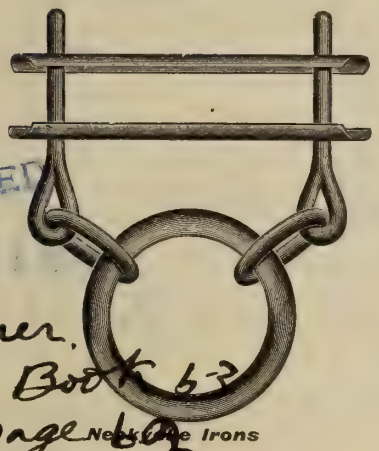
Ironed Waggon Neckyoke



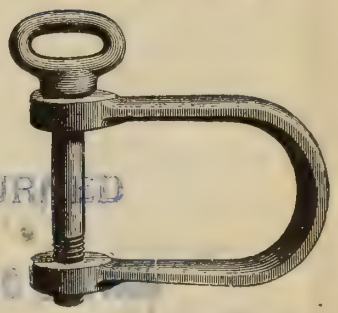
Malleable Plow Clevices



Whiffletree Hooks



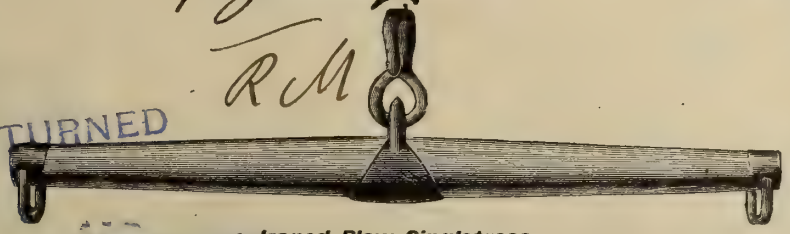
Neckyoke Irons



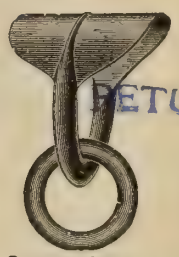
Malleable Clevises



Ferrules and Rings



Ironed Plow Singletrees



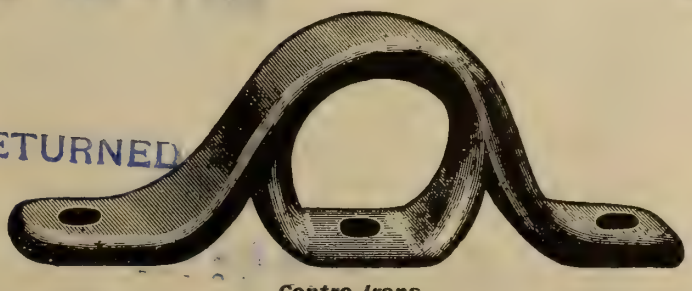
Centre Clips and Rings



Ironed Waggon Singletrees



Ferrules and Hooks



Centre Irons



Ferrule and Hooks

For Fuller Descriptions See Our Hardware Catalogue

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GRAHAM NAILS ARE THE BEST

We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

Are you awake?

RETURNED AUG 9 1906



The "Dana" Mop Wringer. No more back breaking work in the cleaning of floors.

To the value of women's trade to the hardware store. Women are the purchasing agents of the home. The larger part of the income of the average man is expended by the woman of the house. Women do the spending, men do the providing.

Do you make your store attractive to women buyers? If not you are losing your opportunity Do you keep lines of goods specially calculated to appeal to women? If not you are losing money.

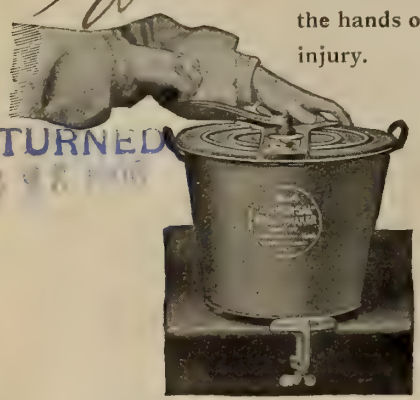
Here we show four lines needed in almost every home. They are among the best of their kind, and you can recommend them. Do you keep them in stock? If not let us send you some and see if they don't sell.

RETURNED AUG 28 1906
To Montreal Office
Cut Book 54
Page 21



A good wringer is a necessity in every house. The "Safety" is a good one, having ball bearings, and covered cog wheels, saving the hands of the operator and the goods from injury.

RETURNED AUG 2 1906



The "Universal" Bread Maker. Made in two sizes for large and small families. Reduces the labor of bread making, makes better and healthier bread.



Washing Machines are also back savers. The "Snowball" Washer is one of the best, a special feature of it being the closed gears.

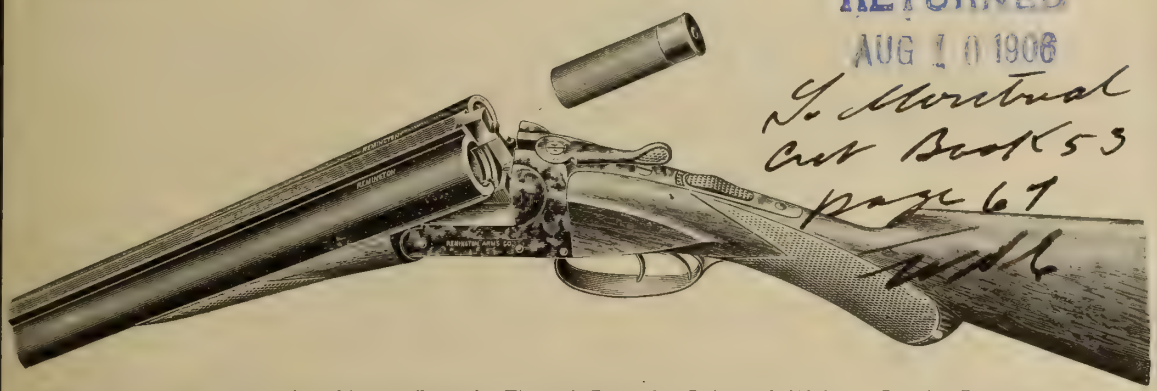
These are only a few of the goods you should keep to make your store a women's store. Ask our travellers about others or write direct.

HARDWARE F. & W. Limited, MONTREAL

REMINGTON GUNS

are Made on Honor, by Skilled Mechanics, Perfect in Every Detail, Beautiful in Finish, they please the shooter who is particular. Therefore they are Easily Sold.

RETURNED
AUG 10 1906
G. Montreal
Cut Book 53
page 67



"K"—Blue Steel Barrels, Choke Bored, Flatted Breech, Selected Walnut Stock, Rubber Butt Plate Checkered, Case-hardened Frame and Mountings, Extension Rib with Bite, Automatic Safety, 30 inch Barrels, 12 Gauge, Weight 7¼ lbs. Sells retail for.....$34 50

"KE"—Same description as Grade "K" but with Automatic Shell Ejector, 30 inch barrels, 12 Gauge, Weight 7¼ lbs. Sells retail for.....$38 80

THE BEST GUNS FOR DEALERS TO SELL

ARE ALL ILLUSTRATED IN OUR BLUE BOOK.

RETURNED
AUG 10 1906



Grade "A"

"A"—Two-Stripe Damascus Barrels, Plain English Walnut Stock, Rubber Butt Plate, Automatic Safety, Top Snap, Treble Lock Action,
12 Gauge, 30 inch Barrel, Weight 8 lbs. Sells retail for.....$51 75
10 Gauge, 32 inch Barrel, Weight 9 lbs. Sells retail for.....$51 75

Get Our Discount to Dealers

Caverhill Learmont & Co

MONTREAL AND WINNIPEG

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

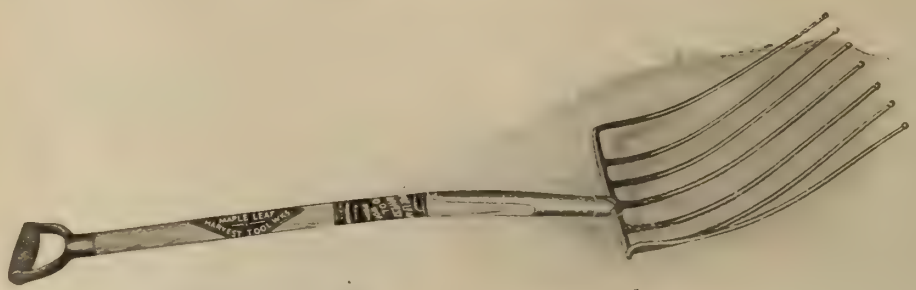
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



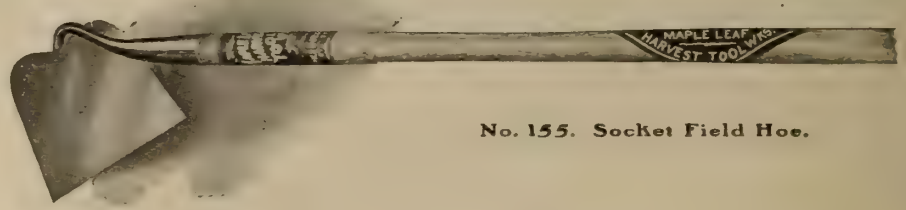
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



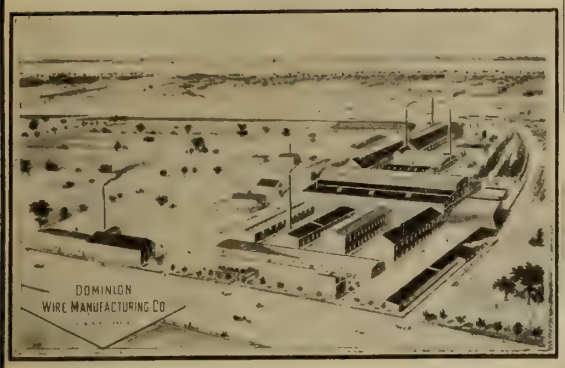
No. 155. Socket Field Hoe.

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



DOMINION WIRE MANUFACTURING CO. LTD.

MONTREAL - TORONTO

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Quality Right—Price Right—Shipments Right.

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Our stock of Wire Nails of all kinds in kegs, boxes and one-pound papers is well-assorted and we can make prompt shipments.

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IRON —BRONZE
BRASS—NICKEL-PLATED

FLAT, ROUND AND OVAL HEADS

Send Us Your Next Order—We Will Appreciate It.

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The Mistake of the Hour is Procrastination

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= You know from genuine photographs that **MAXimum Light Glass** has surmounted seemingly insurmountable "dark" difficulties.
= You know that Canada is now enjoying an unprecedented era of building.
= You know that the modern dogma in building is "maximum efficiency."
= You know that with such a dogma prevalent, **MAXimum Light Glass** will enjoy a "greater-than-ever" popularity.

Then why don't you lean upon that counter of yours and on an everyday post card write these words:
"I want to know more about MAXIMUM LIGHT GLASS."

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GLASS IMPORTERS AND MANUFACTURERS



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is proved by its extensive use in all markets of the world

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Limited

Manufacturers, Montreal

The Dealer's Reputation depends on the quality of the Goods he sells.



H&R REVOLVERS

Are known around the world for their safety, accuracy, durability, perfect design and general superiority.

Only the most skilled mechanics and only the finest quality of material employed in their manufacture. Every piece is finished to the 1000th part of an inch and fits perfectly. ***No Rattle*** in "H & R" such as a quick shake reveals in other makes.

Every revolver that leaves the factory has passed the most rigid inspection and is guaranteed perfect. Barrel and cylinder drilled from solid piece of finest forged steel; solid steel frame; handsome rubber stock affording good grip.

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Put in a full line and you will be pleased with the results. Your jobber can supply you.

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MADE IN CANADA

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THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

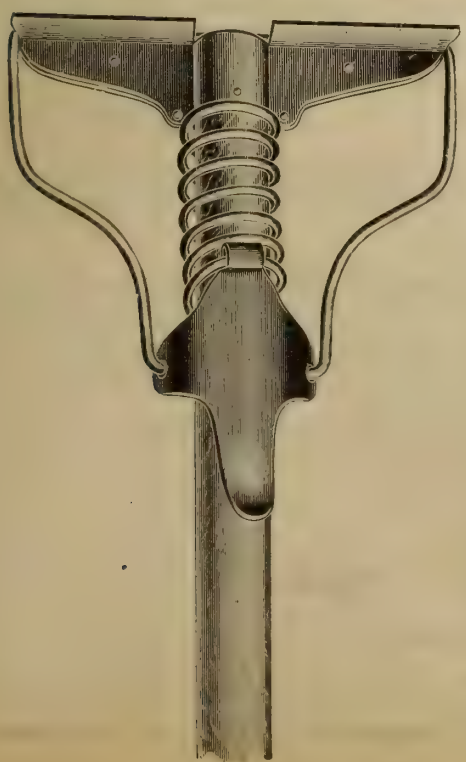
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Pembroke, Ont., Canada.

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EVERY NEW SALE

MEANS ANOTHER SATISFIED CUSTOMER

And let us tell you right here, Mr. Dealer, that satisfied customers are the most valuable asset of any business.

THE "BEST" IS THE

STRONGEST
SIMPLEST
MOST DURABLE

ASK YOUR JOBBER FOR THEM

MADE BY

The CUMMING MFG. CO., Limited

RENFREW, ONT.

WESTERN REPRESENTATIVES:

F. A. REINHARDT, J. J. MAGUIRE — 608 Ashdown Bldg., Winnipeg

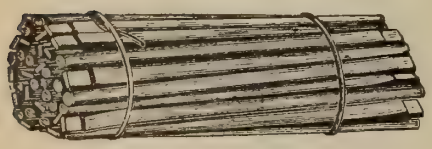
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Mfrs. of HUBS, SPOKES and BENT GOODS

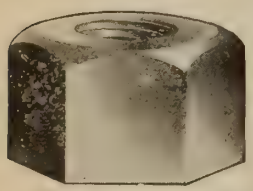


We manufacture a complete line of parts for ***Wagons, Carts, Sleighs, Buggies*** and ***Cutters.*** We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making ***Heavy Stock*** for Wagons, Carts and Sleighs, also ***Straight Heel Shafts*** and ***S.B. Poles*** in all sizes.

We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

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COLD PRESSED NUTS

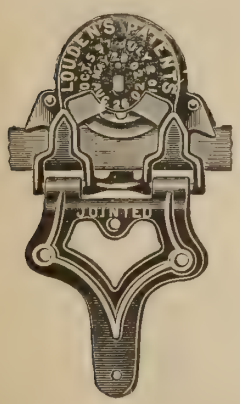
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Cap Screws ***Thumb Screws***
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SPECIAL DISCOUNTS TO THE TRADE

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Head Office and Works: Toronto, Ont.
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Louden's Standard Jointed Barn Door Hangers CANNOT JUMP THE TRACK.

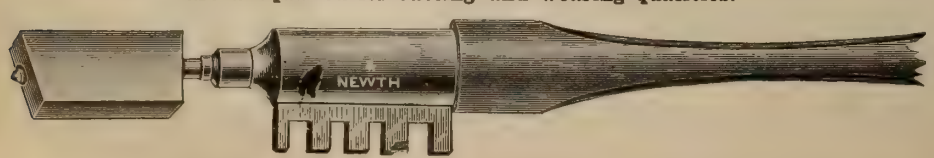
They always run easily and give satisfaction.
Everyone who uses them is more than pleased.
They also have track cleaners which throw all obstructions off the track, instead of letting them wedge under the wheels, as other hangers do. This feature is fully covered by our patent.
They will run on any 1¼ x 3/16 Barn Door Track.
Like all other Hangers that we make, they are the best that are made.

LOUDEN MACHINERY CO., Guelph, Ont.

We make the largest and best line of Hay Tools on earth for either field or barn.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works.



Cole's Spiral Tubular Radiator

Can be used on any stove

Best radiator — at half the cost of inferior goods.

Only radiator made adapted for both hard or soft coal. Size pipe collar 5, 6 and 7 inches.

These radiators give the best satisfaction and have yet to receive a single complaint.

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Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

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That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Orderdirect or through your jobber.

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New Haven, Conn., U.S.A



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

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Hardware and Plumber—



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Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.



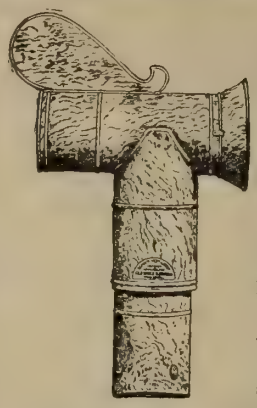
McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

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The R. McDougall Co., Limited

CALT, - CANADA

Business Getters for Tinsmiths



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Then it is your chance to get business.

—THE—

ZEPHYR Ventilator

saves the expense of building a high chimney.

It is so constructed as to guarantee a perfect draft, and, therefore, easy combustion.

By using the ZEPHYR, it is possible to burn soft coal with the best results.

The smoke is easily drawn off, enabling an even heat to be generated.

THE ZEPHYR IS STRONGLY PUT UP AND WILL RESIST ANY STORM

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Providence Mother House

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Yours respectfully, SISTER MADELEINE, Dep.

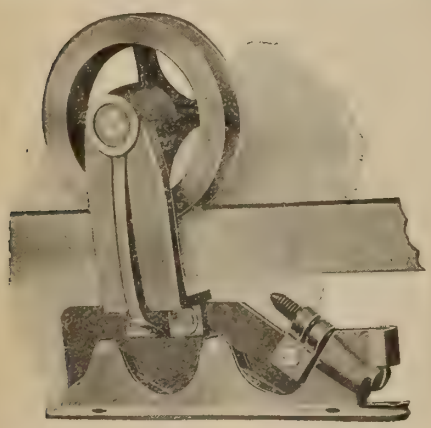
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Wilcox Parlor Door Hanger

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Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

Write for prices and full description

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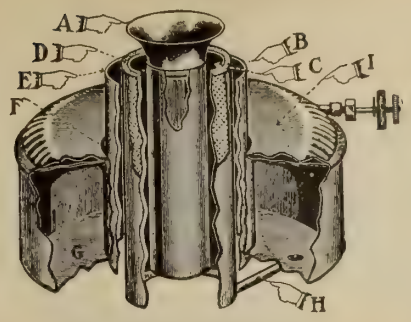
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MATCH HOLDERS
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ALUMINUM OIL HEATERS

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Radiates heat like a base burner from the sides and bottom as well as the top. A regular furnace for heat.

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Dealers and jobbers are doubling last year's orders—get your's in quick. Your customers are coming to you for Aluminum Oil Heaters. They won't take any other. If they can't buy them from you they will buy them from the other fellow.



LEWIS BROS., Ltd.

MONTREAL TORONTO OTTAWA WINNIPEG VANCOUVER CALGARY

The Equal of Any—Better Than Most

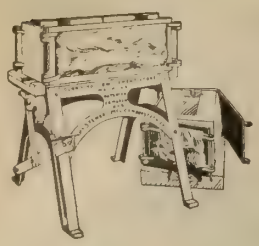
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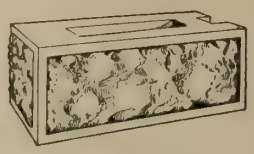
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Durability, Economy, Tenacity,—these are some of the selling points of **Sterne's Asbestos Stove and Furnace Cement.**

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

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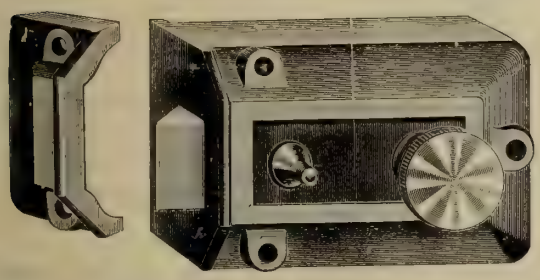
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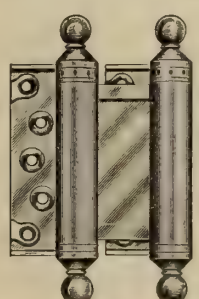
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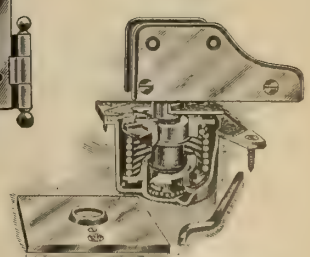


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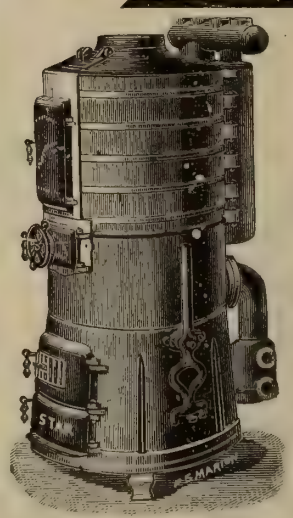
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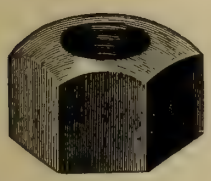
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For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

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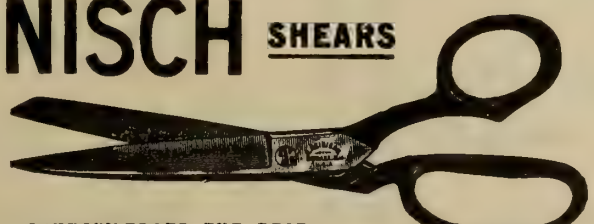
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—Manufacturers of the celebrated—

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Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

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Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

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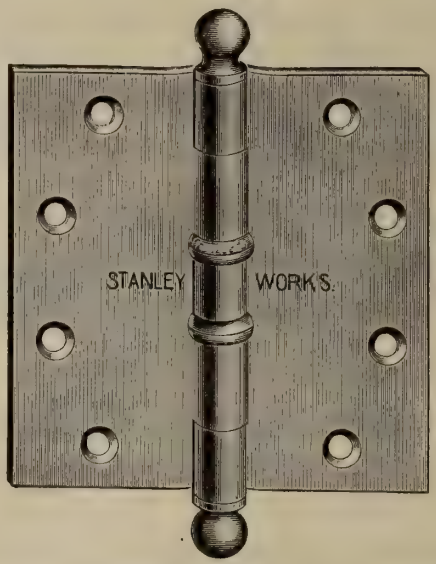
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FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE



MADE IN WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION.

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Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

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Customers Can Figure the Saving With Mathematical Certainty.

DILLON HINGE-STAY FIELD FENCE

is cheaper to buy than other fences and therefore easier to sell.

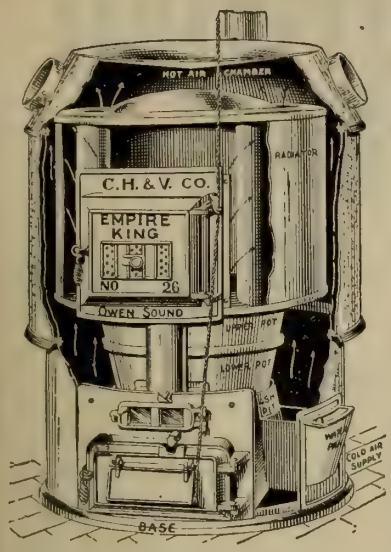
The "easiness" of the sales is gauged by the stickatitiveness of the salesman. You must first attract the people, then the fence will attract them.

Advertise the "Dillon," in your local paper and put a sample in your window. Near the fence place a card reading, "This would be cheap at——per rod. It sells at——."

THE OWEN SOUND WIRE FENCE CO., Limited

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Sold by { Messrs. Caverhill, Learmont & Co., Montreal.
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"Empire King" Furnace

"I find it [Empire King] very economical on fuel and it heats my house to my entire satisfaction."

"I believe your furnace is the best to be had. It requires very little attention and burns the coal up so well that the ashes are not worth sifting."

Can you sell the "Empire King" Furnace?—Well, we should guess so!

The Canadian Heating & Ventilating Co.
Limited,
OWEN SOUND, Ontario

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An improvement over Fire Brick for lining and repairing Cooking and Heating Stoves, Ranges, etc.

It is invaluable as a fire mortar for laying fire brick in Boiler Furnaces, as it is more lasting than fire brick and clinkers will not adhere to it.

Can be applied by any one in a few minutes.

Fits any Stove.

Put up in 6-lb. Packages and Bulk. Full directions on each package.

We also Manufacture Asbestos Furnace Cement

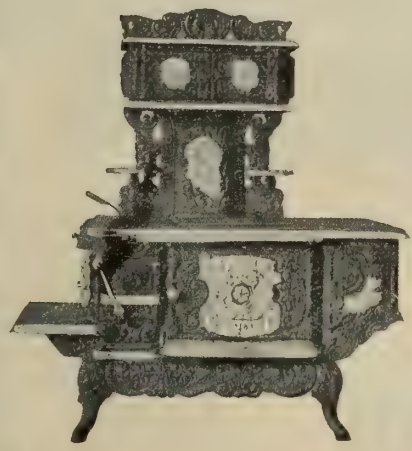
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The range that sells easiest——

Even the Imperial Oxford, with its fifteen improvements, doesn't rely on just the supreme value it gives the buyer.

It's advertised for you—we make sure of getting people into your store asking about the Imperial Oxford.

Once they are in, you'll have little trouble showing them why the Imperial Oxford is worth its price.



It's plain to see why the diffusive oven-flue makes faulty baking flatly impossible.

Why the draw-out oven rack makes basting easy—why the duplex draw-out grate makes repairs easy—why the perfectly-proportioned fire-box saves fuel and utilizes heat properly.

Your part of the selling is easy, because we've done the hard work before you ever got the range on the floor.

Doesn't that strike you as about the way you ought to conduct your range business?

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

109



Kootenay Steel Range

FOR COAL OR WOOD

Has large feed-pouch, large, roomy oven, is a splendid worker and handsome in appearance.

You cannot handle a better seller or worker than the Kootenay, and there is no better value.

The McClary Manufacturing Company,

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THE LINE THAT WILL PLEASE YOUR CUSTOMERS

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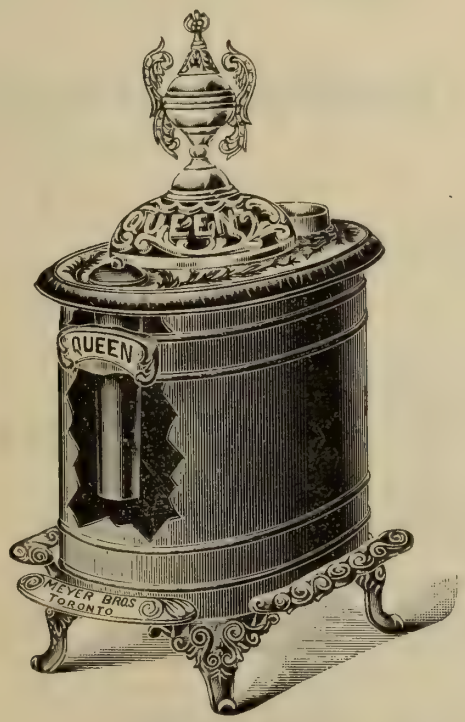
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GUELPH, ONT.

QUEEN TOP DRAFT

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ONLY TOP DRAFT STOVE MADE IN CANADA



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Sole Agency Given. 75,000 Sold in Canada.

We Have the Right Goods

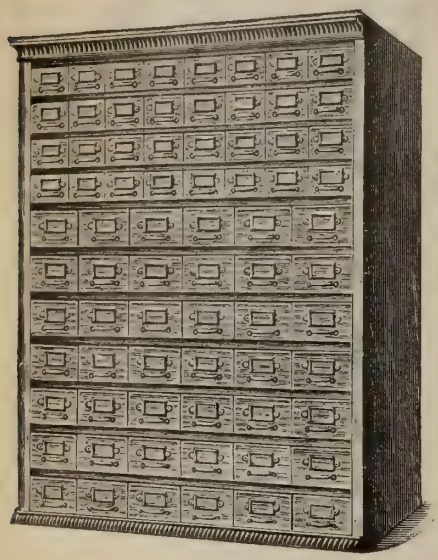
WHICH WILL SELL QUICKLY

Catalogue and Prices Mailed on Request.

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PLUMBERS' CABINETS



Every plumber and steamfitter has a number of small articles such as rubber washers, rubber tips, etc., which can be kept to advantage in such a case as we illustrate.

With such a cabinet you can tell in a moment what you have in stock. The various sizes are kept in different drawers. No time is lost looking for some article you cannot find but which you feel sure you must have in stock.

You will also save your stock as this cabinet has a metal back and is dust proof.

Cabinets are made in all sizes, write for folder and price list.

CAMERON & CAMPBELL, - - TORONTO

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A Question for Fitters:

If you were installing a hot water heating plant having 500 sq. feet of Radiator, and a boiler rated to handle the same amount, and you were asked by your customer if there would be any advantage in installing a larger sized boiler either in the interest of better service or economy in the consumption of fuel, and if so, why ? What would you say ?

Who can Answer it?

Readers of Hardware and Metal are invited to send in short replies to the above question. The replies will be published and the views of others are certain to be helpful to everyone who sends in a reply.

Easy Money for an Answer

To every plumber or steamfitter whose reply we publish, a year's subscription to Hardware and Metal will be given, while a special honorary prize of $5 will be given to the one sending the best answer.

ADDRESS ALL LETTERS TO

The Editor, Plumbing and Steamfitting Department.

HARDWARE AND METAL, 10 FRONT ST. EAST, TORONTO

National Association of Master Plumbers

Annual Convention Held at Ottawa—Small Attendance, but Interesting Proceedings—Reorganization in Ontario the Keynote of the Gathering—Progress in Other Provinces.

The eleventh annual convention of the National Association of Master Plumbers, Gas, Steam and Hot Water Fitters of the Dominion of Canada was held at Ottawa on August 7, 8, and 9, 1906. President A. J. Hammond, of Winnipeg, called the meeting to order at 3 o'clock Tuesday, after an executive meeting had been held to outline the general proceedings.

H. A. Knox, on behalf of the plumbers of Ottawa, extended to the delegates present the welcome of the trade. Mr. Knox spoke of the one-time enthusiasm of the plumbers, and regretted that so few delegates were present. The wrong impressions existing in the minds of many, however, in connection with the plumbers' association, made it imperative that this meeting should be held. Some of the usual social features had been dispensed with this year, but the plumbers were welcome in Ottawa, and he hoped their time would be profitably spent.

Delegates Present.

A credential committee was then appointed by the president, who after a little deliberation found that all present were bona fide members and entitled to the privileges of the meeting.

Montreal — Joseph Lamarche, John Watson, L. J. Conroy, John A. Gordon, J. E. Walsh, Joseph Laurier, H. W. Munday, Walter Ryan.

Guelph—Harry Mahoney.

Ottawa—James Livock, H. L. Chandler, A. H. Edwards, F. G. Johnson, H. A. Knox.

North Bay—J. E. Farrell.

Ingersoll—Stephen King.

St. Thomas—C. T. Bull, Chas. Riddel.

Winnipeg—A. J. Hammond.

Jobbing Houses Represented.

United Brass Manufacturing Co.—W. H. L. Usher.

Jas. Robertson Co.—Wm. Greig.

James Morrison Brass Manufacturing Co.—Arthur Betton.

Star Iron Works—T. Carling.

United Brass Company, Cleveland—W. J. Colesworthy.

Hardware and Metal—Joseph Heale.

Plumbers' Trade Journal—G. W. Wood.

A letter from former Secretary W. H. Meredith, dated at Saskatoon, was read while waiting for the credential committee's report, expressing regret at his inability to be present, and hoping that profit and pleasure would be the result of the meeting.

President's Address.

The president's report and address was read, and listened to with marked interest. Mr. Hammond said :

"Gentlemen,—I take it as a pleasure to submit my report to the eleventh annual convention of the National Association.

"On looking through the work of the past year it gives me cause to be gratified for the estimable way in which the business of the association has been carried through, and the most considerate help derived from the co-operation of the various officers of the association.

"It may interest the association to know that I have received and replied to something like seventy letters during my term of office. It has always been my endeavor to reply to any queries submitted to me for approval and appertaining to the general interests of the association.

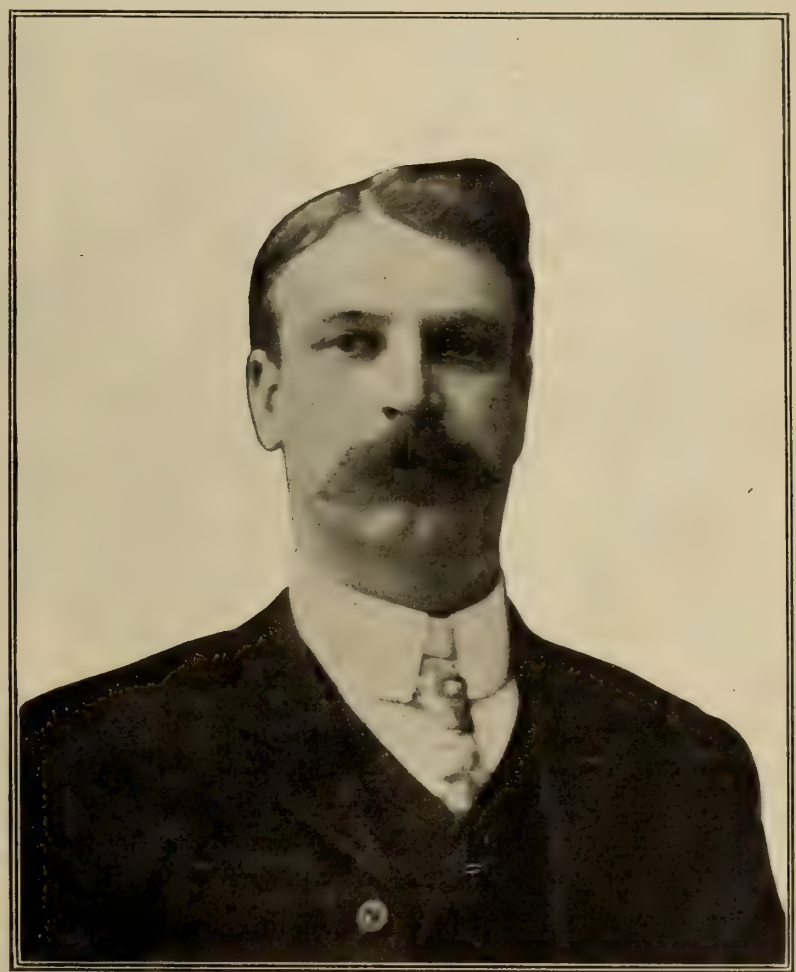
"I feel proud of the work that has been accomplished and I am sure the association will agree with me when I say that our efforts have not been fruitless and that a large amount of good has resulted thereby. My personal views are that the recent complications in the trade go to prove that organization is the only visible means to save us from the evils now existing and arising partly from the uninformed and from the misrepresentations reported in the press.

"I am quite certain the day is not far distant when the master plumbers, one and all, will have to band together for the protection of their interests, and the sooner we wake up to these facts so much the better.

"It can be clearly seen that the only way to avoid a repetition of the past events and to alleviate our burden is to be more thorough in organization on a sound basis. This is the only remedy from which we can derive any satisfaction and it is our bounden duty to uphold any measures put forth from any individual member that will further tend to strengthen the work which we have before us.

"At the close of the convention last year in accord with the recommendation that a sub-executive be appointed in one city, Messrs. Ryan and Hughes were appointed to act in conjunction with Secretary Gordon as the sub-executive for the current year.

"One of the first matters undertaken was the printing of the annual report, which was somewhat delayed on ac-



A. J. HAMMOND, Winnipeg
Past-President, N.A.M.P.

count of the report being lost through the mail and thereby necessitating another copy being written and these did not reach the executive until the latter part of December.

"I would therefore recommend in future that when the minutes are to be mailed to the secretary the handling of these be left to some one resident in the city where the convention is being held, thereby insuring prompt delivery to secretary and not left entirely to stenographers.

"The usual grant was made to J. A. Gordon for previous year, also grants to provincial vice-president, including Ontario vice-president, which was passed by executive.

"Messrs. J. A. Gordon and P. Ogilvie attended the semi-annual convention of Ontario at Toronto in October last and were well received. At this convention a committee was appointed to meet a committee of the N. A. M. P. of U.S.A. to talk over certain mutual concessions, this same committee to report on all benefits to be derived therefrom. Mr. Mahoney will most likely satisfy us on this point.

"I am sure we were all sorry to hear of the late disaster at San Francisco, and hope that the master plumbers of Canada made a hearty response to the request for subscriptions towards the relief fund for master plumbers there. A request was made for our association to subscribe the sum of $50, and I anticipate this was forwarded in due course.

"I am desirous of bringing before the members of this convention a matter that has been somewhat prominent in my mind of late, namely, that of incorporation. My opinion is that if our association were incorporated we would not as individual members have the sole responsibility on our own shoulders and in case of any legal expenses being incurred at any future date they would be borne by the association as a whole. I am inclined to believe that it would place the association on a stronger footing, and put us in a position to overcome any further obstacles that may threaten us. This I recommend to the association for careful consideration and discussion.

"I would also recommend that we prepare a Dominion directory of members of the N.A.M.P., also a list of manufacturers and jobbers in accord, this list to be revised from time to time. This recommendation I am well aware was left in the hands of the incoming executive last year, but this remains in statu quo. This gives us further proof of the necessity of a permanent secretary, which I regret to say we have up to the present been unable to procure, for what reason I need hardly explain.

"During my term of office I have kept in touch with the various local associations within my reach and have thus, in a sense, obtained a bird's-eye view of the work being done, and considering the difficulties we have had to contend with I am gratified to see that we are still holding our own. This has been, nevertheless, what I might term an up-hill fight, but I am sure the reverses we have undergone will eventually increase the ranks of our association and that we will go forth with renewed vigor and determination, come what may, to take our stand for the promotion of our interests.

"Nova Scotia has no provincial association, but I am pleased to say that there is a local association in the City of Halifax and which is very complimentary to them.

"New Brunswick I find is in rather a more disorganized state, but trust to hear in the near future of some further developments towards organization.

"Quebec—In Montreal the conditions are more satisfactory, the association being pretty well intact and increasing in membership. It appears to me to be the mainstay of the province, and I am looking forward for excellent results from this quarter.

"Toronto has organized some fifty members, and hope by this time that she has increased her membership to such an extent that will be pleasing to all, also that Ontario has taken her place at the top of the ladder again.

"Alberta and British Columbia—I am not in a position to make any report thereon as I had no reply to my last inquiry, but trust these provinces will make their own report, which should be satisfactory.

"Manitoba—In Portage la Prairie and other towns throughout the province, I



F. G. JOHNSON, Ottawa,
President-Elect, N.A.M.P.

find organization at present out of the question as the plumbing business is as yet in its infancy, therefore they have no local association. In my own city we are in much the same shape as when you left us, with scarcely any prospect whatever of organization. We are, at the time of writing, in the midst of a strike and we are directing operations through the medium of the Builders' Exchange, of which about twenty master plumbers are members. The men's grievance was one that we could not see our way clear to accept. They presented their new schedule on the 30th of June with no alternative but for us to sign this on July 3 or an immediate strike would ensue. A meeting of the master plumbers of the city was held July 2 and it was decided not to accept their schedule in its present form and we notified them to this effect, but as there was no reply from the union they discontinued work July 3. Up to the present there is little prospect of a settlement as every day we are gaining ground and hope to be finally masters of the situation. The men up to the time of the strike were receiving a minimum of 35c. and a maximum of 50c. per hour. The new schedule called for 40c. to 52½c. per hour, but it was not so much the extra wage we objected to as the most stringent measures they wanted to enforce in their new schedule.

"At the last convention I had the honor of being appointed a delegate to the Master Plumbers' Association of the United States, but as I had this present strike in view and also our own convention so close at hand I was reluctantly compelled to decline the proffered visit, but was fortunate in securing a representative in the person of our secretary, Mr. Gordon. Mr. Mahoney also attended the convention, so there is no doubt in my mind that their report to this convention will be of benefit and that the association was well represented.

"I took the liberty of mailing C. J. Boyd, president of the N. A. M. P. of U. S., the following letters of the M. P. A. of Canada:

" 'To Mr. C. J. Boyd,
" 'President N. A. M. P. of U. S.,
" 'Atlantic City.

" 'On behalf of the Master Plumbers' Association of Canada I beg respectfully to tender their compliments to your association.

" 'I very much regret that in person I cannot be at the convention, though in spirit I shall be with you. However, I am sure it is the wish of each individual member of the association throughout Canada that the meeting be a progressive one and that it will be the means of further extending the interests of the N. A. M. P. of U. S. A.

" 'Wishing for the prosperity and success of your association, I am,

" 'A. J. HAMMOND,
" 'President N.A.M.P. of Canada.'

"This concludes my report for the year 1905-6.

"I thank you for the several honors conferred upon me, which I have tried to fulfill to the best advantage. It has been my sole aim on all occasions to promote the interests of the association as a whole, which I hope has not been in vain nor without some beneficial result.

"I wish to express to you my thanks for the way in which you have borne with me whilst I have endeavored briefly to expound the work of the association and its praiseworthy objects. I hope the eleventh annual convention will be a record gathering, and that all business conducted at these meetings will be brought to a successful issue.

"Finally, let us all unite in one desire to further advance the craft throughout the Dominion of Canada.

"Again thanking you all for your kind attention, and wishing you all prosperity in business, I am,

"A. J. HAMMOND.
"President."

Secretary's Report.

John A. Gordon, of Montreal, presented the secretary's report for the past year, which was as follows:

"Gentlemen,—Your secretary whom you elected for the second year to this very responsible position, wishes to thank you for the honor which you conferred upon him and regrets that the past year should have been without any visible results, but the unfortunate position in which several of the local associations were placed and the threatened actions which other local associations

had to contend with will account for this apparent lack of results.

"I have received 36 communications, have written 110 letters on association questions, and 40 on printing of annual report, some of which I trust have at least tended to show that there was still a National Association of Master Plumbers of Canada.

"JOHN A. GORDON,
"Secy. N.A.M.P. of Canada."

Vice-President's Report.

The report of the vice-president, F. G. Johnson, of Ottawa:

"I have the honor of submitting my report as vice-president for the past year. I thank you for the double honor conferred upon me at the Winnipeg convention when you elected me as vice-president and representative to the American National Convention for the year 1906.

"I am pleased, therefore, to meet you once again, and offer you a hearty welcome to our city.

"Regarding local conditions in the City of Ottawa, I regret to say that some of our master plumbers have of late taken no interest in our association, and would ask the National Association to use every effort to show them how important it is for each and every plumbing firm to get down to work as in the past.

"The Ottawa association had at one time a well organized membership, as the past shows, and I have made every available effort to keep it together. We have about twenty licensed plumbers. Most of them have been instrumental in the adoption of good plumbing by-laws, and the licensing of master plumbers and also registration of journeymen plumbers. I am also pleased to say that all our firms have plenty of work, but nevertheless prices are cut very fine by close competition existing.

"I had the honor of meeting the sub-executive and attending the annual dinner of the Montreal association. It was decided then to hold the present convention at the time and place appointed at the Winnipeg convention.

"I regret being unable to attend the National Association of the United States held in Atlantic City, therefore I am unable to embody the proceedings in my report, more than a passing reference to it.

"You will be pleased to know that our association was ably represented by our Secretary Gordon and Treasurer Mahoney, the latter representing also the Ontario provincial. You will no doubt have a full report from such able representatives.

"During the year I have received 33 communications, being from the president, secretary and treasurer, all of which I have acknowledged.

"To the secretary, Mr. J. A. Gordon, I owe the deepest thanks for his substantial assistance and guidance in my attempt to make the present convention a success.

"F. G. JOHNSON,
"Vice-President N.A.M.P."

Situation in Ontario.

Reports from provincial vice-presidents, covering Quebec, Ontario and New Brunswick, were read and a verbal report was given by J. E. Farrel, of North Bay, of the state of trade in his section of the country. Mr. Farrel reported trade good and prospects bright. He said the plumbers of Ontario should get over their troubles and get down to business again. He was disappointed that so far no Toronto men had turned up.

Harry Mahoney, of Guelph, in reply to Mr. Farrel, said that the Toronto association was doing nicely now. They had some 50 members, and outside towns were ready to fall in line with reorganization. He said it was easy to criticize Toronto for not having their one-time strong organization, but when an association receives a crack like the Toronto fellows received last year, it was impossible to get over it in a minute. Some of those who were members of the old association were just letting things go just to show those who did not believe in



HARRY MAHONEY, Guelph,
Re-elected Treasurer, N.A.M.P.

the association what it means to be without one. He believed Ontario would soon be back again stronger than ever—and wiser.

Committees Appointed.

Committees were appointed as follows:

Resolutions—Joseph Lamarche, Montreal; H. L. Chandler, Ottawa, and H. Mahoney, Guelph.

Press committee—Joseph Lamarche, Montreal; H. A. Knox, Ottawa, and J. E. Walsh, Montreal.

Select committee—W. Ryan, Montreal; H. W. Munday, Montreal, and C. T. Bull, of St. Thomas.

Auditing committee—F. G. Johnson, Ottawa; J. E. Walsh, Montreal, and J. Watson, Montreal.

The committees having been instructed to report at the next session the balance of time before adjournment was given to reading a couple of papers on "Should a master plumber use the working tools," and on "Old-time Plumbing by United States Plumbers."

A notice of motion was read asking that provincial associations be given the power to elect their own vice-presidents, but the maker of the motion not being present and no one else prepared to discuss the matter, it was laid on the table for future consideration.

WEDNESDAY MORNING.

When the association was called to order at 10.30 Wednesday morning, a letter of regret at being unable to attend, was received from R. B. Moody, president of the National Association of Master Plumbers of the United States. A letter was also received from G. A. Woodman, of the Nova Scotia association, expressing his regret at being unable to attend.

The reports of the different committees were read and adopted after some comment. The report of the apprentice committee was particularly interesting and brought forth a hearty vote of thanks from the meeting for the thorough manner in which it was given

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THURSDAY SESSION.

Thursday morning wound up the work of the convention. A belated report from the vice-president of Saskatchewan and Alberta was read, which stated that the organization in those provinces was, although small, growing in numbers and strength. The matter of establishing a trade school in Calgary was recommended to the association, and was referred to a committee to be dealt with.

The Supply Men.

At this juncture several of the supply house representatives "sought admission," and business was suspended for a short time to welcome them. All these gentlemen contributed largely to the entertainment of the visiting delegates, and were more than welcome visitors. Wm. Greig, who has been with the James Robertson Company for forty-seven years, on behalf of his company expressed pleasure at being at the meeting. Many of the plumbers he knew from their youth up. He assured the association of the co-operation of the supply houses in their efforts to maintain the tenets and aims of the association.

Thomas Carling, who seemed to know everyone, was on hand. He said the meeting was the "best ever" as regards the treatment given the supply houses, and prophesied good results as a result of their work.

W. J. Colesworthy, of the United Brass Manufacturing Company, made a neat little speech, despite the fact that his lips could not even raise a mustache, so 'twas said. He had with him some nice souvenir gun metal watch cases which were eagerly sought after, as well as a pocket full of "chirps" commemorative of the occasion.

Arthur Betton, of the James Morrison Brass Manufacturing Company, thanked the association for their kindness and invited the boys to smoke up, which they did. His supply of clear Havanas and good fellowship were very welcome.

Last but by no means least was the redoubtable Usher (also of the United Brass), with his winning ways, extending his company's greetings to the assembly.

The vice-president in replying to the supply men said that when last they met in Winnipeg they had had some drawbacks, but were now in a position again to carry on the work better than ever. He concluded with a vote of thanks to the supply men.

Some discussion took place in regard to the relations between the plumbers' unions and the master plumbers, in connection with making contracts, etc. Complaints were made that the unions frequently failed to keep their contracts and at times made demands that were utterly unreasonable and unfair. Many were for an open shop as the only way to get justice. It was thought desirable by many that both the journeymen plumbers and the masters should be incorporated bodies so that they could more safely make agreements with each other, knowing that they would be carried out. This would also take the responsibility from individual members of either body, and put it upon the body corporate.



H. A. KNOX, Ottawa,
Chairman Sanitary Committee, N.A.M.P.

The Winnipeg strike situation was reviewed. Some of the demands of the journeymen seemed to be very unreasonable. In comparison with the present condition in the trade there the wages asked by the journeymen were excessive.

The report of the apprenticeship committee was also a subject for considerable discussion. The number of apprentices was altogether too small, and the conditions under which they were engaged unsatisfactory. To insure a sufficient number of capable plumbers, more apprentices must be engaged, and under conditions that will guarantee that when his time is out he will be a qualified journeyman.

Election of Officers.

The election of officers was then gone on with, resulting as follows :

President—F. G. Johnson, Ottawa.

Vice-President—John Watson, Montreal.

Secretary—J. A. Gordon, Montreal.

Treasurer—Hy. Mahoney, Guelph.

Provincial vice-presidents—For Nova Scotia, G. A. Wooten, of Halifax ; for New Brunswick, D. Shea, of Fredericton ; for Quebec, Joseph Lamarche, of Montreal ; for Ontario, B. Noble, London ; for Manitoba, C. E. Gate, Winnipeg ; for Alberta and Saskatchewan, E. J. Young, Calgary ; for British Columbia, Bert Weeks, Vancouver.

Chairmen of committees—Legislative committee, Hugh Wallace, Hamilton ; apprenticeship committee, E. H. Russel, London ; sanitary committee, S. H. Knox, Ottawa ; essay committee, A. J. Hammond, Winnipeg.

Montreal, Ottawa and Winnipeg were brought up as places for the next convention and by a standing vote Montreal was decided upon.

The president-elect thanked the delegates for electing him, and enjoined all present to help him in the good work.

Votes of thanks were tendered to the retiring officers, and to the entertainment committee, which were replied to by A. J. Hammond and H. A. Knox. The thanks of the association were also tendered the two trade papers for the interest shown in having representatives at the meeting, and for the full reports of the preceding meetings, which was acknowledged by Joseph Heale, representing Hardware and Metal, Toronto, and Geo. W. Wood, of the Plumbers' Trade Journal, New York.

The meeting broke up with the singing of "Auld Lang Syne" and the national anthem, and the delegates devoted the balance of the day to bowling and looking over the sights of the capital.

* * *

Among the lady friends of the delegates present at the outings were Mrs. Gordon, Miss Gordon, Mrs. King, Mrs. Bull, the Misses McDonald, Miss Chandler and the Misses Johnson.

* * *

The attendance was not so large as on former occasions, but the association is in better shape than ever to promote the interests of the trade. It's up to every master plumber in Canada to lend a hand. Don't lie down. Only by steady, united action can any great thing be accomplished.

* * *

The association was never better officered than now. President Johnson is a man of wide experience, and will make good, and the value of Secretary Gordon's and Treasurer Mahoney's work has been invaluable. Vice-president Watson is sure to make good.

* * *

Quebec's new vice-president is Joseph Lamarche, ex-alderman of Montreal.

* * *

The report of Past President Hammond and that of John Watson, of the apprenticeship committee, are worthy of note. They show thought and work, and no master plumber should miss reading them.

* * *

Munday, Laurier and Ogilvie, of Montreal, took a more than ordinary interest in the work and are deserving of commendation. Knox, of Ottawa, is also an enthusiastic worker.

* * *

Group photos of the delegates, the executive officers and the Ottawa "bunch" were received too late to have engravings made in time for this issue. They will appear next week.

APPRENTICESHIP COMMITTEE REPORT.

The report of the special committee on the question of apprenticeship is unavoidly crowded out this week but will appear with the photos of the convention in our next issue.

HARRY MAHONEY WELL SATISFIED.

"I'm well pleased with the convention from every standpoint," said Harry Mahoney, of Guelph, to Hardware and Metal when making a fraternal call on the editor on his way home from the convention. "Those of us who went to Ottawa did not expect a large attendance. We went to work and feel certain that the results of our efforts will be felt and appreciated by the trade in every part of Canada."

PLUMBERS' ADVERTISING.

Plumbers' ads are too conspicuous by their absence. In a half-hour's run over Canadian papers only four were noticed by the writer.

The average plumber thinks advertising is a sinkhole. The hardwareman once thought that too. But time alters the complexion of many viewpoints.

This Week the display is pure Colonial Electric Lighting Fixtures.
Exclusive Designs at Right Prices
SAMPLES AND DRAWINGS SUMMITTED
W. J. McGuire & Co.,
86 KING ST. WEST Phone 632
135

The two ads shown on this page do not cost much to run. One appeared in a Toronto paper, the other in a Hamilton paper.

Plumbing and Natural Gas Fitting
Installed by expert workmen. Satisfaction guaranteed. Estimates cheerfully furnished. Repairing promptly attended to. Open evenings. Phone 2687.
J. H. THOMPKINS
105 YORK ST.

McGuire's ad is especially forceful in design. It looks like a theatrical or savings company's announcement.

The wording in Thompkins' ad is pointed and sufficiently clear. Results would be bound to come after a few insertions.

HARDWARE TRADE GOSSIP

Ontario.

P. M. Yong, hardware merchant, Almonte, has sold out his business.

J. E. Hussey, Melbourne, Ont., has added hardware to his tinware business.

Fred. W. Otton, hardware merchant, Barrie, has been holidaying at Big Bay Point.

C. M. Strange, sales manager of Lewis Brothers, Montreal, spent Tuesday in Toronto.

J. S. Hall, hardware dealer, Yonge street, Toronto, has been spending a holiday at Huntsville.

W. H. Smith, hardware merchant, Fort William, has been succeeded by Fort William Hardware Co.

R. Young, Hugh Wallace and Geo. Stevenson, plumbers, Hamilton, were visitors in Toronto this week.

W. B. Morrow, of H. S. Howland, Sons & Co., Toronto, paid a short visit to Meaford during the week.

John Wright has secured a permit to erect a hardware store at Pears avenue and Avenue road, Toronto.

L. M. Vanstone, of H. S. Howland, Sons & Co., Toronto, is spending a fortnight's holiday at Bowmanville.

Over one hundred Copp Foundry employes and their families attended a picnic at Fort William last Saturday.

Thos. G. Scott has opened a hardware store at Dunnville. Mr. Scott was a buyer in Toronto during the week.

H. Clucas, Toronto, representative of the Canada Paint Co., Montreal, has been holidaying at Goderich, his old home.

A. G. Ritchie, of the John Ritchie Plumbing and Heating Co., Toronto, has returned from a holiday trip to Muskoka.

Martin Quinn, of Cluff Bros., Toronto, is receiving congratulations on the arrival of a junior Martin at his house this week.

W. J. Barrie, plumber, Sarnia, passed through Toronto this week on his way to the Knights Templar gathering at Montreal.

J. R. and Mr. and Mrs. J. W. McMillan, of McMillan Bros., hardware merchants, Guelph, spent civic holiday in Toronto.

J. M. H. Robertson, president of the James Robertson Co., of Montreal, Canada, made a flying visit to New York recently.

Harry Mahoney, Guelph, passed through Toronto this week on his way to the National Master Plumbers' Convention at Ottawa.

John Caslor, Toronto, treasurer of the Ontario Retail Hardware Association, took a holiday trip to the Thousand Islands last week.

F. G. McBrien's hardware store has been removed from Dovercourt street, just below Bloor, to fine new premises at 1000 Bloor street west.

D. Morgan, of Wray & Morgan, plumbers and fitters, Toronto, who has been spending the Summer at Rice Lake, has returned to the city.

McMurty & Bernhardt, of Preston, had a small fire in their new store on 27th July. The fire, which occurred in the basement, did damage to the extent of $250.

R. W. Harrison, of Harrison & Robertson, plumbers, Toronto, is recovering from his recent illness and is able to look after some of his business interests again.

Andrew Rodger's plumbing display room at Hamilton is the talk of all in the trade who see it. The effective display of fixtures brings business to the plumbing shop.

Thomas R. Parker, treasurer of the Canadian Oil Co., Toronto, left this week for Portland, Me., to join his wife and daughters, who are spending the Summer there and at Old Orchard Beach, Boston.

The employes of the Dominion Radiator Co., Toronto, will hold their fourteenth annual excursion and games next Saturday to Niagara Falls. About 500 employes and their families take advantage of this yearly outing

A most successful picnic took place on Saturday, August 4th, when the employes of the Gartshore-Thompson Pipe Foundry Co., Hamilton, and those of the Hamilton Facing Mills Co., had a good time at Niagara Falls. Over 500 took in the trip.

Huron Bears, of the McClary Mfg. Co., London, has been transferred to the Hamilton branch, where he will have charge of the shipping department. Before leaving he was presented with a pipe and tobacco pouch as a slight token of the esteem in which he was held by his fellow-workmen.

The Peterboro Rapid Tool Company will be ready for manufacturing in three months. The superintendent is W. J. Creedon, of Washington, O., an expert in the business. He has installed two auger bit plants and has been superintendent of a plant in Washington for nine years, and is one of the best men that could be secured on the continent.

Quebec.

T. G. Gumbley & Co., iron and brass workers, Montreal, registered.

Charles Gauthier, steel range manufacturer, Montreal, has been demanded to assign.

J. D. H. Browne, of Moore & Browne, Sault Ste. Marie, Ont., was in Montreal this week.

J. T. Henderson, hardware merchant, Niagara Falls, Ont., was a visitor to Montreal the end of this week.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, is spending two week's holidays at Kennebunk, Me.

J. Thurston Smith, secretary Lewis Bros. Co., Montreal, has just returned from a holiday visit to Boston and the New England States.

Henry McLaren, of H. McLaren & Co., local agents for Taylor, Forbes & Co., of Guelph, was very severely crushed in an elevator here on Tuesday and is in a very dangerous condition.

Albert Labelle, formerly in the employ of J. H. Wilson, wholesale hardware, Montreal, has gone to Ranferly, Alberta, where he has started up in the retail hardware line in partnership with his brother, under the firm name of Labelle Bros.

Saturday afternoon last some three hundred employes participated in the annual excursion and picnic of the Dominion Bridge Company, Lachine. This year the excursionists chose as their destination pretty Ile St. Amour. A very enjoyable day was spent by all. A large programme of sports was successfully run off.

Gerald Wood, of the office staff of the Canada Paint Company, Montreal, leaving to accept a position with the National Drug & Chemical Company, Montreal, was initiated by his fellow workers in the office into the order of the Silver Elephant. Several impromptu speeches were made by those present, all of whom gave Mr. Wood a hearty send-off.

Manitoba and West.

The bailiff is in possession of goods of S. M. Jean, hardware merchant, St. Boniface.

J. R. Henderson, of Henderson & Potts, Halifax, was in Winnipeg during the exhibition and returned east last week. He took with him one of the largest paint orders ever given in Canada, an order for 30 cars of mixed paints in addition to putty and white lead. This order shows the buying capacity of the western trade and indicates the growing popularity in the west of "English" paints.

CANADIAN NAIL TRADE.

Arguing in favor of tariff reform, Bonar Law, M.P., in the British House of Commons, instanced the Canadian nail trade, and said that Canada put a tariff on nails against the States, with the result that she not only made her own supplies, but now exported in competition with the United States and Germany.

LARGE NEW STATION.

There is a rumor in Montreal to the effect that the Grand Trunk Pacific are about to build a $7,000,000 station, which will occupy the site of the present G.T.R. Bonaventure Station, and also that space between St. James and Inspector streets and Chaboillez square. There is reason to believe that the rumor is true. Elevated tracks are also to be erected between the station and St. Henry. The new station and tracks are to be used by both the G.T.P. and the G.T.R.

HARDWARE AND METAL

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The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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AN ASSOCIATION NECESSARY

The past year has been a somewhat unsatisfactory one for the plumbing trade in Canada on account of the so-called "combine" cases tried in the judical courts at Toronto and Hamilton, the effects of the sensational newspaper reports of the trials being felt in every part of the Dominion.

Hardware and Metal, as the only Canadian paper having a wide circulation amongst the plumbing and heating trades gave full and reliable reports of the events as they succeeded one another in rapid succession. In fact this paper was the only one through which the trade could learn from a friendly standpoint the true facts resulting from the investigations in Toronto and Hamilton. The American trade papers circulating in Canada were practically silent on a matter which was so vital to the plumbers and fitters in every part of Canada.

Association work has been seriously handicapped by the disorganization of the Toronto and Hamilton Associations but order is gradually developing out of the chaos which existed at the close of the prosecutions. The steady growth of the new master plumbers and steamfitters branch of the employers' association in Toronto is an evidence of the fact that the great majority of the trade recognize the advantages of organization and the holding of the National convention at Ottawa this year, in spite of the many existing obstacles, is another fact which should tend to greatly encourage the trade throughout the Dominion.

The publishers of Hardware and Metal desire to assist the work of extending the trade organization, in securing a living margin of profit, in elevating the trade and improving the standard of work done, in improving the sanitary conditions in Canadian towns and cities, in providing for an increased number of apprentices, and in any other way that a weekly trade newspaper can be of service.

All of these objects can best be achieved through a trade organization and with the same spirit which encouraged the holding of the convention at Ottawa this year in the face of many difficulties, the trade throughout Canada should soon be organized upon a sound basis and be of benefit to the general public as well as to every member of the association.

BE PROGRESSIVE.

The average master plumber or steamfitter occupies a favored position in the community and should grasp every opportunity which presents itself to be a factor in the development and public life of the town or city in which he lives. He is a practical business man with a greater knowledge of necessary public improvements than others who have not had a mechanical training. As a workman risen from the ranks and as a public-spirited business man he can win the confidence and esteem of all sections of the community, and providing business is not neglected for politics, the connections gained can be used to good advantage in developing his business.

As every dollar spent in a waterworks, sewage, power and lighting, street paving or park system makes the town a more desirable place in which to live, and by attracting tourists and visitors helps to build up the town trade, the plumber should take a strong stand in favor of all local improvement works proposed.

A little energy and thought put into the affairs of the community will help to broaden and develop the plumber's personality and widen his reputation. It will pay to be progressive.

NEW MILLS NEAR MONTREAL.

In the near future the Dominion Wire Manufacturing Co., Montreal, will erect an open hearth furnace, a blooming mill and combined rod and merchant mill. From present indications the company anticipate spending something like $500,000 for the erection of the buildings and the purchasing of the plant. Land on which to build is already in possession of the company, so that the half million will be spent on buildings and plant alone. The president of the company, F. W. Fairman, recently returned from Pittsburg, where he inspected the plants of several concerns. Mr. Fairman brought back with him W. H. Farrell, of Donora, Penn., who was employed as superintendent of one of the largest and best mills under the control of the American Steel & Wire Company. Mr. Farrell will be on hand to superintend the erection of the new buildings and installation of the plant, which will be erected on foundations of solid cement. The new buildings will be of mill construction. Some one hundred skilled mechanics will be employed in the new mills.

Hereafter the Dominion Wire Manufacturing Company will not find it necessary to buy finished iron and steel rods for use in manufacturing wire. The addition to their works will enable them to buy pig iron from different blast furnaces, and scrap iron, which products will be converted into rods at the company's own mills.

INVERTED GAS LAMPS.

The matter of improvement in lighting is ever a live topic with the progressive merchant, and even more so with those who are in the business of selling lighting materials.

A very unique light just now before the public eye is the Inverted gas lamp, which bids fair to take a very prominent place in the lighting industry. There are a very great variety of these lamps just coming into the Canadian market. The development of the inverted gas lamp has been slow, and from the nature of gas and the method of burning has had much difficulty to overcome.

Experts in the lighting field, both in Europe (where it was first brought out) and in America, have given much thought and no small outlay of money in repeated experiments with a most determined effort to produce a perfect, practical, commercial lamp of this type. A great variety of lamps have been manufactured and put upon the market, the larger percentage of which had no merit and were soon withdrawn.

To burn gas with a mantle hanging downward suspended from the top has been said to be "against nature." But the ingenuity of man usually finds a way to bring nature around to serve his purposes, and to-day the inverted gas lamp is a practical reality, and the wise dealer in lighting goods will lose no time in selecting some of those with merit and placing them in his stock.

The difficult feature to overcome in the inverted gas lamp has been its tendency to carbonize and destroy the lighting

power of the mantle. This tendency has been entirely overcome in many of the recent inventions. The chief advantages claimed for this new light are: 1st, very small consumption of gas; 2nd, beautiful in appearance; 3rd, impossibility to cast a shadow beneath; 4th, high candle power; 5th, while resembling electric light, is much better at half the cost to maintain; 6th, adaptability to all conditions, for office, store or house.

WHAT TO DO NEXT MONTH

Under the above heading it is proposed that about the first of each month a symposium of letters or suggestions be published, the intention being to as far as possible outline the most necessary things to be done during the month by retail hardware, stove and paint dealers, and master plumbers and steamfitters throughout Canada.

The department should be helpful to all readers of Hardware and Metal and short letters are invited from jobbers, travelers, retailers, bookkeepers and clerks giving their ideas of what is important to be done next in order to make the most of the trade opportunities which will present themselves during the succeeding months. What are the most simple and common place things to some are often overlooked by others, and each correspondent is, therefore, invited to submit a full outline of seasonable things to do.

The interesting letters which are published this week are from correspondents who have the interests of the trade at heart and have written solely for the pleasure of doing something which may be helpful to some in the trade, and we are sure their contributions will be appreciated.

The department will be published again in Hardware and Metal of September 1, and it is hoped that some interesting letters will be received giving suggestions of what should be done by the trade in September.

One important thing for the trade in Ontario to do is to take advantage of the low railway fares and visit Toronto during the Industrial Exhibition, taking advantage of the opportunity to attend the convention of the Retail Hardware and Stove Dealers' Association on September 4 and 5 as well as visiting the sample rooms of the various jobbers and manufacturers who make exhibits of the newest goods in their various lines.

Hardware Lines to Sort.

Fred C. Lariviere, of Amiot, Lecours & Lariviere, Montreal, writes that he greatly approves of the idea of getting pratical suggestions as to what to do each month. He writes:

Based on this, to your first question, "What are the timely things to do," I believe the most pressing would be to go over the stock of harvest tools, paris green, hammocks and general sporting goods; outside of guns, rifles and ammunitions, I believe no reasonable offer should be refused to liquidate the stock which, if not sold will surely lay over till next year.

"What class of stock should be sorted for Fall business?" Amongst many others the principal would be stoves, stove pipes, coal hods, fire shovels, ash shifters, stove pipe varnish, sleigh bells, skates, steel, iron and wood shovels, sidewalk cleaners, guns, rifles and ammunitions.

"What lines should be pushed and how best can a turn over be secured." To the first part I would say that an up-to-date merchant or clerk will push all class of goods he has in stock at any time, and according to the customers he is serving, and to the second part I will apply the maxim: "Goods well bought are half sold," but I see no particular lines which would give a very quick turn over, unless it be seasonable goods.

"From the office end what should be done in order to keep finances in good shape and make every saving possible." This is the proper time to look over all accounts, principally those that are falling behind, to make a separate list of these accounts, so as to follow them very carefully, when collection time comes and every account collected or settled by note, all open accounts. I am aware of country merchants letting farmers accounts run three or four years without a settlement; I think this very unbusiness like, for at least every account should be closed, no matter how small it be, by cash or a note, either on demand or on time, so that the account be possibly closed every year leaving no room for claims or disputes; outside of the fact that these notes can be made to bear interest at the rate of 6 per cent. per annum it is therefore another investment, with the advantage of having negotiable effects, and should the merchant for one reason or another wish to transfer the accounts for collection or as collateral he can do so without any trouble.

A representative of one of the tin and enamelware manufacturers writes:

A great many of the merchants may not be aware of the fact that the metal market has been advancing daily, and all those who have not booked their requirements for Fall would do well to attend to this. At the present time we are shipping our Fall orders, such as stove pipes, elbows, lanterns and stove boards. These goods, of course, date from September 1, and thus give the dealers an opportunity of placing them on their shelves and getting them marked off ready for Fall trade.

A suggestion has been brought forward on seceral occasions regarding collections. In going through the different sections of the country, and calling on a great many of the trade, I find that a number of the hardware merchants have shortened the term of credit to their customers, and have signs conspicuous in their stores to the effect that their terms are cash. Why let the consumer allow their accounts to stand, and you are compelled to pay in 30 days, or at the longest three months?

W. H. Evans, of the Canada Paint Company, Montreal, writes:

The Fall is presumably the best time to paint. After the first appearance of cold weather the flies, like the proverbial angels visits, become "few and far between." The clouds of dust cease and the absence of muggy "steamy" weather facilitates paint drying and one is in a jolly mood (or should be if your liver is working right) to wield the brush!

Take an hour in the paint and varnish department and note in your "want book" deficient lines of dry colors in oils, coach colors, white lead, wagon paint, wood stains, house and carriage varnishes, buggy and sleigh paints, ready mixed paints, especially the floor paints. Now turn to barn paint, stove pipe varnish, aluminum and gold paint. Look into stove lining, and don't forget the putty. The latter is of little intrinsic value, but of immense commercial importance.

One or two lines should be singled out and pushed every day by what is called in England, "the introduction method." This means, after a customer has made an ordinary purchase, you tactfully and "with winning grace" show him a small tin, say of aluminum paint, and remark, "Have you seen our silvery aluminum paint?" Show it off painting a few narrow strips of stove pipe iron. Don't be too obtrusive, but enlarge upon its merits. Now hand out a liquid paint folder and sweetly invite the customer, him or her, to "come again!" Change your specialties each day, or at least every other day. Keep a bright look out for casual telephone orders and make a list of your longest regular buyers and call them up at least once a week for "anything on the list please?"

OUR COVER DESIGN.

The handsome cover design used by Hardware and Metal this week is used through the courtesy of Messrs. Haines, Jones & Cadbury, manufacturers of "Hajoca" plumbing supplies, Philadelphia. The design is a striking one illustrating a plumber having his troubles installing a lavatory and the firm named deserve credit for getting up such a unique design for an engraving.

BACK TO INDOLENCE.

A good story is told of one of Toronto's wealthy young men. Some years ago, through the death of his father-in-law, he came into a position of affluence. He immediately threw up the position he occupied as clerk and spent his days in indolence except when participating in military functions or performing military duties.

A year or two ago he got tired of his life of indolence and decided to go to work again as of old. He went into a general store in Lindsay and worked as a clerk, even at times sweeping out the store.

This went on for six months without his having drawn a cent of pay. At the end of the six months his desire for the old indolent life mastered him and he decided to return to it. He announced the fact to his employer and suggested that he and the latter toss up as to whether he should be paid double the amount that was owing him or nothing. His employer accepted and won, so that he worked six months without a cent of pay.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 74.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Ingot Tin—Prices have risen three cents.
Pig Iron—Several lines have been advanced.
Solder—Higher quotations are the rule.

TORONTO.

Pig Iron—A half dollar advance has been made.
Ingot Tin—Quotations are one cent higher.
Tank Plates—An advance is considered likely.
Coal—Prices have been revised.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 10, 1906.

Dealers report a slight falling off in the amount of business transacted this week. The very hot weather we have been having is held responsible for this to a great extent, besides which trade during the Summer months cannot be expected to keep up week after week. For the time of year the business passing is very encouraging, however, and dealers cannot complain of an absolute quiet by any means.

Preparations to meet the Fall trade are going on apace. Everyone takes an optimistic view of the coming season, which is expected to be an excellent one in all respects. Inquiries received for different lines for Fall would seem to justify the holding of such a view. Travelers are now, in most cases, all back on the road again and are getting after Fall trade in earnest.

Prices have been very steadily maintained throughout the week.

AXES—Market conditions remain unchanged. We still quote as follows: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—Business continues about as usual at following prices: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

RIVETS AND BURRS—Dealers report little change in the situation. The demand has been fairly good at the following prices: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Demand at present is not heavy. Some few inquiries have been received recently, but not many. We are quoting: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—There is no change in the situation this week. Discounts continue: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Very fair business is being transacted at figures quoted. Discounts: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—The market continues unchanged since last report. Business is fair to good. Discounts remain: C brand, 40, 10, and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—There has been no change in the situation since last week. Prices in different sections do not always agree, but $2.05 per keg base, f.o.b. Montreal is about the average.

CUT NAILS—Business is on the slow side this week, few orders being received. Dealers continue to ask $2.20 per keg base, f.o.b. Montreal.

HORSESHOES—In this market conditions remain about the same as they were last week. We are still quoting: P. B. new pattern, base price $3.50 per 100 lbs.; M. R. M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS — All Fall lines are subject to considerable inquiry at present, leading dealers to look forward to satisfactory Fall business. Present trade is on the quiet side.

BUILDING PAPER—In building paper the situation remains unchanged. The volume of business passing is not large, but trade is not expected to be active at this season. Prices show no change.

CEMENT AND FIREBRICK — What was said in our report last week applies again this week. In small orders there is considerable activity, but the demand for anything like large lots is almost nil. Firebrick continues on the quiet side. Quotations: "Lehigh" Portland in wood $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—There is nothing new to report. We are still quoting as follows: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

FREEZERS—This line is quiet at present in wholesale circles, though there is still some activity in a retail way. Prices are: American Twin, 2 quart, $2.30, 3 qt. $2.65, 4 qt. $3.25, 6 qt. $4.15, 8 qt. $5.10, 10 qt. $6.40, 12 qt. $7.75, 15 qt. $9.95, and 20 qt. $13; Gem, 1 pt. $1.35, 1 qt. $1.60, 2qt. $1.75, 3 qt. $2.15, 4 qt. $2.60, 6 qt. $3.25, 8 qt. $4.20, 10 qt. $5.45, 12 qt. $6.50, 14 qt. $7.25; Blizzard, 1 qt. $1.25, 2 qt. $1.70, 3 qt. $1.95, 4 qt. $2.35, 6 qt. $2.95, 8 qt. $3.70, 10 qt. $4.80, 12 qt. $5.75, 14 qt. $6.75.

GREEN WIRE CLOTH—No change is noticeable this week and we are still quoting $1.45 per 100 square feet.

AMMUNITION—There is considerable inquiry for different lines and a good Fall season is anticipated. Prices remain as follows: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Aug 10, 1906.

No price changes have occurred since last report, but wire nails are the subject of some talk on account of one manufacturer who is said to be selling at $1.95 while $2.05 is the prevailing rate. Other wire goods are slow, only a few sorting orders being received.

Travelers are back on the road, but business is slowing down considerably. Sorting orders are fairly large. Shipments of sporting goods are going out in increasing quantity on orders booked some time ago. Builders and heavy hardware are having a seasonable trade.

AXES AND HANDLES—Seasonable trade continues to be done.

CUTLERY AND SILVERWARE—A good demand is felt for these lines.

SPORTING GOODS—Shipments are large on booked orders. Firearms and ammunition are selling well.

SCREEN DOORS AND WINDOWS—The demand is pretty well met in these goods. Sorting orders are still being received.

LAWN MOWERS AND HOSE—Trade

is slow, but some sales are still being made.

REFRIGERATORS AND FREEZERS—Not a great many of either are being sold.

WASHING MACHINES—Business has been good and the demand is good for this season of the year.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Following last weeks advance we quote: 2-in. mesh, 19 w.g., discount 50 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE—Prices remain the same. We quote: On gauge 9, $2.40; guage 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues. We quote: $2.05 base.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7 1-2 off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7 1-2 off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

RIVETS AND BURRS—Tinned rivets are now quoted net extra 4c. per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Stocks are bare and supplies very hard to get. Demand is keen with prices very stiff. We quote 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

HIDES AND WOOL—The wool situation is unchanged. There is plenty of it in the country. The feeling here is that those who have already sold are the wise ones and that lower prices will prevail. With hides the situation is somewhat similar. There are plenty coming in but offerings on the other hand are not very numerous.

Hides, inspected, steers, No. 1	0	12½
" " " No. 2	0	11½
" " cows, No. 1	0	12½
" " " No. 2	0	11
Country hides, flat, per lb., cured	0	11½
Calf skins, No. 1, city	0	14
" " No. 1, country	0	13
Sheep skins	1 65	1 85
Pelts	0	55
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb	0	25
" " extra "	0	27
Wool, unwashed fleece	0 16	0 18
" washed fleece	0 26	0 27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 10, 1906.

There has been no falling off in the amount of business being transacted. The trade is in a very healthy condition on all sides. During the week there have been several changes in prices.

In pig iron prices there have been further changes. Three lines have been advanced while a decline is noticed in another. The extra demand on the continent is held responsible, to a great extent, for the advancing prices.

Antimony is not of very great interest at present. The market is featureless.

A sharp advance which has occurred in ingot tin is the feature of this market. The price has been raised considerably.

COPPER—Conditions have not changed since last report. The market is firm under a good demand. Stocks are none too heavy and are getting smaller. Quotations remain: Ingot copper, 21c. to 21½c.; sheet copper, base sizes, 25c.

INGOT TIN—There has been a sharp advance in ingot tin since last week, prices having jumped 2½c. to 3½c. Consequently figures quoted this week are: 44c. to 44½c. per pound.

ZINC SPELTER—The tone of the market is a little firmer again this week. We are still quoting $6.75 to $7 per hundred pounds.

ANTIMONY—The situation in antimony has not changed. Stocks held are not as large as they might be. The price has not advanced during the week, 27c. per pound still ruling.

PIG LEAD—The market has been a little weaker since last report but is now recovering. Quotations are unchanged at $4.35 to $4.45.

PIG IRON—Carron, Clarence and Cleveland have all been advanced fifty cents, while Summerlee is lower. The heavy demand on the continent for English and Scotch irons is gradually reducing stocks held and holders are consequently inclined to demand higher prices.

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.50	"	"
" (special)	21.50	"	"
Summerlee No. 1	21.50	"	"
" No. 3 (soft)	20.50	"	"
Clarence No. 1	19.50	"	"
" No. 3	19.00	"	"
Cleveland No. 1	19.50	"	"

BOILER TUBES—Conditions remain as last week with prices as follows: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Demand is not very brisk at present. We are quoting: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's Best, 11c. to 11½c.

MERCHANT STEEL—Fair trade is being transacted in this line at these prices: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.17½ and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — There is nothing new in this market. Prices remain: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—There has been practically no change since last week. Demand good at figures quoted: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.20 to $4.45; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—We are quoting: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—More or less business is being done in this line. Quotations remain: 52's, $2.60; 60's $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—Although in some quarters an advance was expected, it has not yet taken place, and we continue to quote: Cokes, base size, IC 14x20, $4; charcoal, base size, IC, 14x20, $4.25.

TERNE PLATES—Dealers are still quoting $6.85.

SHEET ZINC—The market remains unchanged at the following figures: $7.75 in casks and $8 in less than casks.

SHEET LEAD—There is no new feature in the market. We quote: 2½ lbs., 5½c. by the roll; 3 lbs. and

heavier, 5¼c. by the roll; small quantities, 25c. per hundred lbs. extra.

BAR IRON—The price has not changed, the trade still asking $2.05 base, f.o.b. Montreal.

OLD MATERIAL — The market is rather quiet at present, little business being done on any hand. Copper is about firm. Prices are steadily maintained as follows: Light copper 14½c.; heavy red brass, 14½c.; yellow brass, 11½c.; light brass, 7½c.; lead, 3¼c.; zinc, 4c.; machinery cast scrap, $13; wrought scrap, $12; stove plate scrap, $10.50 to $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7¾c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Aug. 10, 1906.

The feature of the metal markets this week is the general advance in pig iron prices. This advance is the result of the rapidly increasing demand. Buyers seem to have got frightened that they would not be able to stock the iron they would require for the Fall if they put off buying until later, and the result is that the furnaces have had an unusual demand, a demand which they have found difficulty in filling, hence the rise in prices. Radnor is now quoted at $31 instead of $30, Hamilton, at an advance of 50c. per ton, Londonderry and Middleborough at an advance of 50c. per ton.

Ingot tin has also taken a jump, quotations now being 1c. per lb. higher. It is probable that an advance of 15c. will be made in tank plates next week, as they cannot now be bought so as to sell at present quotations.

The general activity of the metal market continues. There is a very heavy demand for bar iron; indeed, so great is it that there is considerable difficulty in meeting it. The tin market is increasing in activity. There are no changes in the market conditions of the other metals, nor in their prices.

PIG IRON—Because of the heavy demand, the prices of pig iron have been advanced. The furnaces have found it impossible to turn out sufficient iron to meet the demand, and in consequence there has been a general advance. Radnor is now quoted $7 above former price, Hamilton, both grades, 50c., Londonderry, both grades, 50c., and Middleborough 50c. Changed quotations are as follows: Radnor at furnace, $31; Hamilton at furnaces, No. 1, $21; No. 2, $20.50; Londonderry, f.o.b., Toronto, No. 1, $22.50; No. 2, $21; Middleborough, $22.

BAR IRON—The demand is so heavy that there is difficulty in meeting it. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—There is an active demand and prices have been advanced 1c. per lb. Changed quotations are 42c. and 43c. per lb.

TIN PLATES—Trade is active with prices unchanged. We quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Prices are well maintained and stocks are said to be light. We quote: 16 to 20 gauge, $3.45 up.

BRASS—The market continues firm with no price changes. We quote: 23c. to 24c. per lb.

COPPER—There has been more activity felt than for some time past Prices are firm at the same quotations. Our prices are: Ingot copper, $20 per 100 lbs. and sheet copper, $25 per 100 lbs.

LEAD—There is not much trading in lead at present. Local dealers are quoting $4.40 for imported pig, and $5 per 100 lbs. for bar lead.

ZINC SPELTER—The market is quiet and prices remain unchanged. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — The demand is good and an advance of 15c. per 100 lbs. for 3-16 inch tank plates is looked for soon. Our prices are: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $20. Terms, 2 per cent. off.

ANTIMONY—There is an active market, and prices are unchanged at 27c.

OLD MATERIAL — Dealers' buying prices are as follows: Heavy copper and wire, 15c. per lb.; light copper, 13½c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $11 to $11.50; No. 2 wrought, $3 to $5; machinery cast scrap, $13.50 to $14; stove plate, $10; malleable and country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.40; grate, $5.15; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, Aug. 9, 1906.

The remarkable activity in pig iron and the certainty of its continuance for well onto another year at least are indicated by the heavy inquiry of the present market, in a number of cases extending through the first half of 1907. Present indications are concerned chiefly with cleaning up tonnages, which have remained available for this year's delivery. In the east, sales of the week have aggregated 125,000 tons, and in Chicago about 100,000 tons of all grades have been sold. In the central west inquiries are pending for 100,000 tons of basic for the first quarter of 1907, and one western agent has disposed of the output of its furnaces for the first two months of that year. A sale of 15,000 tons of Bessemer has been made at $18 valley, and the Bessemer Pig Iron Association has neither basic nor Bessemer available for the remainder of the year. Foundry No. 2 is scarce at $14 Birmingham, and at $17.50 in the Ironton district, with other quotations accordingly.

Prices are advancing more rapidly toward those of the boom period of 1902 than conservative interests like to see, and in this tendency lies the only danger which now threatens a long continuance of prosperity. Rumors have been current that prices of iron ore are to be advanced 50 cents per ton, but there is no authority for such an announcement. Ore merchants deplore any tendency to force the buying of ore before next Winter, and some of them at least are decidedly opposed to more than a 25 cent advance.

In finished lines much the same situation prevails. The Tennessee Coal, Iron & Railroad Co. have sold their entire output of open hearth rails for 1907 delivery. The principal producer of bar iron has advanced the price $2, and one large independent interest has advanced sheet bars the same. Sheet bars are exceedingly scarce with mills from ten to twelve weeks behind on deliveries. Recent plate bookings have been heavy and inquiries are now pending for 20,000 cars. Tin plate specifications are increasing and a heavy tonnage of merchant pipe has recently been placed. Coke continues firm and scarce. Old material has improved considerably.

U. S. IRON AND METAL TRADES.

From the Iron Age, Aug. 9, 1906.

The monthly pig iron statistics emphasize again the inability of the blast furnaces to increase production. The coke and anthracite furnaces made 2,013,402 tons of iron in July, a month of 31 days, as against 1,976,733 tons of iron in the 30 days of June. The weekly capacity of 295 furnaces active on August 1 was 451,908 tons, as compared with 460,570 tons for 293 furnaces on July 1. Considering the drawbacks of high humidity, the July 4 holiday and the thin linings on which many furnaces are working, the July record is probably better than might have been expected.

It is significant that the coke and anthracite furnaces have shown a steady decline in output since the high mark reached in March, when the average daily output was 69,859 tons. In April it was 69,107 tons, in May 67,701 tons, in June 65,891 tons and in July 64,948 tons. More furnaces must be relined, and it does not appear that August will turn the tide.

Foundry pig iron markets have carried the advance farther and $14, Birmingham, is now the minimum for southern No. 2 iron. Two important south-

ern producers have withdrawn from the market in the expectation that prices will range higher as the Fall demand appears. Furnaces in the Central West are quite well sold for the balance of the year, and the future of the market depends much on whether buyers catch the fever and repeat the familiar feat of bidding for iron in excess of requirements. Eastern Pennsylvania furnaces have their figures squarely at $18 at furnace for No. 2 iron. The poor working of furnaces has given a disproportionate supply of lower grades.

In the east the buying of basic iron is not over. Inquiries for 25,000 to 40,000 tons are pending for fourth quarter. Some basic has been taken also for the first quarter of 1907.

Finished material markets, while not sharing in the advances that have attracted attention to pig iron, are unusually active for early August. Rail buying is perforce about over for 1906, but for 1907 delivery the Seaboard Air Line has bought 20,000 tons and the Southern Railway has taken 15,000 tons of Bessemer rails from northern mills.

The wire trade has made an astonishing record this Summer. The July bookings averaged far beyond those of last July, while August promises even greater things. The capacity of the leading producer is operated to its limit.

LONDON METAL MARKETS.

From Metal Market Report, Aug. 8, 19.6.

PIG IRON—Cleveland warrants are quoted at 51c. 1 1-2d., and Glasgow standard warrants at 51s. 9d, making prices as compared with last week unchanged for Cleveland warrants and 1s. higher for standard warrants.

TIN—Spot tin opened weak at £179 15s., futures at £180, and after sales of 230 tons of spot and 620 tons of futures closed weak at £178 15s. for spot, £179 2s. 6d. for futures, making price as compared with last week £8 2s. 6d. higher on spot and £8 5s. higher on futures.

COPPER—Spot copper opened easy at £83 2s. 6d., futures £82 12s. 6d., and after sales of 50 tons of spot and 200 tons of futures, closed firm at £83 7s. 6d. for spot, and £82 17s. 6d. for futures, making price as compared with last week 17s. 6d. higher on spot and £1 5s. higher on futures.

LEAD—The market closed at £16 13s. 9d. making price as compared with last week unchanged.

SPELTER—The market closed at £26 15s. making price as compared with last week 5s. higher.

The Standard Paint Co., of Canada, are erecting a large works in Cote St. Paul, Montreal, which will be in operation about October 1 this year. They will manufacture rubberoid roofing, "Giant" cold storage insulating paper, "P. & B." paints and varnishes, and tapes. Lockerby & McComb, 65 Shannon street, Montreal, are their city agents.

Nova Scotia Trade News.

Halifax, N.S., August 8.

The plumbing trade throughout the province is good, and in Halifax it is particularly active. Dealers in radiators and hot water boilers report that the demand for both is increasing. Several large contracts have been awarded recently. Messrs. Longard will do the heating of the Morris street school, a fourteen-room building, and Farquhar Bros. will install the plumbing and the ventilating. Messrs. Day & Kinsman will do the plumbing in St. Patrick's new school for girls, a twelve-room building, and Messrs. Longard Bros. will put in the heating apparatus. Messrs. Farquhar Bros. have the contract for the electric light wiring, and also the roofing of the same building. It is stated that the plumbing in the Morris street school will be the best in the city, the American local vented closets being put in. These are of the Smith & Anthony make. The plumbing in the new Trachoma hospital will be put in by G. A. Wooten.

The trade reports that the Stafford and Gurney radiators are the ones now mostly used in Halifax, but that the Amherst Foundry Co., of Amherst, N.S. is cutting in to a considerable extent, there being quite a demand for their make of radiators.

One of the biggest jobs so far in sight is the new Catholic Church on Liverpool Road. Macdonald & Co. have the contract for this building, and Messrs. Farquhar Bros. will put in the wiring for the electric lights. Besides the above there are many private residences in the course of construction, and the firms of W. T. Craig and Crump & Perrior are doing the plumbing and heating in a great many of them. It is stated that in a large percentage of the new buildings hot water apparatus is taking the place of base burners, the people preferring the more modern system of heating, as it is cleaner, more reliable, and on the whole gives better satisfaction.

* * *

Gold mining matters are booming at Goldboro, N.S. The famous Richardson mine, which has been working continuously for seventeen years, is now down six hundred feet, and the prospects continue excellent. In June the quartz crushed yielded 503 ounces of gold, which would give a value of near $10,000. It is the intention of the company to put in an additional crusher. The Seal Harbor mine, which adjoins the Beaver Hat mine, has a shaft sunk 150 feet and good values are being shown. The company intend putting in air compressors and installing an electric plant. Several new finds of gold have also been made in that part of Guysboro County which promise well. The owners of the Beaver Hat mine are delighted with the progress being made at their property. At the Micmac mine everything in the way of development is being rushed to completion. The concrete is laid for the new mill and in due time an equipment second to none in the province will be in operation.

* * *

A. G. Morrison, solicitor for the Rose Mining Company, has just returned from a visit to the company's property at St. Rose, C.B. He reports that Mr. Ira Taylor is at present in London arranging the company's financial matters, and states that the development of the coal property and the building of the railway will be commenced at once.

* * *

Messrs. J. Watson Webb, J. J. Higginson, Jr., and H. Le C. Roome, of New York, were recent visitors to Louisburg, C.B. They represent a number of American capitalists, and their mission to Louisburg was in connection with mining ventures in which they are interested.

* * *

Representatives of Nova Scotia coal mines recently held one of their periodical meetings in Halifax for the purpose of considering prices, and it is said the Intercolonial contracts were the chief subject of consideration. Among those present were: J. R. Cowans, Cumberland Coal & Railway Company; Harvey Graham, Nova Scotia Steel & Coal Co.; Alexander Dick, Dominion Coal Company; J. T. Burchell, Caledonia Mines; William Lithgow, Nova Scotia Steel & Coal Company; C. J. Coll, of the Acadia Coal Company. It is said that the Government threatens to import Welsh and American coal if they cannot secure it in this province at what they consider a fair rate.

* * *

A. E. Waters, one of the directors of the Canadian Mining & Development Co. was a recent visitor to Whycocomagh, C.B. The company with which Mr. Waters is associated is now actively engaged in developing the iron properties owned by it near Whycocomagh. The areas, which are extensive, are located down the bay about four miles from the village. A seam of ore of the red hematite variety has been struck at Logan's Glen, and the output so far shows very rich in quality, being at least sixty-four per cent. iron. Where developing operations are going forward is located at an elevation of 150 feet above the tide water, and is three-quarters of a mile distant from a fine shipping location, where the water is bold and the anchorage desirable. The elevation and distance is a great advantage, as all the shipping can be done by gravitation. It is expected by the Fall that some shipments will be made.

* * *

The rod mill at the steel plant at Sydney, C.B., keeps continually working with one single shift, turning out a supply that is a trifle below the demand. A large reserve stock is on hand, and this is being continually encroached upon. The market at present is much stronger than it was in the Spring and early part of the Summer, and no trouble is found in disposing of the article manufactured. It was feared at one time this season that this section of the plant would have to be closed up, owing to the weak buying of the product. Present prospects indicate that the mill will be kept going full swing from now on, and the men are anxiously looking forward to the time when the double shift can go on.

J. M. Brooks is to build a $20,000 hotel at Peterboro'.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Aug.10, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Values are steady in all lines, there being no quotable changes of importance this week. Business continues exceptionally active for the month of August.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE — We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47 1-2 per cent.; and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1 1-2c. per lb. A decline of 1-4c.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—As noted last week, shot has been advanced 25 cents per 100 lbs. We quote prices as follows: Cartridges, Dominion R. F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33⅓; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—Prices are: Bar iron (basis), $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The pig lead market is still reported very firm and local prices are maintained steadily. The price is $5.25 per cwt. with a reduction of 25c. per 100 lbs. on ton orders.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Prices are now quoted as follows:

White lead, pure, $7 ; bladder putty, in bbls., 2½cf ; in kegs, 3¾c. ; turpentine, pure, in barrels, 97c. ; less than barrel lots, 92c. ; linseed oil, raw, 64c. ; boiled, 67c.

WINDOW GLASS — We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25 ; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00 ; 26 to 40, $4.52 ; 41 to 50, $4.75 ; 51 to 60, $5.25 ; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35 ; 41 to 50, $8.40 ; 51 to 60, $9.45 ; 61 to 70, $10.50 ; 71 to 80, $11.55 ; 81 to 85, $12.60 ; 86 to 90, $14.75 ; 91 to 95, $17.30.

New Brunswick Trade News

St. John, N.B., Aug. 7, 1906.

There seems little of noteworthy interest to record regarding the plumbing trade in the province during the past twelve months. Business has gone on quietly, too quietly for some of the plumbers to be well satisfied, and nothing has occurred remembrance. On the whole, as indicated in the foregoing sentence, the time has been one of comparative dullness for many of the men in the business. The Winter season was one of more than usual mildness, and, as a consequence, the volume of the plumbing business done, fell off somewhat below the average of what we may call the "good" years past. The amount of pipe repairing that had to be done during the Winter time was a great deal less than was expected and in every way the trade was not kept as busy as in most Winters. So far this Summer, too, the plumbers do not seem to have been kept with the average amount of work on hand. One explanation for this may be that the number of new buildings going up is not large. Consequently, the plumbing men have not been called upon as in most other Summers. There has, it is true, been quite a bit of "old work" done, but on the whole the season is proving to be somewhat disappointing.

* * *

It may well be noted here that there is no doubt that the demand for better fittings is yearly becoming stronger in St. John, and in the province generally. Tiles are coming more into use with the passage of every month. Higher quali-

Metal Shelf Boxes

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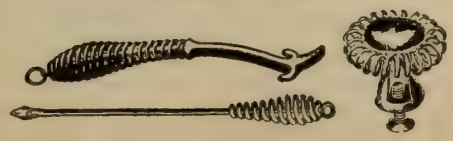
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ties of bath tubs are looked for now than formerly; fancy lavatories are being called for with greater frequency, and shower baths, etc., are in far more general use than ever. Moreover, it is certain that the demand for high-class fittings will be much stronger favorites in every succeeding year. Naturally, this is something which is not at all unpleasant to the plumbers who have more than once desired such a state of affairs if extremes are avoided.

* * *

In heating of houses here as elsewhere the hot water method is superseding the other ways that have been in use. This has become very noticeable in recent years and in the past twelvemonth it has become even more apparent than at any previous time. It is not surprising that the case should be as stated for the superiority of the method specially referred to over the other method has been clearly shown on many occasions. The appliances used, it is said, are for the most part of Upper Canadian manufacture. These goods seem to give general satisfaction and are increasing in favor. At the same time one must not lose sight of the fact that some of the appliances in use are the products of United States factories. Canadian made goods are well capable, however, of holding their own in this as in many other cases.

* * *

During the past year one local plumbing and heating firm has given up business here, namely, that of Freeze Bros. This firm retired from the field on the departure for the west of Charles Freeze, one of the partners.

* * *

Generally speaking, the outlook for the Fall trade is fair only. The dealers are expecting a medium business.

EXPORT TRADE DEVELOPING.

The Ontario Wind Engine & Pump Co., of Toronto, are now preparing an order for shipment to the Levant of thirty Canadian air-motor outfits, also a shipment of two 16ft. airmotors for Egypt. That this firm's goods are giving satisfaction may be judged from the following extract from a journal, printed by the Imperial Government in one of the Crown colonies of the east.

"The satisfaction that these airmotors have given is great, and up to this time no complaints have been heard. This company by issuing such a good article have experienced a steady growth in their business every year for the last ten years. They are moreover again extending their factory in order to better carry out their large trade."

It is interesting to note that these airmotors are used largely to supplant water wheels worked by mule power for irrigating purposes.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 28.

Frank Ross Newman, who has been appointed manager of Caverhill, Learmont & Co.'s Winnipeg branch to succeed Mr. Waldon, is the eldest son of T. H. Newman, of the firm of Caverhill, Learmont



FRANK ROSS NEWMAN,
Manager, Caverhill, Learmont & Co., Winnipeg Branch.

& Co., and was born in Montreal in 1876. He began his business career with Caverhill, Learmont & Co. in 1893, in Montreal. Some seven years later he accepted the position of purchasing agent for the Laurentide Pulp Co., at Grand Mere, Que., where he remained until appointed manager of the Fairbanks Co., Winnipeg branch (now the Canadian Fairbanks Co.) His determination and energy resulted in building up a most successful business there, which is now thoroughly organized on a sound footing. He is well known in the west for his business tact and integrity.

Mr. Newman will take charge early in September.

LOOKING BUSY.

We have all met the man who mistakes perspiration for inspiration, the man who would rather look busy than be busy. This type of man is of the opinion that it is foolish to use his head to save his heels. So long as you make a big noise, do hand springs and sweat at your work, he is satisfied and does not give a rap for results. Noise is not necessarily work. We are living in an age of ball bearings. The man who gets there must secure a minimum of friction in order to get up a maximum speed. The man who is doing his very best work to-day may be relied upon to do even better to-morrow. Many a man has capacities but lacks the capacity necessary to discover them.

The James Smart Mfg. Co., Brockville, will put a Kelsey system in the new Methodist church, Markdale, Ont.

DEATH OF R. D. MUNRO.

Keen regret will be felt by a large circle of friends on learning of the death of Robert Duncan Munro, the eldest son of Mr. Robert Munro, managing director of the Canada Paint Company, Montreal, which occurred August 1.

"Bobbie," as he was familiarly known amongst his confreres, was a general favorite and had numbers of sincere friends, both in Montreal and on the Pacific coast, where he resided for some time, being manager of the British America Paint Company, Victoria, B.C.

Robert Duncan Munro was born in Scotland, but came to Canada at an early age to join the staff of Fergusson, Alexander & Co., who were established in Montreal. Upon this business being merged into that of the Canada Paint Company, the deceased went with the new company and proved a most valuable all-round man. Painstaking and hardworking, he was equally at home in finance, organization and practical colormaking.

Mr. Munro was a young man of marked ability and great promise; from his fifteenth year he had been associated in business with his father. Six years ago on an application from the British American Paint Company of Victoria, B.C., he accepted the position of general manager of that company, whose business he conducted with conspicuous success for four years. Two years ago, however, he developed tuberculosis, and withdrawing from business, he spent a year at Calgary, then a year at Saranac Lake, but, despite all care and skill, the fell disease made steady progress, and two months ago he returned home to spend his last weeks with the members of the family. His loss is mourned by father and mother, a brother and two sisters, one being the wife of the Rev. J. R. Dobson, of Montreal.



THE LATE R. D. MUNRO, Victoria, B.C.,
Son of Robert Munro, Managing Director Canada Paint Co., Montreal.

Hardware and Metal joins in the widespread sympathy which will be evoked for his parents, Mr. and Mrs. Robert Munro, and the family.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

911. Agent—A West Bromwich, England, firm desire to appoint a good agent for steel springs of all descriptions.

914. Copper, lead, etc.— A London firm handling copper, lead and antimony ores and metals, will be pleased to hear from Canadian producers who can ship actual supplies.

918. Machine tools—A Yorkshire engineering firm would be pleased to send catalogues and estimates to Canadian engineers, for all descriptions of machine tools.

919. Machines etc.—A north England firm desires to correspond with Canadian engineers for the sale of high-class machines, treadles, lathes and universal grinders.

920. Flags and bunting—A Yorkshire firm manufacturing all classes of flags and bunting, desire to get in touch with Canadian buyers experienced in Canadian trade.

942. Scrap iron—An exporter of scrap iron in Marseilles will gladly enter into correspondence with Canadian buyers.

943. Woollen rags—An exporter of woolen rags in Paris, wishes to be put in touch with Canadian buyers.

944. Agent—A French metallic cable factory is open to appoint Canadian agent.

949. Engineering—A London agent possessing a knowledge of the engineering business, and who has resided for some time in Canada is seeking the representation in England of Canadian firms requiring such services as he can offer.

950. Chemicals—A London firm in a position to handle large quantities of chemicals is desirous of hearing from any Canadian house who may be able to export iodine, etc.

951 Representative—A firm of wholesale and export saddlers in London is desirous of appointing suitable representatives in the leading Canadian business centres.

954. Varnishes, paints, etc.—A London manufacturer of varnishes, paints and colors would like to get into touch with Canadian importers.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

USEFUL INFORMATION.

To ascertain the area of a circle, multiply the square of its diameter by .7854.

To ascertain the circumference of a circle, multiply its diameter by 3.1416.

Water, gas and steam pipes are measured on the inside; boiler tubes on the outside.

Generally speaking, one cubic inch of water evaporated at atmospheric pressure makes one cubic foot of steam.

A heat unit known as a "British thermal unit," or B.T.U., raises the temperature of one pound of water to one degree.

A pound of anthracite coal contains 14,500 heat units.

For low pressure heating purposes, from 4 to 8 lbs. of coal per hour is considered economical consumption, for each square foot of grate surface in a boiler, dependent upon conditions.

A horse-power is estimated equal to 75 to 100 square feet of direct radiation. A horse-power is also estimated as 15 square feet of direct radiation. A horse-power is also estimated as 15 square feet of heating surface in a standard tubular boiler.

CLUFF CO'S RAPID GROWTH.

This week R. J. Cluff & Co., Lombard street, Toronto, change their name to that of Cluff Bros., Robert J. Cluff being joined in the enterprise by his brother Wm. J. Cluff, who has been associated with him in the enterprise since it was established a little over a year ago.

When the company was first organized, they were appointed selling agents for Ontario for the products of the factories of Warden, King & Co., Montreal, manufacturers of the famous Daisy Boiler. Small premises were secured on Lombard street, but within a few months the business outgrew the space available, and a large site was procured adjoining the rear of the post office building, and a fine office and warehouse building was erected, the new building being occupied about a month ago.

Huge bins have been erected for storing fittings of every size and description, the company intending to carry the largest and most complete stock of steam fitting supplies of any firm in Canada. Every known fitting between 1-8 inch and 12 inches in size will be carried in stock, and every effort made to win a reputation for carrying everything in the heating line.

A monster sign 30 by 80 feet has been painted on the side of the building over the post office square, this giving Cluff Bros. an opportunity to do some good advertising in bringing their warehouse to the attention of passers by.

FOUNDRY AND METAL INDUSTRIES

A steel bridge to cost $60,000 is to be erected for the St. John River at Hawkshaw, N.B.

A large deposit of rich iron ore has been discovered south of Verner in the Nipissing district by W. A. Cockburn, Sturgeon Falls. The ore is present in great surface quantity and in a locality convenient to the railway.

The first open hearth furnace and first blooming mill and combined rod and merchant mill in the vicinity of Montreal will shortly be erected in connection with the Dominion Wire Manufacturing Co. and will cost about half a million dollars.

A new stove foundry is to be established at Dorchester, N.B., under the management of Wm. Dowd and H. R. Ficks, formerly of Moncton, but more recently of the United States. The site has been procured and three foundry buildings are now being erected.

The American Iron & Steel Association has received from the miners' committee complete statistics of the production of pig iron in the United States and Canada in the first half of 1906. The production in the United States was 12,602,901 gross tons, against 11,829,205 tons in the last half of 1905, and 11,163,175 tons in the first half of 1905. The production in the first half of 1906 was the largest in any half year in the history of the trade, and larger than that of any whole year prior to 1899. It now is reasonably certain that the production of pig iron in 1906 will exceed 25,000,000 tons. The production in Canada amounted to 282,010 tons, against 257,797 tons in the last half of 1905, and 210,206 tons in the first half of that year. The production in the first six months of 1906 was the greatest in any half-year in the history of the Dominion. It was also greater than the production of any whole year prior to 1902.

July of 1906 will pass in history as presenting a most unusual situation in the pig iron and crude steel supply, says the New York Commercial. In other years this has always been the month of plenty. Finishing mills have been shutting down during the hot months for repairs and the supply of crude material and pig iron has kept on, as the blast furnaces have continued in operation as before. Blast furnaces do not find it so necessary to ease up during the sweltering July days, as do the mills where the workers are more directly affected by the heat. This year, however, conditions are the exact opposite. Finishing mills are running to their full capacity. Furnace stock has been so depleted that a marked scarcity in the market supply is noticed. Pig iron is much shorter at the close of the month than at the beginning and the same is true of billets and sheet bars. The demand on the finishing mills has been so great as to render stoppage for the annual repairs, inventory, etc., impracticable. The scarcity of pig iron and crude steel is likely to become much more marked in August than it was in July. Owing to a shut down of some of the furnaces for relining, the output has been slightly reduced and the demand is fully up to the capacity of the furnaces. Many furnaces, badly in need of repairs, are being kept in blast until the last moment, in order to ease up the scarcity.

GROWTH OF IRON.

William Marriott, an English civil engineer, writing to the London Times concerning an article about the "growth of iron," says:

I have never seen this in print before, nor have I heard the term used, but during an experience of over thirty years I have felt sure that such has been the case. Rails that have fitted swing bridges with plenty of clearance have had to be shortened repeatedly year after year, and only recently I have known an instance of a swing bridge which had been open for half an hour that could not be put back until some of the ironwork had been reduced. The bridge had been built for some thirteen years, and had been opened and closed during that time many hundreds of times. There is little doubt in my mind that iron heated and cooled alternately does permanently lengthen.

Come, "Brighten Up" in the Fall Time

The dealer who handles *any* line of paints and varnishes is not very likely to have a big trade this Fall. But the dealer who has ***The S-W. Line*** is making preparations for a record business.

The reason is simple—

We have worked up a Fall Campaign for our agents that *gets results*. "Brighten Up" is the slogan, and it has spread from one end of the country to the other. Our strong advertising helps are creating the demand and our agents are profiting. ***S-W. Products*** are not lingering on the shelves, for we are pushing for the dealers success just as much as our own. And the *quality* of our paints and varnishes stands behind this advertising. With ***The S-W. Line*** the agent knows that he has goods that will give perfect satisfaction; that will sell and stay sold and that will make new sales. Our Fall "Brighten Up" Campaign is worth a great deal to any dealer who wants to brighten up his bank account —and we would be pleased to introduce you to the merits of our products. We know that it would be to your advantage for us to get together. Write us today and secure the benefits of what we are doing for our agents. We can help you do a top-notcher business this Fall, if you will join The S-W. family.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

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WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

A QUESTION FOR STEAMFITTERS

Elsewhere in this issue an offer is made of an honorary prize of $5.00 for the best answer received to the question repeated below, as well as a year's subscription to Hardware and Metal to any reader of the paper who sends in an answer considered worthy of publication. The question is as follows:

> "If you were installing a hot water heating plant having 500 sq. ft. of radiation, and a boiler rated to handle the same amount, and you were asked by your customer if there would be any advantage in installing a larger sized boiler, either in the interest of better service or economy in the consumption of fuel, and if so, why?—What would you say?"

It is our intention to publish a series of such questions if the plumbers and fitters throughout Canada indicate their desire to have an expression of views on controversial trade subjects or matters of educational interest similar to the query made above.

Each reader of these lines should endeavor to answer the question propounded, in order that he may be able to answer a customer promptly and satisfactorily if the point arises at any time. And having reached a conclusion, the reader should jot down his ideas upon a sheet of paper and forward to us at once. The reader's argument may be wrong and some other fellow's may be right, but by a comparison of ideas the proper solution to the problem can be arrived at. Let us have a goodly number of replies to the question?

Address all letters to

The Editor

Plumbing and Steamfitting Department

HARDWARE AND METAL

10 FRONT ST. EAST, TORONTO.

The Name LABATT

PLUMBERS' SUPPLIES

Our goods cost more to manufacture and are the most reliable. Our valves contain over 80 per cent. pure copper and are packed and tested under a pressure from 125 to 200 pounds.

Our London Low-down Closets are recognized as standard, and are made complete in our works, all the lumber used is selected and dry kilned by us, in short, they are honestly made.

If after purchasing and examining one of our closets you do not find it superior to any other on the market it can be returned at our expense.

As red brass goods can easily be made of yellow brass, you cannot be too careful in the selection of your valves. Engine builders are buying ours and they have satisfactorily stood the test of time. In competitive tests they always win.

We manufacture our own soil pipe and can ship in carload lots same day as order is received. Our stock of enameled ware, brass goods and closets is also very large, we carry approximately 10 car loads of soil pipe and closets in stock.

The Labatt Manuf

The Largest Manufacturers of

TORONTO

HEAD OFFIC

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is the Best Guarantee

MACHINERY

Our gas engines are equalled by none. During the past three years approximately 1,000 gas engines have been sold without ever having one returned, notwithstanding the fact that we sold practically all of them with the distinct understanding that if engine did not prove entirely satisfactory it could be returned at our expense.

Our gasoline engines have not those troublesome parts found in other gasoline engines, the Reliance runs smooth and steady.

Our stationary steam engines, manufactured from 10 h.p. up, have given perfect satisfaction for 15 years.

For 30 years we have been manufacturing hydrants and valves. We have our own Brass and Iron Foundries.

acturing Company

'lumbers' Supplies in Canada

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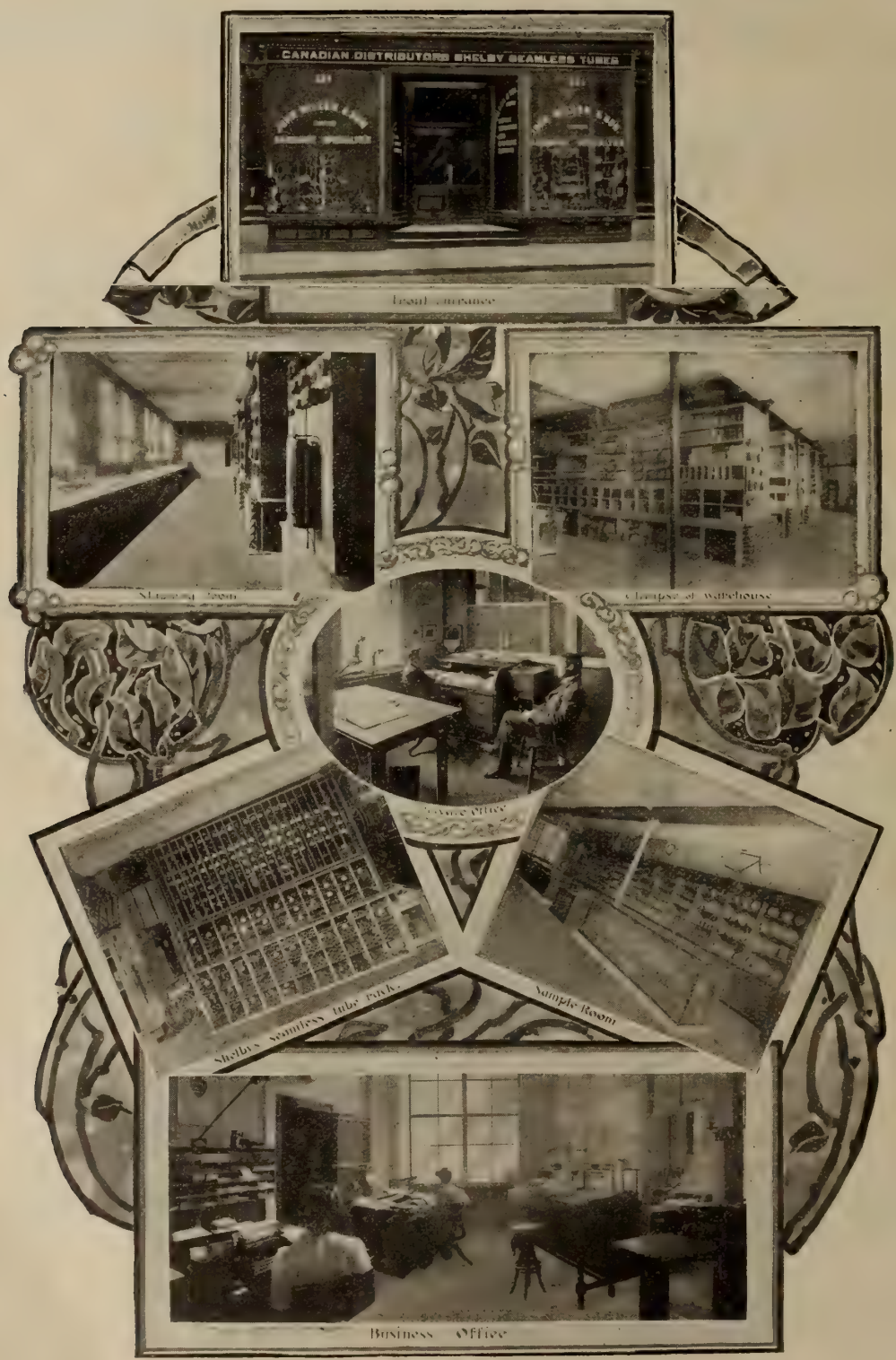
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WINNIPEG

JOHN MILLEN & SON'S NEW PREMISES.

Recently Hardware and Metal had the opportunity of looking over the new premises of John Millen & Son, Montreal.

This firm has made remarkable progress. Established by John Millen nearly forty years ago in premises on the corner of Plessis and St. Catherine streets, Montreal, they continued to occupy the same building until a few months ago when they disposed of their property and moved to the hub of the mechanical business district, St. James street, where at No. 321 they have a showroom which is as handsomely fitted out as any on the street. The accompanying half tone illustration shows some of the features of the new premises, which are about 150 feet deep with a shipping entrance on Craig street. The large warehouse in the rear of the showroom is well filled with bicycle, automobile and gas engine supplies of all kinds and is a model of neatness and order. The firm evidently does a large trade also in the Shelby seamless steel tubing, judging by the well-filled racks of that material on hand.



JOHN MILLEN & SON'S NEW PREMISES AT MONTREAL

"DOMINION"

The hall mark of quality on

Bar and Hoop Iron
Polished Steel Sheets
Polished Canada Plates
Charcoal Tin Plates

A. O. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

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The Canadian Copper Co.

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LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
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MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



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THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
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Manufacturers of
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OPEN HEARTH STEEL

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Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
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"PERFECT" GALVANIZED SHEETS

Is a Synonym for
GILBERTSON'S
COMET
Brand

Flat, well selected, soft and smooth, easy to work up
The price—Less than other high-grade brands
Get the prices.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

HOUSE PAINTS.

In house paints we must have both pigment and liquid and they must be so prepared and proportioned as to give not only the desired shades but also to work properly under the brush, cover the greatest amount of surface consistent with proper protection, hide the under surface so thoroughly as to present a pleasing surface to the eye, dry properly, show great durability and in the end leave a good surface for repainting; not only this but the composition must be such as will keep for a considerable period of time in good condition, writes A. H. Hooker. When in sealed package, must hold well in suspension and be easily stirred up to a uniform consistency after long standing.

In mixed paints of the best class, the liquid is chiefly linseed oil. This in a well equipped factory is not received haphazard, as the fancy or seed on hand of the crusher may dictate, but each lot as it is received in bulk must pass the most rigid inspection of a well equipped laboratory; this results in the crusher supplying to the critical manufacturer only pure linseed oil well settled and of the fullest body, from carefully selected seed. Any oil of inferior quality from impure seed will naturally find a less critical market, presumably the painter or small dealer. This of itself is an insurance of the highest quality of linseed oil entering into such mixed paints.

The next consideration is the Japan drier to be used; this must be chosen with the greatest care and used in exactly the right proportions to insure the best results. It must accomplish two purposes in the paint, increase the gloss and toughness or firmness of the paint without detracting from its elasticity, and it must dry the paint properly without overdoing the matter as is frequently the case where the painter burns the very life out of a paint by mixing rather indefinite quantities of an unknown and probably cheap Japan into his hand-mixed paint. In the factory laboratory, the exact quality and drying strength of each lot of Japan is carefully tested and these tests are extremely interesting, as they take note of the amount of oxygen absorbed from the air by a paint film during the drying, so that the exact time not only when a paint film is dry to touch, but dry throughout, is noted; these weighings are made hourly after a certain period, using a balance or scales sensitive to one 50-thousandth of an ounce. With this data the mixed paint department can regulate to a nicety the amount of each drier to be used. Another feature to be considered is that not all driers will work with all pigments, but care must be exercised that there shall be no clash between the pigment and drier.

We sometimes find painters using a Japan which will work admirably with zinc, but which livers badly with lead or the reverse. No chances of this kind can be taken with factory products running into the thousands of gallons. Everything must be tested with the greatest care; not only in the liquids, but the pigments as well—color, strength, fineness, opacity, and the delicate chemical reactions necessary to detect such impurities as acid in the white lead or iron oxides and sulphur compounds in the zinc—impurities quite impossible of detection outside of the laboratory but of vital importance to the durability and working quality of the finished paint. In the factory the material as received must pass all of these tests before it passes to the manufacturing department.

In the choice of pigments and coloring matter for a mixed paint of the highest class, at least three white bases must be considered if we are to obtain the best results: Outside white, inside white, white for colors or tints.

The characteristics of these bases differ materially for the following reasons: Outside white should embody in a marked degree opacity with durability, purity of color and certain filling qualities and leave a surface capable of being repainted. This at its best implies a combination of nearly equal parts of zinc and lead with the minimum of inert material or filler, about 10 per cent., necessary to shorten the spreading of the zinc and keep the paint in proper condition in the can and in the end insure a good surface for repainting. The zinc and lead in this proportion properly balance each other to overcome the hardness of the zinc and the chalking of the lead and at the same time the zinc adds greatly to the durability and permanent whiteness of the color.

For an inside white where a semi-gloss or eggshell finish is desired, a large proportion of a volatile solvent like turpentine is essential. This makes it possible to use a larger proportion of zinc white which for interior use is a most decided advantage, as it gives a much whiter surface to start with and lessens in a marked degree the tendency of white lead and linseed oil to turn yellow when used for inside painting. Here also the amount of inert material can with advantage be reduced to the smallest amount compatible with the proper working of the paint, as we desire an opaque white. It is not safe to reduce this below 10 per cent.; otherwise there is a tendency of the zinc to spread too far, not giving sufficient thickness to the coat of paint. This would mean an extra coat of paint to properly cover or hide the surface, and thus increase the expense of painting.

For a white base to be used with tints another point must be taken into con-

(Continued on page 46.)

RETURNED
Mar/8/13
to R. J. MacLean
Cat Book No. 58
Page No. 59
DO NOT



recommend the same material for finishing a floor that you would for a door. One is to be looked at and admired, the other is to be walked on, jumped on, has to withstand mud and water, furniture, pianos, sewing machines, etc., rolled over it and still be an object of admiration. Granitine Floor Finish for natural finish and Chijap Floor Lac for stained finish stand lots of abuse. They wear on the job, not off.

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TORONTO, ONTARIO, CANADA.

Don't Quarrel With Opportunity. Change your tactics, adopt the "Standard" way which "leads on to fortune."

Straith's Air-Drying Cycle Enamel

is a line that you can sell to bicycle owners. It doesn't matter how the enamel finish of the "wheel" has been defaced, **Straith's Enamel** will make it look as if it just came out of the salesroom.

Order **Straith's Air-Drying Cycle Enamel**, and our **Cycle Baking Enamel** characterized for its durability, tenacity and high gloss finish.

Sending a Post Card to us places the prices in your hands.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

YOU'LL HAVE TO HURRY!

Now that the **Paint Season** is again upon you, it behooves you to make up your mind on the lines you are going to carry.

Housekeepers will soon be asking you for the paints they will need in the annual housecleaning. If you have been supplying them with the old fashioned floor paints, it is time for you to

Turn Over a New Leaf

We have the goods that will build your reputation. They dry quickly, and leave a hard, glossy finish, which neither sticks, rubs off, nor cracks. You take no chances, for we positively guarantee these qualities.

They are just what your customers want, and we have them in all the popular colors. We are talking about

Jamieson's Floor Enamels

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Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

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OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

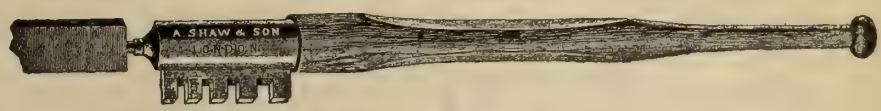
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Ahead of all others in **quality** and **workmanship**. If **sparks** of **fine quality, set by experts**, are what you require, buy Diamonds of **A. Shaw & Son's** make.

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201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

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WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.

A FACT THAT TO PAINTERS SIGNIFIES QUALITY

Wherever the Union Jack floats in the breeze, the superiority of

BRANDRAM'S B. B. GENUINE WHITE LEAD

is universally recognized. The only White Lead used in making

ANCHOR LIQUID HOUSE PAINTS

is BRANDRAM'S, and to Painters everywhere this fact signifies

QUALITY



TRADE MARK

HENDERSON & POTTS LIMITED, HALIFAX, N. S. ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 10, 1906.

Trade is in a good healthy condition and for the time of year the amount of business passing must be considered surprising, as it is in many quarters. During the week prices have been steadily maintained, no change being noticeable in the quotations. Window glass is in very good demand at figures quoted. Turpentine is on the quiet side. Linseed oil presents no new features. Other lines are normal.

LINSEED OIL—Situation remains unchanged. Our quotations are as follows: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE—Demand is fair at prices quoted: Single bbl., 86c. per gal.; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC— The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Conditions are unchanged since last report. Prices remain as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—Prices remain unchanged as follows: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is on the quiet side. Our quotations are as follows: Firsts in cases, 8 1-2c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20 1-4c in barrels.

BENZINE—A decline has occurred and we are now quoting 20 1-4c. in bbls.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, Aug 10, 1896

A falling off is at last reported and business is now down to the average Summer trade, all lines appearing to feel the effect of the hot weather.

Savannah reports show advances in turpentine on the southern market but not enough to make any change in Toronto. Rosins have been active with advances made in all grades. Linseed oil is stationary with seed receipts in England very light.

A report that one Toronto supply house is cutting heavily on white lead has not made any change as yet, but if the condition continues it is likely to demoralize matters somewhat.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92½; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; ½c. per pound extra will be charged for 12½ pound packages; genuine dry white lead, in casks, $5.40.

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

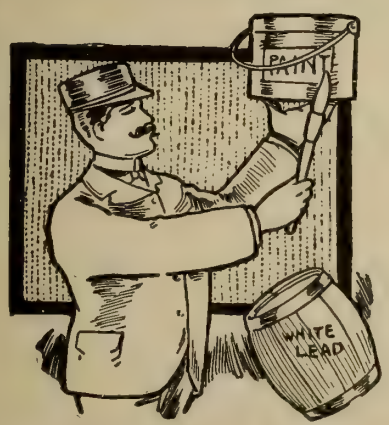
Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.



RAMSAY'S PAINTS FOR PAINT DEALERS

Every line is for business getting and for money making. All made with care to bring results and to give satisfaction.

RAMSAY'S PAINTS for the House
RAMSAY'S OIL STAINS for new wood
RAMSAY'S VARNISH STAINS for over work
RAMSAY'S OUTSIDE PAINTS for the barn
RAMSAY'S CREOSOTE STAINS for shingles

Everything in "Ramsay's" for good painting

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Here's What You Need

FURNACE CEMENT and STOVE PUTTY

Put up in bbls., ½-bbls. and small pkgs.

Attend to your order now and get the benefit of early shipments.

Prices Inviting

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.



"I USE ONLY THE
C.P. Co's

Satisfaction is depicted upon every feature when the **Canada Paint Company's** colors and stains are being used.

The reason is **not** far to seek.

Enquire from **any** of the merchants who **sell** our manufactures.

We, ourselves, refrain from expressing **any opinion** as to the cause of this universal satisfaction.

THE CANADA PAINT COMPANY L'T'D

RED LEAD—Genuine in casks of 500 lbs., $5.75 ; ditto, in kegs of 100 lbs., $6.60 ; No. 1 in casks of 500 lbs., $5.50 ; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c. ; in 100 lbs., 7½c. ; No. 1, in casks, 6c. ; in 100 lbs., 6½c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c. ; in 12½ lbs., 8½c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN — Canadian Government standard, 600-lb. barrels, 19¼c. ; 25-lb. drums, 20½c. ; 1-lb. packages, 21c. ; ½-lb. packages, 23c.

SHELLAC VARNISH—Pure orange in barrels, $2.80 ; white, $2.90 per barrel ; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are : Raw, 1 to 4 barrels, 54c. ; 5 to 9 barrels, 52c. ; boiled, 1 to 4 barrels, 57c. ; 5 to 9 barrels, 55c. Toronto, Hamilton, London and Guelph ; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 85c. ; 2 to 4 barrels, 84c., f.o.b. point of shipment, net 30 days. Less than barrels, 90c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb. ; cabinet glue, in barrels, 11½c. to 12c. ; emery glue, in barrels, 15c. ; bookbinders' ground, 11½c; finest American white, 19c. per lb. ; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80 ; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50 ; pure, $1.95 to $2 ; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon ; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9½c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote : Canadian prime white, 14c. ; water white, 16c. ; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote : Canadian, $1.38 ; Pennsylvania, $1.64 ; Ohio, 98c.

HOUSE PAINTS.

(Continued from page 42.)

sideration, most of the tints used, blacks, siennas, umbers, etc., require an excessive amount of oil to bring them to a proper consistency ; for example, while with the above white paints there would be about 10 lbs. or a little more of pigment in a gallon of paint, to be spread over say 350 square feet, two coats, with many of these tints there would be less than 5 lbs. of pigment in a gallon of proper brushing consistency. This would be an economy as far as the paint manufacturer was concerned, just as it is cheaper to make a so-called pure paint running high in zinc oxide but with only 7 or 8 lbs. of pigment to the gallon, as some manufacturers do. However, such paints do not have enough pigment to properly protect the oil and hence lack in durability.

For this reason and because the coloring matter supplies the necessary hiding powder, a marked gain in every direction — color, durability, and working quality—can be made by using at least 15 per cent. of an inert base and some lead sulphate. The writer's preference in this case is for a combination of floated barium sulphate and calcium carbonate, the calcium carbonate to insure the neutralization of any traces of acidity in the oils and pigments used and to act with the barium sulphate as a protective filler which will increase to the maximum the amount of pigment present, particularly in the case of colors carrying an excess of oil. In this way many cases of blistering due to excess oil and improper drying can be avoided.

FILLING CANS BY MACHINE.

An ingenious little machine has recently been introduced in connection with the filling of paints, enamels, varnishes, and similar materials into tins. The apparatus consists of an ordinary beam scale with platform. On the platform is placed the can to be filled, and the exact weight at which it is desired the can when filled shall turn the scale is carefully adjusted on the beam. Above the mouth of the can is fixed a pipe connected with the supply of material which is being canned off. The electrical appliance consists of a small motor coupled up with the electric current which passes through the beam. As soon as the beam rises owing to the platform falling with the weight of the can and its contents, a circuit is made, and an automatic cut-off acts at the end of the supply pipe, instantly stopping the flow. Hence, while the can contains full weight (according to the point at which the weight on the beam is fixed) it contains the merest fraction more, and a very considerable saving is effected. All who have had to do with the calculation of sources of loss in manufacturing practice are aware how serious an item overweight is liable to become. This little appliance would appear to be likely to save such leakages, besides effecting a considerable saving in time.

A BRASS CLEANER.

There are many acids that clean brass, such as oxalic, nitric, muriatic, etc., but the method used at all arsenals is perhaps the best for the purpose, says the Painter. Make a mixture of one part nitric and one part of sulphuric acid in a stone jar or crock, having also ready a bucket of fresh water and a box of sawdust. Dip the article into the acid, or, if too large to go in to the crock, wash the brass with a swab or brush, then dip into the water, after which dry with the sawdust. This will make the brass brilliant. If the brass is dirty, then clean it off with strong sal-soda water. If the sign is in position and cannot be taken down, and is only dark with verdigris, then clean with putz powder. The peculiarity of this powder is that the brass afterwards holds its brightness a longer time than where ordinary cleansers are used. At least this has been our experience.

THE JUSTICE OF ESTABLISHED PRICES

O. A. Keyser, advertising manager, the Dover Manufacturing Co., writes that his company's policy of maintaining fixed minimum wholesale and retail prices on asbestos sad irons has been many times more successful than critics prophesied and they have found that dealers in general fully approve of established prices, and show their appreciation of a policy which asures them profit both by themselves adhering to prices under all circumstances and also by seeing that others do likewise.

Some dealers are not convinced that price maintaining is practical. When once their minds are satisfied that a price maintaining policy is reasonable, they will heartily subscribe to it.

Mr. Keyser writes as follows:

Ruinous Competition.

Every business man is in business to make money. If conditions become such that the money-making possibilities of a business are jeopardized, immediate steps are taken to remove those conditions altogether or to limit their harmfulness.

The worst enemy of profit is undue competition. When my competitor acquires such an advantage over me that my chances of making money are limited or imperiled, I must endeavor to overcome my competitor's prestige or remove myself from the sphere of his competition.

There are two sure ways by which the retail dealer can overcome unfair competition: First, by selling goods which his competitor cannot get; second, by selling goods which his competitor cannot sell at less than a certain fixed price.

Since the retailer must buy manufactured goods, it is evident that he must go to the manufacturer for assistance in keeping certain goods out of the hands of his competitors and for establishing fixed minimum prices. It is therefore evident that the retailer needs the co-operation of the manufacturer.

Reciprocity.

Right here it may be said that the manufacturer is not forced to distribute his goods through any particular channel. He at first may have reason to place the distribution with one or more classes of trade. If he finds that course most advantageous to himself, he will doubtless continue in it. On the other hand, if the class of trade with which he has entrusted the distribution of his goods does not do the line justice or does not appreciate the privilege of distributing the line, the manufacturer is not compelled to limit his output to that particular class. However, the manufacturer is glad to co-operate with the distributer who will reciprocate by pushing his line. In establishing prices, the manufacturer must bear several things in mind. He must price his line with respect to its intrinsic value. He must make equitable prices for the several territories into which his goods are shipped, according to the differences in freight tariff. He must fix prices that will insure a profit to himself and at the same time leave a good margin of profit for the dealer.

If the prices are just and fair according to these conditions, the dealer should at all times see to it that the prices are not violated either by himself or his fellow tradesmen. Since minimum prices are established by the manufacturer for the protection of the retail dealer, it is only reasonable that the manufacturer should expect the retailer under all conditions to respect these prices. To violate a liberal policy is, to say the least, a small and ungrateful act. It belittles a dealer in his own eyes and in the estimation of his business associates.

Sometimes a dealer excuses his price cutting on a certain article by saying that Bill Jones, up the street, offered that article below the minimum price. Such an excuse is a poor one and shows lack of thought on the part of the dealer who makes it. Why not write to the manufacturer before meeting a cut price? Then the matter will soon be adjusted. Your price-cutting doesn't remedy matters, but makes things worse.

For instance, Bill Jones, up the street, sells an article below the minimum price. Now, John Smith thinks that he has to meet this price. Bill Jones, not to be outdone, makes another cut. Then John Smith follows suit. Soon Bill gets his selling price down to cost and John has to sell at a loss to go him one better. Now wait, gentlemen! What good does it do? If you have to sell at cost or below, why not close up your shop and go into retirement before your savings are exhausted in this game of cut-throat competition?

Be reasonable. When a manufacturer will leave nothing undone to insure a profit for you, don't spoil the whole thing by slashing prices into smithereens. Ask the manufacturer to arbitrate the matter, and he will be only too glad to do so.

Legal Right to Enforce Price Maintaining.

The manufacturer of a patented article has a legal right to enforce the maintaining of the prices which have been established by him.

Patent rights are granted in order to encourage the making of useful inventions. The only profit that an inventor gets out of his invention is that which comes from having the sole right to manufacture and market it. If an inventor were not protected in this matter, he would not have any inducement to think out problems and appliances that promote the welfare of humanity in general. The inventor is a public benefactor and deserves a reward for his ingenuity.

Now, if everyone could manufacture a new invention as soon as it is placed on the market, what incentive would inventors have to think out new appliances? It is to place a premium upon invention that the government gives the patentee of an invented article a monopoly as far as the making of that article is concerned.

Furthermore, of what value would this monopoly be to the patentee if he could not profitably market the article which he had invented? Suppose that the trade in general would slash the price until there would be no profit in distributing it to the public. What good would it do the patentee to manufacture his invention if its selling price has degenerated to the cost of production? It therefore stands to reason that the patentee's monopoly must include the marketing of his invention.

It has therefore been decided by the courts that the manufacturer of a patented article has the right by nature of his monopoly, to establish and maintain arbitrary prices on his patent. Whoever violates the established prices is an infringer and liable in damages.

Arbitrary Prices no Hardship.

At first thought it may seem that such a law is a violation of the seller's liberty, but such is not the case. A dealer is free to distribute the patented article in the prescribed manner or leave it entirely alone. By accepting the agency for a patented article, the dealer accepts all the conditions along with it. If he does not like the conditions he is at liberty to decide that he will not act as a distributor of the article.

This is no hardship. It is a protection. The dealer knows that his profit is assured by law, and if his competitor violates the prices which have been established, recourse for satisfaction may be taken in legal procedure. The manufacturer is in this way empowered to make the handling of his product advantageous to the dealer who wants to do a straight business with clean profit.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Goodroads Machinery Co., of Hamilton have assigned.

The York & Sunbury Milling Co. are to erect a $20,000 saw mill at Gibson, N.B.

The Peterboro Steel Rolling Mills Co. have been looking for a site for a plant at Peterboro.

The Western Canada Cement & Coal Co. will erect a half million dollar cement plant at Exshaw, Alta.

Finlay & Son, Norwood, N.B., are to remodel and enlarge their factory sites at Peterboro preparatory to increasing the size of their buildings.

Alderman J. G. Watson, of Calgary has purchased a site for a stone cutting establishment for which he is now in the east purchasing machinery.

The Havelock Electric Light Co. installed another water wheel in their powerhouse last week thereby increasing their plant to the extent of 300 h.p.

The Dominion Foundry Supply Co., incorporated under the Dominion charter has been licensed to do business in Ontario, with J. F. Gaffrey, Toronto, as its attorney.

It is reported that the Niagara Navigation Co. will build a new boat next Winter to run daily between Toronto and Port Hope, calling at the intermediate points.

The Steel Fence Post Co., of Toronto, has been granted an Ontario charter to manufacture all kinds of wire fencing material and machinery. The directors are H. Buckel and T. Patterson, all of Toronto.

The representatives of the Roller Bearing Co are negotiating with the town of Port Perry for the Madison Williams Foundry Building, as a factory in which to carry on the manufacture of roller bearings.

The Berlin Machine Works Co., Hamilton, have been granted an Ontario charter with a capitalization of $500,000, the directors being H. D. Yates, L. D. Forbes, F. L. Love, of Beloit, Wis.; Jno. Patterson and S. D. Biggar, of Hamilton.

The Canada Metal Co., Toronto, have been granted an Ontario charter with a capitalization of $100,000 to manufacture and deal in metals, and acquire the business carried on by Wm. G. Harris under the name of the Canada Metal Co. The directors are A. G. Harris, F. Harris and W. G. Harris, jr.

The Page-Hersey Tube & Lead Co., Guelph, has been granted an Ontario charter with a capitalization of $2,000,000 to take over the business of the Page-Hersey Iron & Tube Co., and manufacture and deal in all kinds of metals. The directors are S. P. Grosch, R. C. Donald and T. A. E. World, all of Toronto.

Messrs. Hammond J. Evans, G. C. Jordan, J. L. McAvity, St. John, N.B.; W. B. Evans, Minto, N.B.; E. G. Evans, Hampton, N.B.; H. B. Hay, Chipman, N.B.; H .Wilson, Coal Creek, N.B., are applying for incorporation as the Rothwell Coal Co., chief place of business at Minto, N.B. Capital, $12,000, divided into 240 shares.

The Woodstock city council is negotiating with the Canada Furniture Manufacturers, which company purposes to establish at Woodstock a large furniture manufacturing plant, at which from 300 to 600 men will be employed. The city is asked to provide for the loan and the matter will be referred to the ratepayers at an early date.

The feature of a special meeting of the Electrical Development Co., held this week in Toronto, was the emphasis given to the statement that the company would have a large surplus of power after supplying the demand on it from Canada. This will be sold in the United States, where there is already a demand for it on the part of several companies.

W. W. Murray, of the Majestic Wire Fencing Co., a Michigan concern, has been making a trip through Western Canada and has decided to establish factories at Winnipeg and Edmonton for the manufacture of wire fabric for concrete reinforcement, and all kinds of farm and lawn fencing. Mr. Murray expects to have his factories in operation this Fall, and to employ at least 100 men.

Messrs. G. F. Atkinson, Rexton, N.B.; John Nute, Portland, Me.; C. S. Hickman, A. J. Chapman, C. L. Hanington, J. H. Hickman, F. C. Palmer, Jas. Friel, W. F. Tait, all of Dorchester, N.B., and H. J. McManus, Memramcook, N.B., apply for incorporation as the Crown Wood Working Co. to manufacture children's sleds, sleighs, cars, etc., at Dorchester; capital stock, $50,000 of 500 shares.

The contract has been let for the Northwest Commercial Travelers' Association building at Winnipeg. The structure will be 99 by 66 feet, six storeys high. The whole first flat will be used for association purposes. The top flat will be a lodge room and the other offices will be used as offices and sample rooms. The wood finishings will be oak, and the stairways marble and iron. Contract calls for completion February 1 next.

BUILDING NOTES.

Fernie, B.C., will have a new post office 50 by 67 feet.

The Bank of Commerce building in Moose Jaw will cost $50,000.

Alanson Moore, Hamilton, is to build four brick houses to cost $8,800.

A permit has been issued for a drill hall at Hamilton to cost $225,000.

An $18,000 Jewish Synagogue will be erected on Terauley street, Toronto.

The Merrill Finance Company will build an apartment house in Vancouver.

The building permits issued in Montreal for the month of July amount to $950,000.

The Bank of British North America will spend $10,000 in alterations to its Hamilton branch.

The Northern Bank will erect a business block at Manor, Sask., the building to cost about $15,000.

According to a report from Moose Jaw, the C.P.R. intend to build a hotel at that place to cost $150,000.

The Northern Bank are having plans prepared for the erection of a bank building at Brandon, Manitoba.

J. Cohen has been granted permission to erect a four-story hotel on King street, Toronto, to cost $26,000.

An $80,000 apartment house is to be erected in Toronto on the corner of Wright and Roncesvalles avenues.

Architect Knechtel is preparing plans for a first-class hotel to be erected near the Grand Trunk Station at Berlin.

Tenders are being called for the galvanized iron work required on the new Grand Trunk elevator at Depot Harbor, Ont.

D. W. Bole, of the Bole Drug Co., Winnipeg, has purchased a site at Calgary, for a business structure to be built shortly.

The J. Coulter Co. have purchased a site on Lombard street, Toronto, for $15,000, and will erect a jewelry case factory on the site.

The Molsons Bank have taken out a permit for a new bank building to cost $70,000 to be erected on Bay street near King street, Toronto.

Up to August 1, the value of building permits issued in Toronto this year amounted to $7,388,905, an increase of over $1,700,000 over the same period a year ago.

The Bank of Commerce intend erecting in Montreal a bank and office building which will occupy the entire site of the present Temple Building on St. James street.

The Marks-Clavet-Dobie Co., Prince Arthur, have purchased a site for another large warehouse in which to store goods for their increasing grocer and hardware business.

It is announced that the C.P.R. is to spend over $300,000 in making improvements to their hotel at Banff, Alberta. The work will include the erection of a boiler and engine house, a laundry, and a new wing.

Lord Northcliffe, during his recent visit to Montreal made arrangements for the incorporation of the St. James Land and Hotel Co., with a capital of $3,000,000. The company will establish a first-class hotel in the royal city.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

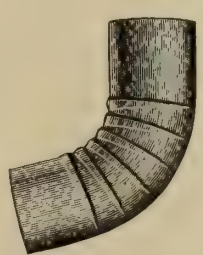
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PLAIN ROUND.
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Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

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CINCINNATI, O., U.S.A.

CHIEF "300"

Head of the Furnace Family

Why He Has No Rivals

As would be expected, the Economy "400's" were the best people in the Furnace Family by long odds, and would have been yet if Chief "300" hadn't started from our factory with his Grand Features.

"300's" trade title is

"300 Series" Economy Furnace

The base, ash-pit, grate and fire-pot are made of cast iron **and made very heavy.**

Heavy steel plate is used for the dome and radiator, and this plate is **riveted** together at **all joints, not bolted.**

Specially-constructed cup joints are used for all other connections.

"300 Series" is absolutely a **tight** furnace. No dust or gas ever escape **other** than **through** the **proper** channels.

Just ponder on this :—**There are over 73,000 cellars where you can see the "Economy Furnace" making householders happy !**

How many of the next 73,000 sales will be chalked up to your credit ?

Think of Noble "300" and the chance for such a Heat Brigade in your store !

Pease Foundry Co., Ltd.
TORONTO

Pease-Waldon Co., Ltd.
WINNIPEG

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Buffalo Air Washer.

While the Buffalo (N.Y.) Forge Co. (Canadian office, Montreal) has been building air washers and humidifiers for years it has not said much about them in its publications or in the public press. However, the company recently decided to place before the engineering field data regarding the practical use and the results accomplished with the Buffalo air washer and humidifier, and catalogue No. 97 is the publication which contains full details. These equipments provide uniformly large supplies of air at a constant temperature in large buildings, mills, factories, theatres, public schools and other structures. The catalogue mentioned is replete with description, accompanied by photographic views and diagrams of an interesting nature.

Bowser's Oil Tanks.

S. F. Bowser & Co. have issued the 14th addition of their catalogue on the Bowser oil tank. These tanks are self measuring and adaptable to all kinds of oil, and all classes of wants. Those who are not familiar with the Bowser storage tanks and pumps would do well to ask for this catalogue.

Air Purifying System.

A very complete book on the subject of air purifying and cooling systems has been issued by Thomas & Smith, Chicago, Ill., manufacturers of the Thomas Acme air purifying and cooling system, for which Cluff Bros., Toronto, are Canadian representatives.

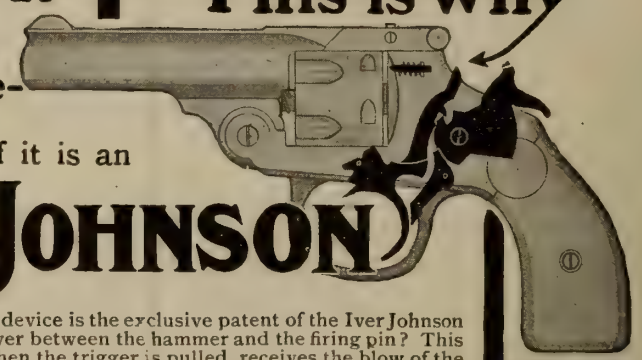
The book comprises 65 pages profusely illustrated with drawings showing the method of installation on the air washing aparatus in various plants in Canada and the United States. Sectional views of the apartus and full explanatory reading matter is also given. The whole bock making a valuable addition to the catalogue library of any plumbing and steamfitting concern that is large enough to handle the installation of a ventilating system. Copies of the book can be procured from Cluff Bros., Lombard street, Toronto.

Lewis Bros.' New Catalogue.

Catalogue No. 35, of Lewis Bros., Montreal, showing their extensive lines of guns, rifles, ammunition and sporting goods, has just reached Hardware and Metal. This catalogue, containing one hundred pages, is the largest of its kind ever issued by this firm, and contains everything that is new in guns, rifles, etc., as well as all the established lines of small arms and sporting goods. There is an index on the outside of the front cover of over seventy fine subjects treated in the catalogue, which facilitates finding the item or department sought for. Reloading tools and accessories occupy a portion of the book, with diagrams, amounts of ammunition to be used for different shooting, as well as the most improved methods for handling same. Thirty models of skates are shown, which cover all the different requirements needed both for pleasure, hockey and racing. A long list of hunter's accoutrements is also shown, and altogether the book is one of the most complete that has come into our hands. Bona fide dealers who are not already on Lewis Bros.' mailing list can get a copy on application.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

A Building Paper Circular.

Alex. McArthur & Co., Montreal, have issued a circular dealing with the building paper trade. The circular is under the heading "Building Paper Facts," and treats of the different lines manufactured by this firm. It is published in both English and French.

COPPER AS A WATER PURIFIER.

A correspondent of a medical paper says that for nearly a year all of the drinking water consumed in his home has been treated with copper. A strip of copper foil, or sheet copper, 9 inches square, is placed in a vessel containing from three to four quarts of water and allowed to remain from four to eight hours. The foil is first cleaned with powdered pumice, and retains its lustre for weeks unless the water contains a considerable quantity of sediment, and provided the quantity of water is renewed immediately each time upon drawing off the sterilized or purified water. On account of the varying amount of sediment, it has been found desirable to filter the water before treating it with copper foil. Up to this time no ill effects have been noted from drinking the water so treated, and in fact the general health of his family may perhaps be said to be better than usual, in that they have not had to consult a physician during this time. Another interesting observation is that the water being more palatable than boiled water, they consume larger quantities, which possibly has some influence on the general bodily condition.

Believing that many vegetables may also be a source of infection, they take the precaution to wash the vegetables to be eaten raw with copper-treated water, or to place them, particularly in the case of lettuce and celery, in a vessel of water along with a strip of clean copper foil and allow them to remain from two to four hours with occasional agitation.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

HARDWARE; $5,600; population 3,900; one opposition. Box 546, HARDWARE AND METAL, Toronto. (32)

FIVE good show cases for sale cheap; write for photographs and prices; also a quantity of Hollywood paint; send for specification and price. Box 547, HARDWARE AND METAL, Toronto. (32)

$3,000 will buy a good hardware, plumbing and heating business in the prosperous city of Sherbrooke. Owner wishes to retire. Apply Box 107, Sherbrooke, Que. [tf]

HERE is what you want—a tinsmithing and plumbing business in sunny Alberta town, with 1,200 population; no opposition; $3,000 will handle business; lot and building 14 x 36; last year's business $8,000; act quick, good reason for selling. Address, S. Case, HARDWARE AND METAL, Winnipeg. [35]

AGENCIES WANTED

ADVERTISER wishes to correspond with manufacturers and others with view to securing agencies for Vancouver and British Columbia. Four years' experience as successful salesman in British Columbia, resident here five years. First-class business references covering last thirteen years in England and British Columbia. P. O. Box 911, Vancouver, B.C. [34]

SITUATIONS VACANT

WANTED—Four first-class tinners; must be sober and steady. Apply stating wages to Drawer 00, Edmonton, Alta. (33)

THREE first-class tinsmiths, with experience on furnaces, steady work, good wages for hustlers. Ralph, Morris & Ella, Ltd., Vancouver, B.C. [34]

HARDWARE salesman wanted, one who thoroughly understands hardware, must be good stock keeper and window dresser, state age, experience and salary required. Box 548, HARDWARE AND METAL Toronto. [34]

SITUATIONS WANTED

WANTED position in west by retail hardwareman; eight year's experience; general and builders' hardware, stoves, etc.; understands ad. writing and window dressing; can give best reference. Address 514, HARDWARE AND METAL, Toronto. (31)

SITUATION wanted as hardware clerk, 12 years' experience. Weeks, Sturgeon Falls, Ont. [32]

A Good Counter for Sale

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet 2 inches wide, 3 feet deep, 15 feet long.

The MacLean Publishing Co., Limited
10 Front St. East, Toronto

See That Plate?

ISN'T IT A BEAUTY?

That's only one of the seventy-five perfect pieces which make up our beautiful Louis XIV Classification.

Every piece is of the same harmonious design. Many patterns and arrangements to suit all ceilings and tastes.

Every piece fits. A pleasure to erect.

Better try us—if you haven't already joined the happy throng.

We make a full and complete line of

ROOFING, SIDING, CORNICES, SKYLIGHTS etc.



PLATE No. 1,000, 24"x24" and 24"x48"

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.



COVERT MFG. CO.

Troy, N.Y.

Steel Carriage and Wagon Jacks

Harness Snaps, Chain, Rope and Web Goods, etc.

SOLD BY ALL LEADING JOBBERS.

M. R. M. Co.

A SEASONABLE LINE FOR THE DEALER

"M.R.M." brand SHOT

In the manufacture of shot in order to give entire satisfaction, great care has to be taken to see that it is uniform as to quality, true to size, perfectly round and highly polished.

We use the right material and take the necessary care to achieve the desired result, and to day our shot is asked for by sportsmen who are particular about what they use, and our sales are increasing right along.

Quality and satisfaction assured by specifying "M.R.M." brand.

THE MONTREAL ROLLING MILLS CO.

M. R. M. Co.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue

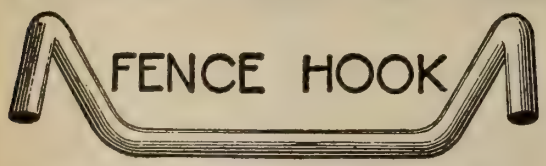


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, —— LONDON, ONT.

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

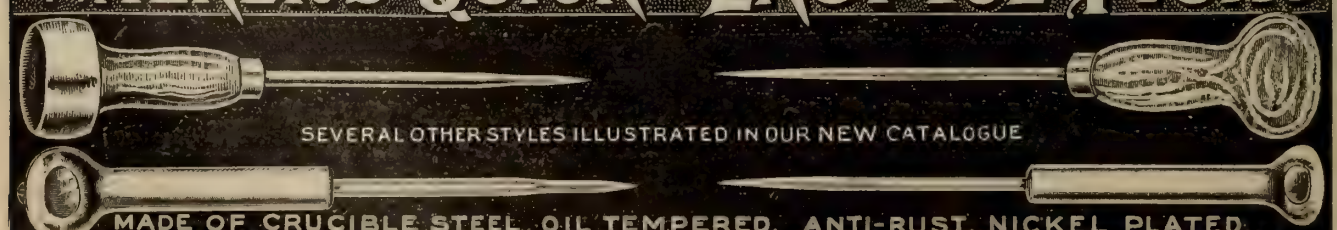
General Contractors' Supplies.

F. HYDE & CO.

31 WELLINGTON ST.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

FOR DURABILITY BUY

Shield Brand Ready Roofing

A Brand that cannot be beaten, either for quality or price.

SHIELD BRAND has now been on the market for fifteen years, and during this time has shown a steady increase in sales.

NO BETTER RECOMMENDATION NEEDED. WRITE FOR ILLUSTRATED BOOKLET.

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" *FARLEY WORKS, SHEFFIELD, ENG*

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at
London,
Calcutta,
Melbourne,
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GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

J. H. ROPER, Representative, - 82 St. Francois Xavier St., MONTREAL

Show Cards

Have you ever realized the valuable advertising space you have in your show window—that you can talk to thousands of passers-by by attractive show cards and price tickets?

We invite your inspection of the finest line ever made n Canada. Suitable for any business.

Our 72-page Catalogue, giving illustrations, is free to all interested.

The Martel-Stewart Co., Limited

Montreal, Canada

PERFORATED SHEET METALS

IN

Brass, Copper, Steel, Etc.

All sizes of perforations and thickness of metals for

Miners' Use,
Grain Cleaning Machinery,
Bee Keepers,
Malt Kiln Floors, Etc.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.

RETURNED AUG 28 1906

PLUMBING GOODS

and Specialties

We Manufacture the Largest Variety in the Dominion

RETURNED AUG 28 1906

All reliable Plumbers test their plumbing to protect their trade.

Write for Booklet of the

THOMSON SMOKE MACHINE

It's the standard.

More of these machines in use than all others put together.

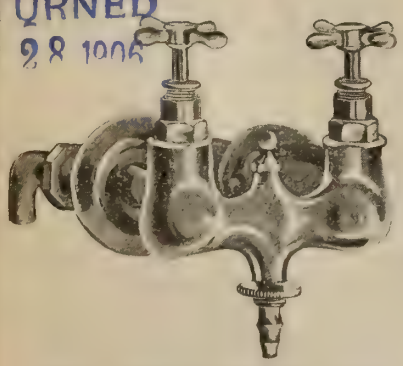


Highest grade outfit combining latest sanitary features; extra large bowl; deep seat.—Send for card.

We make Engineers' and Steamfitters' goods. If interested send for latest Catalogue.

Our new Catalogue of Electric Fixtures will be out shortly. If you handle these goods send us your name for our mailing list.

RETURNED AUG 28 1906



J.M.T. Cushion-Disc Bath Cock

J.M.T.

cushion-disc compression work is used on the highest class work. It lasts ten times as long as the ordinary pattern, is neat and attractive in design.



Cushion-Disc Basin Cock

J.M.T.

cushion work is made in all the standard pattern Bibbs—plain, iron pipe, hose, flange and thimble, &c.

Try them.

SATISFACTION GUARANTEED



Cushion-Disc Bibb Cock

RETURNED AUG 28 1906

THE JAMES MORRISON BRASS MFG. CO., LIMITED

93-97 Adelaide St. West, TORONTO

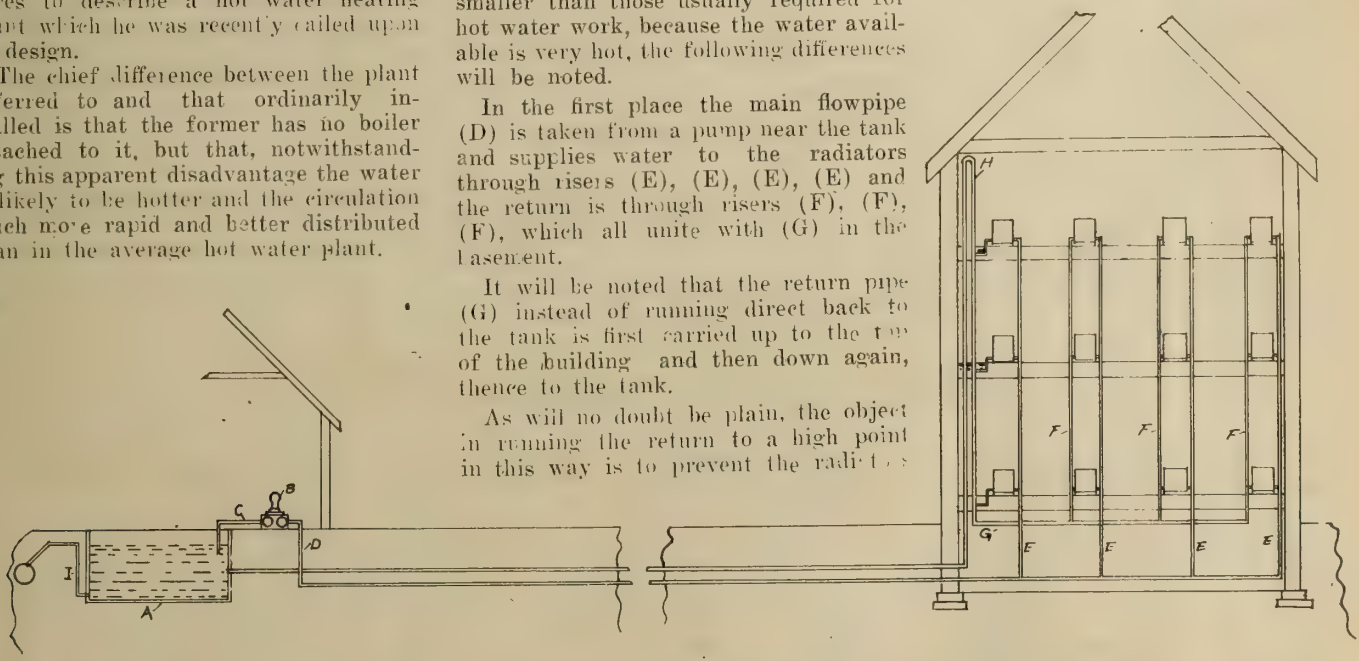
PLUMBING AND STEAMFITTING

A NOVELTY IN HOT WATER HEATING.

By M. J. Quinn, Heating Engineer with Cluff Bros., Toronto.

While it may be true that "there is nothing new under the sun" it is equally true that in the experience of nearly every heating contractor there crops up from time to time problems in his line which call for careful consideration and the application of the knowledge gained not only by personal experience, but also by the experience of others, and, as we cannot all have the benefit to be derived from the actual planning and installing of every plant that contains any peculiarity, the next best thing is to read of what others have done and as the writer believes that a general exchange of ideas and experiences among the members of the plumbing and heating trades of this country would work out to their mutual advantage, he ventures to describe a hot water heating plant which he was recently called upon to design.

The chief difference between the plant referred to and that ordinarily installed is that the former has no boiler attached to it, but that, notwithstanding this apparent disadvantage the water is likely to be hotter and the circulation much more rapid and better distributed than in the average hot water plant.



To come to the point at once, the conditions are as follows:

In one of the plants of a very large corporation there is a tank about 12 x 25 x 6 feet, which is kept constantly full of very hot water received from other sources, and the heat so contained is lost by overflowing to the sewer and by radiation to the atmosphere and consequently up to the present time has been of no valve at all, because the water required for the boilers is only a fraction of that contained in the tank.

The corporation have recently acquired a fairly large sized building, however, and it was decided to use the hot water, which up to the present has been wasted, for heating this building, which, by the way, is about four hundred feet distant from the tank, and the accompanying sketch indicates the system of piping which will be used to accomplish the desired results.

Referring to the sketch (A) is the tank referred to, having an overflow (I), which is taken from the lowest part of the tank so that the coolest water runs through it, and, as was stated, it is situated about four hundred feet from the building shown on the right hand side of the picture .

The heating plant shown in the building is, in most respect, similar to that ordinarily installed, and in addition to the fact that the radiators are somewhat smaller than those usually required for hot water work, because the water available is very hot, the following differences will be noted.

In the first place the main flowpipe (D) is taken from a pump near the tank and supplies water to the radiators through risers (E), (E), (E), (E) and the return is through risers (F), (F), (F), which all unite with (G) in the basement.

It will be noted that the return pipe (G) instead of running direct back to the tank is first carried up to the top of the building and then down again, thence to the tank.

As will no doubt be plain, the object in running the return to a high point in this way is to prevent the radiators from becoming dry, especially those on a high level as would no doubt be the case if the pump simply drove the water into the system and it was allowed to run out again freely.

With the connections arranged as shown, however, while the return water may pass back to the tank without difficulty, every radiator is sure to be full of water, so long as the air is released.

In order to prevent the possibility of syphonage a vent is connected to the highest point of (H).

It will be noticed that some of the radiators are connected directly to (H), and in these cases the connections will be one size smaller than in the case of the balance of the radiators, so that the former may not receive more than their share of the hot water.

It will be seen that suction pipe (C), which is connected to pump (B) is run only slightly below the surface of the water because that is where the hottest water is to be found and as it can be discharged through (D) at almost any desired velocity, it is possible to use smaller pipes throughout the entire system than those used in an ordinary gravity system.

It is necessary, of course, to properly cover and insulate the hot water flow pipe where it passes through the ground and to provide valves at the lowest points for properly draining the system, but there is no doubt that it will give perfect satisfaction and have many advantages such as the entire absence of ashes not to speak of saving on fuel, and the putting to some use of energy that heretofore was entirely wasted.

TWINS FOR WALTER WRAY.

Walter Wray, of Wray & Morgan, Toronto, has been receiving congratulations and condolences from his friends in the trade in Toronto on account of the double increase in his family a few days ago. Mother and both daughters are doing well, and as a double baby carriage is a heavy purchase to make with prices cut so badly as they have been in Toronto this Summer, Mr. Wray's friends propose to pass the hat and arrange for a presentation at an early date.

THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff in the National Builder, Chicago.
Article IX. (Continued.)

SOIL, WASTE AND VENT STACKS.

Figure 41 is a plumbing section showing the lay-out of a modern city house. Starting at the street sewer, the connection is made and run in to a point about two feet outside of the front wall of the house, in earthenware pipe, from which point it is continued through the foundation wall and cellar to the vertical stacks, leader, and yard and area drains, in extra heavy cast iron pipe.

The house trap is located in an accessible position just inside the front foundation wall and is provided with two clean-outs. Just inside the trap a tee fitting and an eighth bend are provided for the fresh air inlet pipe which is carried to the lawn in front, at least fifteen feet from any window or door, and capped with a return bend. If there is fresh air inlet, the area drain is connected up. A cast iron cesspool with an iron grating is set in and bush with the area floor, and the piping is carried in through the cellar and provided with a running trap just inside the wall.

Line "B" receives the discharge from the pantry sink on the first floor and a urinal on the second floor. The vent stack for this line is shown by dotted lines. It connects to the soil stack in the basement, and again on the second floor above the outlet of the urinal. The urinal is flushed from an overhead copper lined wood cistern, operated by pulling the chain.

Line "A" is the main soil line and receives the discharge from the wash tubs and kitchen sink on the first floor, the bath room fixtures on the second and

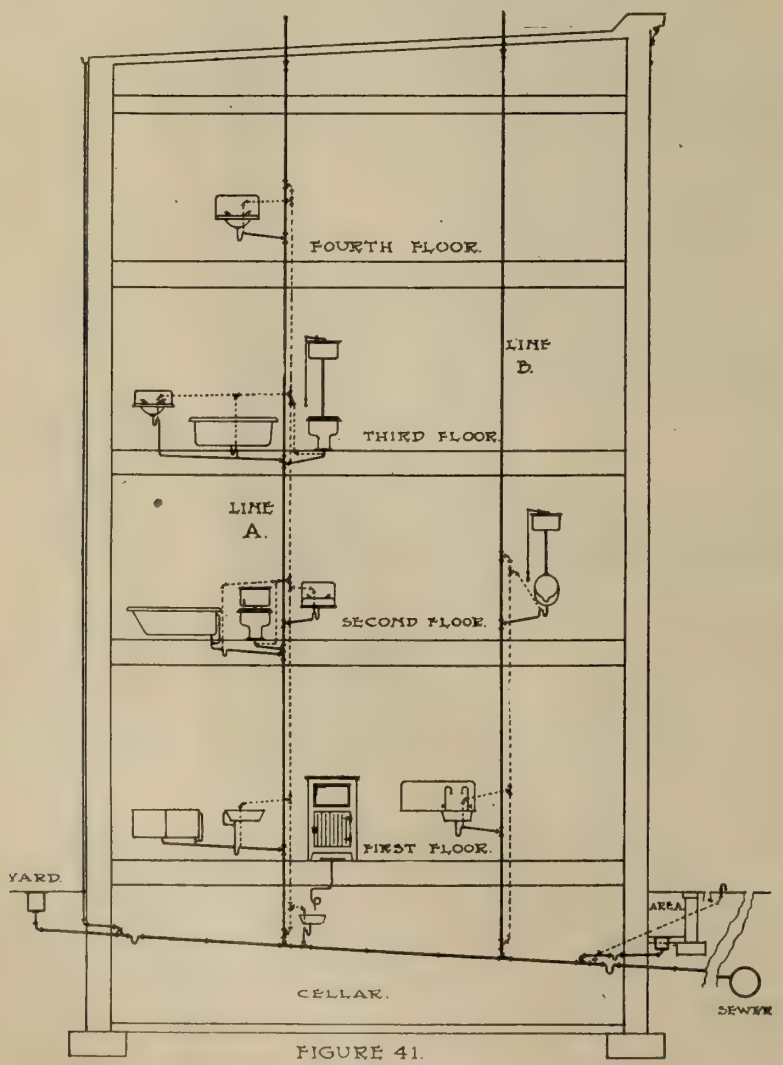


FIGURE 41.

not a space of at least fifteen feet from the front wall to the inside line of the sidewalk, the fresh air inlet should be carried to the curb as described in a previous number.

Just inside the connection for the third floors, and a lavatory in the servants' room on the fourth floor. The vent stack and its branches are indicated by the dotted lines.

A safe consisting of sheet lead turned over a beveled frame, is provided under the refrigerator on the first floor. It receives the drippings from the refrigerator and discharges them, through a trapped pipe, into a sink in the cellar. These safes should never, under any circumstances, be directly connected to the drainage system, as the water in the trap will quickly evaporate if the refrigerator is not used for a few days, thereby destroying the seal and permitting the foul air and gases from the system to enter. The discharge should be made into a sink, properly trapped and connected up, and provided with running water so that the trap seal will remain perfect. The waste pipe from the safe should be trapped so that the water in the trap will permit the dust or bad air from ascending through the waste pipe. The safe is provided for portable refrigerators but when a stationary refrigerator is built in, the safe may be omitted and the waste pipe connected directly to the refrigerator. In such a case the trap on the waste pipe not only prevents bad air and dust from ascending, but prevents the cold air in the ice chest from escaping.

The yard is drained in the same manner as the front area, except that the trap is controlled and kept sealed by the discharge from the leader.

AIR COOLING DEVICES.

A plant for cooling the air in the Brooklyn Bridge station of the subway is under construction. It is expected that it will be in operation before the end of next month, and if it is as successfal as is hoped, similar plants will be built at other stations.

The principle of the plant—or plants, for there are two of them, one on the uptown and one on the downtown side—is that of cooling air by passing it over cool water forced through large coils. There are fans to draw the fresh air in from the street, and also to force it into the station after it has been cooled

The water used in cooling the air is obtained from four driven wells, two at the northern end of each island platform. There is a pump capable of drawing 450 gallons of water a minute connected with each pair of wells. The water, which comes out at a temperature of from 52 to 62 degrees Fahrenheit, is conducted to two large coils of pipes, over which the air passes. Each coil contains four miles of small cast iron pipe, giving a surface sufficient to cool 75,000 cubic feet of air a minute. From the coolers the air will be distributed to the station through large galvanized iron ducts running over the four platforms. It is estimated that the temperature in stations will be lowered at least 15 degrees.

Several other cooling experiments will be tried this Summer, and by another season it is hoped to have all the stations equipped with the device that proves the most successful. Work is also going on now in making the openings between the stations, in which automatic valves are to be installed.

Granby, Que., has passed a by-law authorizing the expenditure of $100,000 for the purchase of a water works system.

WASTE DISPOSAL OF THE COUNTRY HOUSE

By A. S. Atkinson

The city plumber does not require an accurate and technical knowledge of systems for disposing of waste. His work is confined chiefly to making proper connections with the sewer pipes in such a manner as prescribed by municipal sanitary laws and regulations. In the country, however, the plumber is supposed to be familiar with conditions of sewage disposal that practically open a new field. The country house of to-day aims to secure health and comfort for its occupants, and this can not be achieved without some adequate precautions for disposal of the waste. The architect and sanitary engineer in a measure prescribe the methods of disposing of sewage in the large country house, but the small country home must depend upon the local plumber, and according to the measure in which he performs his duty faithfully and scientifically will his success in the end be counted.

There has grown up in the last five years an unusual demand for country plumbers who are also in a measure sanitary engineers. The improvement of the country home must depend upon the combined effort of the architect, builder and sanitary plumber. From the point of view of health and comfort, the latter is really more important than the other two. There should be needed little advice concerning the relative direction of the drainage. Most householders to-day are educated to a proper understanding of the pollution of drinking water by improper drainage from the house and barn. The slope of the land should determine the direction of the drainage, and where any system of cesspools or septic tanks are installed these should be in the opposite direction from the wells. If the land is practically level so that the drainage is somewhat uncertain, the cesspools and septic should be carried down below the level of the wells. Where there is any possible danger of the drainage leaking into the drinking water supply extraordinary means should be taken to avoid it. This should apply to a neighbor's supply of water as well as to the owner of the system.

Danger in Cesspools.

The use of cesspools is happily growing less in parts of the country where fine homes are being erected. At the best the cesspool is a weak apology for sewage disposal. Where conditions are favorable for their construction and operation, they may, however, give a degree of satisfaction in proportion to their effectiveness. There is nearly as much difference in cesspools as in any other kind of plumbing. Some of the old-fashioned ones are positive menaces to the life and health of the owners of country homes. The accumulation of filth in them continues until there is a need for radical reform, and then drastic measures are taken; but meanwhile sickness and death may come in advance.

It costs only a little more to construct a good cesspool than a poor one, but it requires adequate knowledge of the work and proper designing. The sanitary plumber who makes a specialty of this work generally finds his time well occupied, and in the long run he establishes a reputation that proves its own reward.

In the ordinary country home the plumber should seek to carry the waste a good distance from the house, making sufficient slope to the pipes to keep them well flushed out and clean. Having secured the right incline for the pipes and the proper distance for the cesspool, an excavation should be made large enough to accommodate all the drainage. The dimensions of the cesspool should be ascertained in advance, and then the excavation should be made at least two feet greater on all sides. If the soil is sandy the problem is simplified somewhat, for sand purifies the leaching material and tends to correct any overflow; but a thick, mucky or loamy soil soon gets clogged up with solid particles and renders the system inoperative. On the bottom of the cesspool a foot of broken stones, mixed with a little coarse sand should be placed. This layer should be firmly packed down and carried from one side to the other of the excavation. No dirt or loam should be allowed to fill the interstices of this layer of broken stones. Upon this a foundation of brick should be laid, extending within a foot of each wall. The bricks are laid close and firmly cemented together. Next the sides of the cesspool are built up of bricks, leaving a space of one foot between the outside of the bricks and the earth. This space is later filled with broken stones and coarse sand or gravel, the same as the bottom. The inside of the brick wall is carefully covered with Portland cement to make it water-tight.

Best Method of Construction.

One foot from the top of the brick work an opening should be left for the inflow pipe from the house, and six inches below this on four sides outlet holes should be provided. These outlet pipes should carry the surplus drainage from the water-tight brick inclosure into the layer of broken stone and sand outside. The outlet pipes should be turned down at either end and not upward. Likewise the inflow pipe should be turned down at least a foot in order to minimize any disturbance of the contents when flushed with a rapid flow from the house. Finally the brick work is carried up to the top, ending in an arch, with a manhole capping it. This manhole should be large enough to permit easy entrance to the cesspool from above.

In such a cesspool when the contents reach up to the outlet pipes a steady flow on all sides will carry the surplus to the outside layer of stones and gravel where it will be absorbed and filtered away. If the surrounding land is sandy the operation will be more satisfactory. In particularly heavy soil this layer of sand and stones could be made two feet wide with advantage. It is not desirable to carry much of the solid matter over into the surrounding soil. The object of this cesspool is to collect the solid matter so that it can be cleaned at intervals. A good deal of this solid matter will be decomposed and carried over as a liquid, but in time it will be necessary to clean it out. By having the cesspool watertight no part of it can be injured by the sewage and thus rendered difficult to clean. In the ordinary cesspool with loose joints, the filth which leaches through the mortar contaminates it so that cleansing is only partial, and in time it must be abandoned.

A watertight cesspool of this character is to a certain extent a primitive septic tank. Septic action goes on continually in the cesspool, and for this reason the contents should be disturbed as little as possible. The inflow pipe with its sharp downward bend admits the sewage in a way so that splashing and commotion of the contents are largely avoided. One of the principles of proper construction of the septic tank is that the contents shall be left undisturbed in the different chambers so that bacterial progress will not be interrupted.

Septic Tanks Most Satisfactory.

The construction of a perfect septic tank for the country home is of even more importance than the watertight cesspool. The septic tank is the method for sewage disposal that must eventually predominate. It has already been adopted by hundreds of inland towns and villages for disposal of sewage, and thousands of private country homes have their own separate plants. The fact that almost a perfect septic tank for the country home can be constructed for a few hundred dollars is an important recommendation in its favor. It should cost only a little more than the modern cesspool, and its action is more satisfactory and enduring. The merits of this system are not questioned by sanitary engineers of to-day, but there are many little points in its construction which must be carefully considered.

Where perfect septic action goes on all the solid material of sewage is completely disintegrated and destroyed so that it can pass off as gas or in the form of liquid. But if the conditions are not right, so that all the animal and vegetable matter is destroyed, the system gets clogged up, and the septic tank then proves as dangerous as it might be beneficial. Many failures with septic tanks have been due to faulty construction, and for this reason its use has been discontinued in localities where a trial was given. The responsibility of the plumber or sanitary engineer who recommends and constructs a septic tank for the country home is thus very great, and any failure to secure the best results is regretable.

One of the chief reasons of faulty operation is the continual agitation of the contents in the settling chambers, and another the leaking of walls and bottom, so that the sewage escapes and poisons the surrounding soil before it has undergone septic action. To guard against these errors it is essential that the tanks should be made perfectly watertight, and they should be divided into at least two chambers, with the liquid finally discharged through automatic siphons into sub-soil pipes.

Suggestions for Building a Tank.

The septic tank should be made twice as large as the ordinary cesspool so that when divided into two compartments there is ample room for the contents. The bottom of the tank should be formed of good concrete, so that no cracks or crevice is visible. The walls of the tank should be made of brick and coated with Portland cement on the inside to make them watertight. The walls should be built up the same as for the cesspool, but two arches, with a man-hole on each, should be built, one over the inlet compartment and the other over the set-

tling chamber. A brick wall should separate the two chambers, with no connection between except the overflow pipe which should be located three-quarters up from the bottom.

The sewage is discharged into the first chamber, which in turn should be divided in half by a brick wall, coated with Portland cement, and running within two feet of the top of the man-hole. An overflow pipe runs through this brick partition, and is placed on a level with the other overflow pipe leading into the settling chamber.

When the sewage flows into the first chamber all the agitation is confined to the first half of the receiving compartment, and as this is filled the overflow passes to the second compartment. In time the contents fill this and pass on to the settling chamber. In this compartment very little agitation takes place, and it is here that most of the septic action takes place. Before the contents pass on to the automatic siphon all the solid parts are disintegrated and destroyed.

Septic Action Explained.

We may not understand all the reasons for this process, but it has been sufficiently demonstrated that the millions of bacteria attack the solid parts of the sewage so that within a few hours all the solids are transformed into liquid. Even such hard substances as bone and leather are completely destroyed in such a septic tank within thirty days, while ordinary animal and vegetable matter is converted into liquid in from three to twelve hours. The countless hordes of bacteria attach themselves to the sides of the tank and to the scum which settles on top. It is essential that the scum on top should not be agitated, and for this reason the several chambers are necessary for perfect septic action. Some have another settling chamber, so that the period of septic action can be increased, but for an ordinary country home the above is sufficient.

When the sewage reaches the automatic siphon it is ready for immediate disposal into sub-soil pipes. Any of the automatic discharge siphons answer the purpose of disposing of the liquids. The siphon is connected at the lower end of the settling chamber, and operates automatically by means of an air pump attachment. When the pressure of the liquid reaches a certain point the discharge takes place.

The siphon opens directly into the sub-soil system of pipes. These distributing pipes take the place of filtering beds used in towns and villages. They are located as near the surface as possible, but below the freezing line. There should be one main pipe, connected with smaller radiating pipes, so that the distribution will be made over a wide area. The branch pipes are laid with loose joints, so that the liquid can escape uniformly into the soil. Care should be taken not to lay the pipes with any sharp pitch, or otherwise the distribution will be imperfect. Bacterial action continues in these pipes and also when the liquid passes into the soil. After the liquid has passed through such a septic tank, and thirty feet of sub-soil pipes, and then filtered through two feet of soil, it is pure enough to drink without harm. iThe septic tank is intended to transform the solid contents into liquid, and the sub-soil pipes and soil to purify the latter. A system of this character properly constructed should last for a lifetime, and there is no danger of contaminating the surrounding water supply or of creating foul odors near the house. If anything goes wrong with the tank, either compartment can be cleaned out and repairs made by means of the man-holes.

DISPLAYING PLUMBING FIXTURES

Go into nine out of ten plumbing shops in Canada and the first impression one will gather is that utter neglect is given the subject of proper display of the plumbing and lighting fixtures carried in stock. Too often all that can be seen is a motley collection of enamelware fixtures jumbled together any old way and covered with considerable of last month's dust. In other cases the fixtures are connected up and arranged in a fairly orderly manner, but in the great majority of cases little effort is apparently made to make the shop attractive for ladies or other customers of refined tastes to enter and examine the samples shown. Plumbing supply houses set a good example in trying to show off their goods in an artistic manner, but few expend the time and energy necessary to make their shops business places instead of warerooms or work shops.



G. D. Adams' Beautiful Plumbing Display Room at Parkdale, Toronto.

An exception to the general rule is G. D. Adams, whose display room, shown in the accompanying illustration and located at 1484 Queen street, west, Toronto, is one of the nicest plumbing interiors in Ontario. The arrangement of lighting fixtures and gas globes on one part of the ceiling and on the shelves underneath is effective, especially as the whole ceiling is not given over to this class of goods. The grill work dividing the office from the main display room also tends to make the display more attractive. The large amount of floor space, in addition makes it possible to display a large number of samples without over crowding the floor.

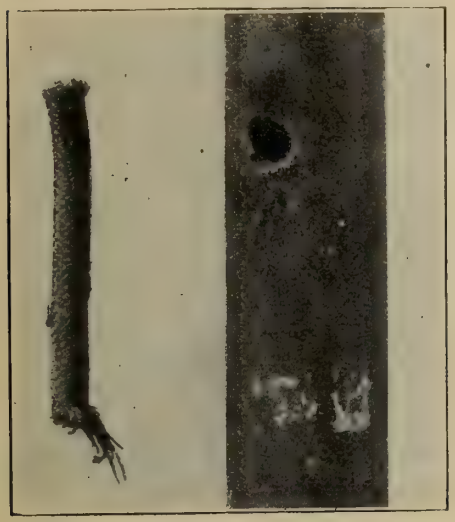
Mr. Adams commenced business 14 years ago, and by perseverence and business application has enlarged his trade year after year, until now he has converted the entire floor space into a display room. This space until last Fall was divided into two sections, one section being used for display while the other was used as a workshop. Now the basement is occupied as a workshop. Mr. Adams also displays in his window a complete bath-room set, including bath with shower attachment, sitz bath, pedestal basin and closet, all finished in white enamel.

LIGHTNING BURST WATER PIPE.

An unusual and significant incident that occurred at the branch office of the Scientific American at Washington, D.C., during a thunderstorm on the 11th of July, 1906. During the progress of the storm, lightning struck the electric wires that supply the office with light and power. The fuse of the various lights and fans were instantly burned out, and simultaneously therewith a torrent of water poured from the floor of the building where the wires entered, evidently flowing from the water pipe supplying the various radiators of the water-heating system, which, as is usual, had not been cut off for the Summer months, since it is not generally considered necessary or even desirable to do so.

Careful inspection disclosed the fact that the electric wiring was close enough to the water circulation pipe to permit electricity of high voltage to jump to the fine ground connection which the water pipe afforded, and in doing so it burned a hole fully three-eights of an inch in the water pipe, with the result above noted. The accompanying illustration shows a sec-

tion of the pipe showing the holes, of which there are two, a large and a small one, and also a piece of the wire. The torrent of water which immediately followed the discharge shows that the larger hole was the result of the discharge. The smaller one may have been produced by a ground during the removal of the pipe, as the water-heating engineer states that a flash occurred as the pipe was unscrewed preparatory to removing it, he having undertaking the work without opening the electric switch.



Hole Burned in a Water Pipe by Lightning.

The lesson which the incident teaches is, first, the value of adequate lightning arresters; and second, the importance of keeping all electric wiring away from water and gas pipes. The electric wires were properly insulated, and carried by porcelain sleeves through the wooden joists of the building, but the lightning's voltage was heavy enough and the ground connection so good as to make the jump possible. If the pipe had been a gas instead of a water pipe, needless to say a fire would have occurred, which would have been difficult to control in daytime, and disastrous at night.

RETURNED
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page 69
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An Arc Burst Store Light.

ARC BURST STORE LIGHT.

According to the claims of the manufacturers, the Benjamin Electric Company, Chicago, and 73 Adelaide street west, Toronto, their new arc burst and wireless clusters are rapidly replacing arc lights for the lighting of stores. The arc light consists of a practical grouping of the highest efficiency meridian type lamps, with wireless clusters made effective by reflectors, so arranged as to radiate perfectly all available light. Each arc burst contains one 50 C. P. lamp in the bottom opening, which, with its accompanying diffusing reflector, increases the cluster value, both as regards appearance and actual distribution of light. The arc burst can be furnished with a "turn-down" feature, by means of which the outer and inner lamps may be operated independent of each other. This has greatly increased its popularity since it admits of two degrees of illumination. If desirable, an extension can be run from the centre socket to a desk light or a fan, to be operated whether the side lights are burning or not.

The clusters consist primarily of an insulating base of porcelain, two one-pipe contact plates attached thereto (each serving like terminals of all lamps in the cluster and each provided with a binding screw) and a removable casing of brass or aluminum supported by porcelain rings or bushings of special design. In doing away with the necessity of wires in the cluster body, by combining the necessary elements of sockets upon one base, the cost of installation is considerably reduced, both for ceiling and pendant forms, and a neat, strong, durable and well insulated cluster results. In the series clusters, the contact plates are made in sections, each section (except the two carrying the binding screws) serving two adjacent lamps, the inner and outer plates overlapping each other, thus connecting lamps in series without wiring. Wireless clusters for indoor lighting are required to be fiber-lined, except the styles having a switch attached, which requires no lining. Clusters for outdoor lighting have aluminum shells and copper threaded socket shells, but require no linings.

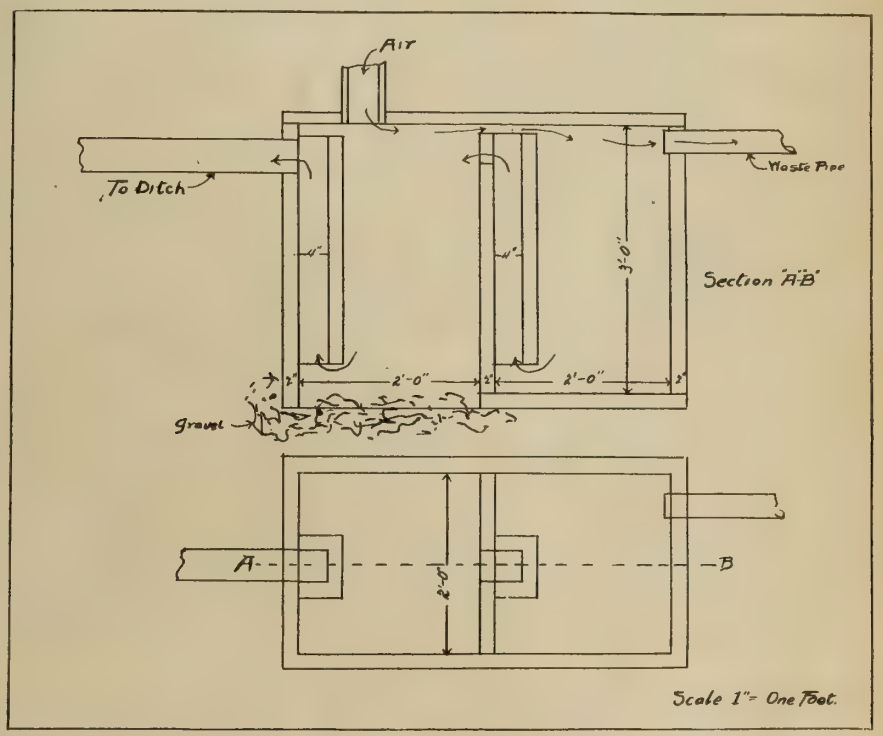
WASTE DISPOSAL FOR LAUNDRY TUBS.

It very often happens in rural places where there are no sewers, and the septic tank method of sewage disposal is adopted, that the laundry tubs in the basement are too low to discharge the waste into the septic tank, and in such a case the method illustrated in the accompanying sketch will be found to give good satisfaction.

The lower sketch is a plan view, and shows a tank four feet long and two feet wide, having a partition in the centre, all made of 2-inch plank, and the upper sketch is an elevation of the same through line (A-B).

It will be seen that in the upper sketch the waste pipe from the wash tubs enters the tank at the top, and on the opposite side of the same tank is an overflow, also of 2-inch plank, having an internal space 4 inches square.

As this tank or compartment, unlike the other one, has a bottom, it will fill up to the level of the outlet to the second compartment, and any water passing into the latter must drop to the bottom of the first compartment and pass up through the overflow so that in this way any scum that forms will be retained in the first compartment until it is reduced to liquid or gas by the contained bacteria.



It will be noticed that the second compartment has no bottom but is simply set in gravel or broken rubbish of any kind which will, in ordinary soil, permit the free drainage of same.

If, however, the drainage does not prove sufficient, we have an overflow connected from the top to ditch or other low place where water may pass away, and as in the case of the overflow from the other compartment, this one also takes the water from the bottom of the tank, permitting the almost complete purification of the effluent before it leaves the tank.

Fresh air must be supplied through the air passage at top of second compartment, and is drawn across the top of the whole tank—the partition between the two compartments being left two inches lower than the surrounding walls for the purpose—and through the waste pipe to the roof, there being of course no trap on the waste pipe to prevent the free passage of the air through the same. As in the case of the ordinary septic tank, this one will also be covered entirely with earth.

INSTALLING A HOT WATER HEATING PLANT

By Norman Whitelaw, of the American Radiator Company, Brantford, in "How to Heat the Home."

A hot water heating plant properly installed should be noiseless in operation, quick in circulation and show uniform temperature in all radiators, and heat the rooms in which the radiators are placed to 70 degrees in zero weather, with the temperature of the water at the boiler from 160 to 170 degrees.

A noiseless system involves the use of a boiler having good internal circulation and mains, radiators and valves clean and free of all obstruction.

Quick circulation calls for a boiler having ample waterways and a sensitive fire surface, and a pipe system of proper areas.

Uniform circulation demands a pipe system proportioned as to sizes of mains and distributing branches, so that each radiator will receive its share of the water in circulation without "robbing its neighbor."

Radiators placed on the first floor should be favored by supplying them independently from the main.

The table of tappings and cuts of the radiator connections indicate the manner in which this should be done.

Heating the home with the temperature of the water at 160 degrees in zero weather indicates a well-balanced system with a boiler of ample capacity, and radiators containing sufficient heating surface.

The boiler, radiators, pipe and fittings should be delivered at the building before the work of installing is commenced, except in the case of a new building, where the risers are to be concealed in the walls during construction, when only sufficient pipes and fittings would be necessary to be delivered until the building is ready for the boiler, when the following method may be observed :

First. Find a suitable place for the bench and pipe vise, and then make a temporary bench or shelf close at hand for holding the fittings, which should be all sorted out and placed in rows so that they may be readily found when required. The valves, air valves and ceiling plates should be kept in a box covered up until ready for use.

Second. Locate the boiler and place same on a proper foundation, first having found that it will stand low enough to admit of the mains being taken from the top and with the proper pitch, approximating 1½ inches to each 10 feet of its length, and permit of the last branch being taken from the top of the main below the basement ceiling. Neat hangers should be placed about 10 feet apart to support the mains from timbers overhead.

Third. Place all radiators in position and cut all ways from the top floor to the basement for the risers and radiator connections. This rule applies in new or old buildings when the risers are to be exposed.

Fourth. Following the sketch made of the pipe system, on which is marked the sizes of the mains and branches, start from the boiler, measuring the mains from centre to centre of the fittings, having the tees turn up for the branches as shown in illustration.

Fifth. The flow and return mains in both the double and multiple main systems should run parallel, and the tees for the branches so placed as to admit of same being carried on the same alignment and parallel to each other, as shown, care to be taken that there is a gradual rise on all horizontal mains and laterals, starting from the boiler and ending at each radiator. Do not hesitate to use an extra elbow and close nipple when necessary to change direction to give the proper pitch, or to avoid straining of fittings or radiator connections.

Sixth. When the risers are to be installed before the mains, care should be taken not to have them project too far below the basement ceiling, in order that the branches may be properly connected when the mains are carried high for head room.

Seventh. The expansion tank should be located and placed in position at the same time as the radiators. See article on expansion tank for instructions.

Eighth. After the system is erected and all connections made, each radiator valve should be examined and repacked. The air valves should be attached to the radiators, and should be closed off, preparatory to filling the system.

Ninth. When either or both a hot water thermometer or altitude gauge are to be used they should be attached at this time, due provision being made for connecting them when erecting the mains, unless special tappings in the boiler are provided.

Tenth. Fill the system slowly until the boiler and mains are full, and then examine for leaks. If any are discovered, but not serious, continue to fill the system until the water can be drawn freely from all the air valves on the first floor radiators. Make another examination for leaks, and if any are found repair same, and then fill to the second floor radiators, and continue the same process above suggested until the system is full and shows about one-third in the expansion tank. Then try all of the air valves again, and see that all air is expelled.

Eleventh. Open all radiator valves and start a slow fire, and when finding that the system is tight, carry the temperature of the water to boiling point, or 212 degrees, which should be easily done if all conditions are what they should be.

Twelfth. After a day's test the fire should be let out, and the entire system drained, and all leaks that may have developed, repaired, when the system should be refilled with the fresh water.

Thirteenth. If the plant is installed in an old building, the radiators may at this stage be decorated, a slow fire being kept in the boiler to warm the radiators before applying the color or bronze, in order to get the best results. In new buildings the decoration should not begin until the painting and papering is finished.

Fourteenth. If the boiler or the mains are to be insulated it should be done after all other work is completed. The front of the boiler should also be cleaned off and repainted, and all lettering regilded with bronze.

Fifteenth. Upon completion of the work the owner or his representative should be present to see the boiler under fire, and the system in full operation, in order to receive his acknowledgement that the contract has been fulfilled and is satisfactory ; also to give him instructions as to the proper management of the fire and dampers, and thus make a proper delivery of the heating plant, which will avoid future misunderstandings, etc.

Sixteenth. Before final delivery of the heating plant into the owner's hands, satisfy yourself that everything is completed to the smallest detail.

LARGE ENAMELWARE SHIPMENTS

The vast volume of plumbing business being done throughout the Dominion this season can be best judged by the tremendous activity of Canadian manufacturers of enamelware.

The Standard Ideal Sanitary Co., Port Hope, are working their plant to its fullest capacity, and in spite of the fact that it has been doubled in size, great difficulty is being experienced in keeping the supply houses stocked up with goods to fill the large orders being received from every section of the country. Shipments are being made much more promptly this season than a year ago, however, and few complaints are heard. Enormous shipments are being made to Western Canada direct from the foundry, about 90 per cent. of the western trade being handled by the Standard Ideal Sanitary Co., according to representatives of the company. Two new lines being introduced this season are the new enamel hopper closet for use on boats and a new three section laundry tub. These are not catalogued as yet, but large orders have already been booked for them. Information can be secured regarding these lines from the head office at Port Hope, or from the branches at Montreal, Toronto or Winnipeg.

An agency which has shown a remarkable advance during the past year is that of Orlando Vickery, 178 and 180 Victoria street, Toronto. Mr. Vickery was last Fall appointed western selling agent for the Amherst Foundry Company, Amherst, N.S., and he has developed a wonderful trade for the "Beaver" brand enamel baths, lavatories, sinks, etc., as well as for other supplies for plumbers and heating contractors. Carload after carload af Amherst enamelware has been received and rushed out to customers in order to make room for the incoming goods.

Mr. Vickery, who is also representative of the Guelph Stove Company, and the Rund Manufacturing Company, Pittsburg, is to be congratulated upon the rapidity with which he has won a position in the front ranks of the plumbing supply trade.

HOUSEHOLD ILLUMINATION BY ELECTRICITY

Some Practical Suggestions on the Wiring of Residences and the Facilities Given to Consumers for Increased Use of Electricity.

By J. Kermode.

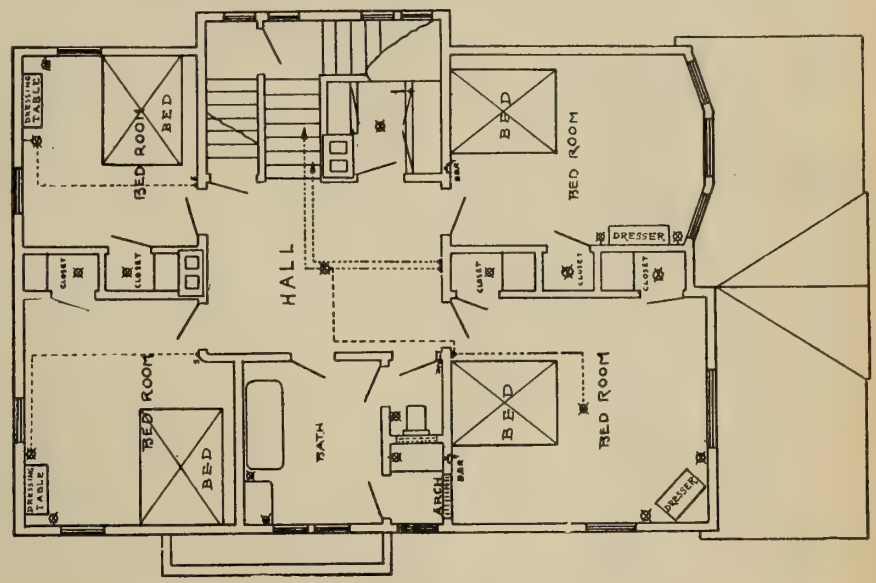
The novelty of electricity in the household for illumination or for other purposes has worn off, and in most cities where there is an electric light company with any degree of enterprise, it has become a usual form of illuminant in competition with gas. This in different cities is so to the degree which the central stations have, by one means or another, advertised to their consumers the advantages of electricity.

It is generally conceded that if the advantages which can be attained by the use of electricity as an illuminant, as a motive power and for general household purposes, can be drawn to the attention of the consumers of the supply company so that they can realize these advantages, electricity in a residence field would become a source of profit.

Outside of presenting these matters to the public through advertising mediums, probably the most advantageous way of introducing electricity for general purposes in homes is by the inauguration of a policy which will supply to the prospective customers properly drawn up plans and specifications for the use of electricity in their residences. The department which, or man who is in charge of this business should be capable not only of figuring the size of wires and laying out the wiring of a new or old residence, but should be capable of suggesting to the consumer the most modern way of artistically and economically lighting his premises and the treatment which will most effectually and pleasingly light each room.

In order that I may make myself more clear in pointing out the work which has to be done by this department, I have prepared a set of plans for a modern medium-sized residence with suggestions as to the best arrangement of the lighting and other utilities, and I would be glad for any discussion which may follow which will add to the artistic arrangement or practical facility which will reduce the cost of these plans.

effects in each room must be studied, that the number of outlets and switches and their location may be decided upon. Before this can be determined in a new house the man drawing the specifications or plans for the wiring must be capable of determining the relative position of the heavier furnishings in each room. When the outlets and switches are located for the entire house it may be found



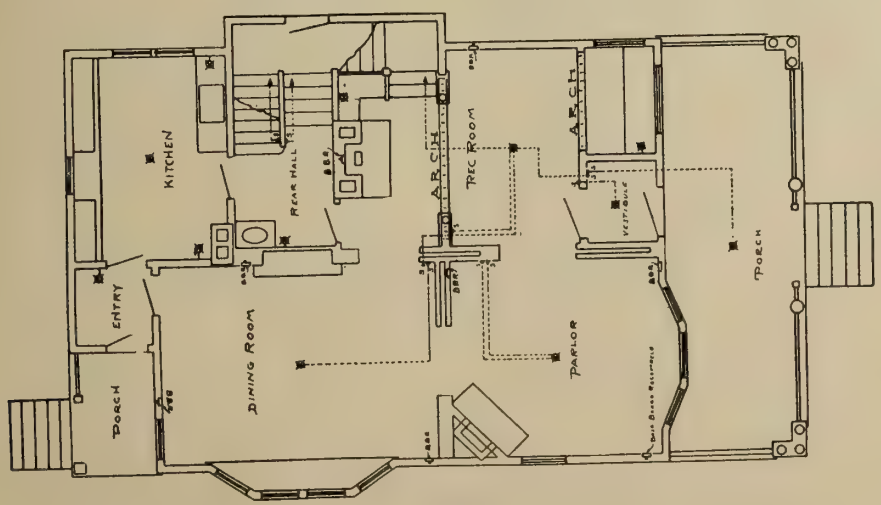
2nd Floor Plan.

serviceable to write out a specification of lights by tabulating the centres, sides and baseboard outlets, also drop lights and switches, and by keeping a record of classification for several houses and comparing their relative cost for different classes of wiring a fairly close estimate can be made by simply glancing at the tabulation.

A prospective customer usually makes his first inquiry at the office of the supply company and some one should be in a position to promptly inform him what would be most suitable for lighting his residence, with the approximate cost, which must necessarily be fairly correct. To be successful in this capacity the man must be thoroughly versed in the several methods of wiring that are employed, and the kind of appliances that would be best adapted for this purpose, and, in a general way, give information that will assist him. Undoubtedly the relations thereafter between the customer and the supply company will be more satisfactory than if he were to be misinformed by an outside party seeking additional profit for unnecessary or extra work.

With the inauguration of a policy of this kind better workmanship can be secured at a lower cost from competing contractors desiring the opportunity to submit an estimate or proposal on work of this character.

The work should be inspected from time to time as it progresses, and any deviation from the specifications brought to the attention of the owner, with a recommendation of the necessary procedure to rectify the mistake before the work has been completed.



1st Floor Plan.

Costs of Wiring and Operation.

The cost of wiring a house is not so important as the operating expense, therefore the wires and their appliances should be properly installed. Lighting

Suitable Designs for Fixtures.

The design of electric fixtures suitable for most living rooms usually brings the lamp close to the ceiling, and where this style of fixture is used two or more switches should be provided, and the fixture wired in sections to enable one to light part or all the lamps, as desired.

In addition to the centre fixture baseboard receptacles are necessary to make the system flexible. Lighting the room too brilliantly is a mistake too frequently made by users of electricity. Invariably this will be found true where only one switch has been provided on a fixture designed for several lights.

Referring to the diagram for the lower floors, the parlor has a centre fixture controlled by two switches. If the fixture has five lamps, then a combination of one, four and five, or two, three and five lamps can be used, depending upon the wiring of the fixture, by the operation of one or both switches. So-called electrolier switches are not advisable for this purpose.

Ordinarily designing for centre light-

ing is comparatively easy ; placing baseboard receptacles to obtain the best effects becomes more of a problem. The three squares in the parlor represent baseboard receptacles at widely separate points. These will allow the rearrangement of lamps without destroying the results to be obtained. Some of the most beautiful effects and best lighting results have been obtained from oil lamps that have been converted into electric lamps. The illustrations in this paper show a lamp of this kind placed in an archway, the light of which is diffused throughout the two rooms. The shaded light gives a color to the room that cannot be expressed in words or shown by pictures, it must be seen to be appreciated.

Usually the light from a table lamp is sufficient for general illumination, while on special occasions a few or all the lamps may be necessary.

In smaller residences the reception room is generally drawing room, library and living room combined. A centre chandelier in harmony with the style and character of this room will be suitable. As the lamps on this chandelier are more frequently used than any other lamp in the house it is thought best that they be controlled from as many of the most convenient points as possible, and the lamps arranged on two circuits. A good way for switching the reception room lights is shown in the plans, complete control of one lamp is assured from three separate points, viz., vestibule, reception room and upper hall. In this way one light can be turned on or off from any or all of these points ; the fourth switch operates the balance of the lamps on the fixture.

An odd bracket over a cosy corner, a small lamp well shaded directly over the music sheets, an ornamental fixture over the fireplace, or on the newel post, are suggestions suitable for a reception room. The best way of connecting odd brackets and portables is to install receptacles in the baseboard or floors near the point or place where the light will be most effective.

The Dining Room and Kitchen.

In the dining room a dome fixture hung low and over the centre of the table gives very pleasing results. One 16 c.p. lamp under a dome of this kind gives sufficient light for all ordinary occasions, at other times a 32 c.p. frosted lamp or a meridian lamp may be used.

After the dinner hour a soft low light can be readily maintained from a side bracket, or by a candelabra placed on the china cabinet, which can readily be connected to a baseboard receptacle. One switch on the centre outlet of a dining room is usually all that is required, although in larger residences it is sometimes advisable to place two switches, as lamps are sometimes extended from the canopies of fixtures.

The kitchen is a work room, and good light is needed, especially over the sink and range. A side bracket near the sink and another near the range is an excellent way to light it. This will be appreciated by those who have to work in their own shadows.

Drop cords have been the general practice in basement lighting, one of which is controlled by a switch at the head of the stairs. This is good in small basements without partitions, but, as a suggestion, if all the drop lights in the basement were placed on a switch at the head of the stairs and a hylo lamp placed in each socket, then on entering the basement every room would have a low light, enough to see the way to any particular point where more light could readily be produced.

To those who have experienced a second trip to the basement to turn out a light that had been forgotten it does not require any argument other than their own experience to convince them that this arrangement has a value much in excess of its cost.

Location of Lights Upstairs.

As electricity has many more comforts to offer in a home than its lighting features sufficient outlets should be installed at various points in the house, where curling irons, hot water heaters, heating pads, sewing machine motors, and many other devices which are being extensively used can be attached. The economic value of hylo lamps have been well recognized, and their use should be extensively advocated in bedrooms, bathrooms, and halls, where an all-night light can be maintained at a low cost.

The size and arrangement of bedrooms in most modern houses does not permit the rearranging of furniture. For this reason dressers and beds should be located on the plans as near as possible to the place they will permanently occupy. The second floor plans show four bedrooms with the beds and dressers located. On each side of the dresser provision has been made for a side bracket. This is undoubtedly the best method of lighting a bedroom, but where this is not permissible one light over the centre of the dresser has been found to work out satisfactorily. When one centre outlet is used in the bedroom a light placed in close proximity to the ceiling is better than two or three lamps suspended lower. This, of course, requires a switch to operate the lamp. In rooms where side brackets are installed the chain-pull socket has many advantages over the ordinary key socket.

In sick rooms nothing equals electricity. The light may be arranged by or above the bed in such a manner that the patient may turn it off or on at will. Here also the turn down lamp will be found a great convenience, and so, too, will the electric stove used to heat water, and other sick room necessaries in which heat is used. An electric fan may do more for a child than all the doctor's medicines. Hot water bags were a boon to humanity when they were invented; the electric bag has superseded them. None of these devices are expensive and there is not the slightest danger in their use.

Bathrooms are very often poorly lighted. They should be properly lighted. A lamp on each side of the mirror is very helpful to the man who shaves. They are separately controlled and usually one only will be used. Small electric stoves to heat water can readily be attached to the lamp socket and hot water obtained in a very few minutes. Side brackets are advised for bathrooms, lavatories and rear halls.

Clothes closets to be complete should be equipped with drop lights, and when lighted in this manner a chain-pull socket is better adapted than a key socket, as the former can readily be operated with one hand, while with a key socket both hands are commonly required.

Other Electric Advantages.

An electric pressing iron, sewing machine motor, and good light are three factors highly important in the modern sewing room. The electric pressing iron has sounded the note of comfort for the laundress. It can be used in the kitchen or laundry and the work done in three quarters the time taken by other irons and the room in which it is used all day will be just as cool as though no ironing was being done.

A porch light looks hospitable and makes a house look habitable, besides the owner is a benefactor to the traveler in guiding him on his way, especially if the house number is printed on the globe. A wrought iron bracket or fixture suspended from the ceiling with a low candle power lamp will make the porch an ideal spot in which to entertain on a Summer evening.

In presenting the scheme of lighting which I have roughly outlined for this eight-room house, my idea has been to bring out the fact that a moderate sized house may be lighted in the most modern and satisfactory manner, and at an expense for lighting that would compare favorably with any other illuminant. The arranging of the wires, the use of the three or four point switches makes the wiring cost somewhat higher than it could be installed without these switching features and baseboard receptacles. The poor results which are often obtained from electric light and the high cost for current used is very often due to the improper arrangement of lamps and the means of controlling them.

Wiring plans should provide for the attachment of portable devices, as many of these appliances are appreciated by those using them more than the light itself. The working detail of three and four point switches, also the emergency switch have been omitted in this paper.

QUESTIONS AND ANSWERS

Plumbers and steamfitters are requested to send in short questions or lengthy descriptions of problems which have arisen in the course of their work. Answers will be promptly given by experts in the trade. Communications for publication are also solicited regarding any subject which may arise.

DEPTH OF SEPTIC TANKS.

Will you kindly advise me how deep septic tanks may be built for ordinary domestic use, and also if one compartment may be made deeper than the other.

J. A. H.

Septic tanks are usually made from 2 feet 6 inches to 3 feet deep, and the valve or discharge compartment should never be deeper than the last mentioned figure ; if desired, however, for the purpose of saving ground space, the first compartment, or that into which the sewage from the house first flows, may be made from 3 to 5 feet deep, and in such a case the overflow should be carried down to within 10 or 12 inches of the floor of the latter and be properly protected with a large screen.

R. J. Cluff, Toronto, spent a few days in Montreal during the past week making arrangements for the further extension of his growing business.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Aug. 16, 1906.

Business continues first class, and around the trade there is more or less surprise at the existing state of affairs. There is no complaint, however, unless it be that there is too much work for it to be possible to finish everything in contract time. One plumber spoke in just this manner, saying that he would not be able to finish several of his jobs in specified time.

Another advance has occurred in solder. This is the second rise experienced recently. This time the advance amounts to one cent.

This week there is nothing new in iron pipe. Cutting prices has almost ceased, and the trade is in a healthy condition.

RANGE BOILERS—There is nothing new in the market this week. We continue to quote following prices: Iron clad, 30 gal., $5 ; 40 gal., $6.50 net list ; copper, 40 gallon, $22.50 ; 35 gallon, $27 ; 40 gallon, $30.75 net.

LEAD PIPE—Conditions remain unchanged since last week. Diccounts remain : 15 per cent., f.o.b. Montreal, Toronto, St. John, N.B., Halifax ; f.o.b., London, 15c. per hundred lbs. extra ; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Trade continues about as usual. The market at present is without feature. Discount on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

IRON PIPE— Prices remain unchanged. The amount of business passing continues large for the season, and there is a feeling of satisfaction in the trade as a consequence. We quote : Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50 ; 3-8 inch, $5.50; 1-2 inch, $8.50 ; 3-4 inch, $11.50 ; 1 inch, $16.50 ; 1 1-4 inches, $22.50; 1 1-2 inches, $27 ; 2 inches, $36.50 ; discounts on black pipe, 1-4 inch, 62 per cent. ; 3-8 inch, 62 per cent. ; 1-2 inch, 71 1-2 per cent. ; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe : 1-4 incn, 47 per cent. ; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent. ; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows : 1-2 inch, $12 ; 3-4 inch, $15 ; 1 inch, $22 ; 1 1-4 inches, $30 ; 1 1-2 inches, $36 ; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — We have nothing new to report in this market. Dealers report very good business at figures quoted. Prices : Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list ; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—There has been another advance in solder. This week we are quoting prices one cent higher than they were in last report. We quote : Bar solder, half and half, guaranteed, 24c.; No. 2 wiping solder, 21c.

ENAMELWARE — We are still quoting: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65 ; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15 ; plate E35, 5 feet, 1st quantity, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25 ; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent. : special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, August 10, 1906.

The holiday this week has interfered slightly with trade, but the demand for finishing materials for plumbing jobs and for heating goods keeps up most satisfactorily. The season has been the best known in the history of the trade locally, despite the dragging in the late Spring. Soil pipe and other roughing in materials are not in such great demand, but the call for enamelware, etc., for more advanced jobs is more than sufficient to make up for the falling off in other lines. The approach of Autumn is invigorating the heating goods trade, and with the completion of many new buildings the demand for boilers, piping, radiators, etc., is very large and steadily on the increase.

Prices remain stationary with no likelihood of any change except in solder, higher prices for which are considered likely.

LEAD PIPE — Quotations continue steady and demand brisk. We quote: Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS—Quotations continue as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The demand for pipe for heating systems in new buildings is large, and the movement satisfactory. We quote: Black, 1 in. pipe $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows : Cast iron elbows, tees, crosses, etc., 67 1-2 per cent.; cast iron plugs and bushings, 67 1-2 per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 1-2 per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS — Large shipments are being made by manufacturers to all parts of Canada to fill orders for the enormous number of new buildings in which heating systems are being installed. We quote: Hot water, 50 and 2 1-2 per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Quotations are unchanged, but the market is very firm and an advance is possible. We quote: Bar solder, half-and-half, guaranteed, 24c. to 25c.; wiping, 22c.

ENAMELWARE — Manufacturers are keeping well up in their shipments, although some lines are short. The demand for enamel goods is at its greatest and prices keep very firm. We still quote: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $19.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.40. Fittings extra.

MONARCH BRASS TO ENLARGE.

As announced in Hardware and Metal of July 28, steps will be taken at once to double the size of the plant of the Monarch Brass Manufacturing Company at Port Colborne. At a meeting held a few days ago the directors of the company ratified the proposition and plans are now under way for the work. The company now employs 40 men and has been very successful in boring gas wells, from which it secures cheap power and fuel.

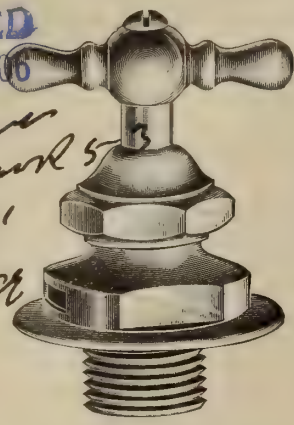
A NEW IDEA IN WASH TRAY BIBBS.

The United Brass Manufacturing Co., of Cleveland, Ohio, have placed on the market a new idea in wash tray bibbs which ought to prove of general interest to the plumbing trade.

The new bibb is called the Stub Wash Tray Bibb, and as may be seen from the

accompanying cut, is remarkable for its small size and its compactness. While this is perhaps the principal feature of the Stub, there are others of interest. The large square nut on the flange enables the plumber to screw the bibb to an absolutely tight joint without marring the bibb, a feat that is impossible with the old style spouted wash tray bibbs. The Stub delivers its stream

RETURNED
AUG 15 1906
To Amer
Car Book 53
page 41
W&S



Wash Tray Bib.

down the side of the tray without splashing.

While it is almost impossible to fill a pail from the Stub Wash Tray Bibb, this is an advantage to the house owner at least, for it prevents the destruction of the wash trays by careless servants with gritty bottomed or heavy iron-hooped pails.

The new Stub is made in four styles. It is made for half-inch iron pipe, male or female thread, and for three-quarter inch pipe with regular or hose gauge thread. Fitted with a thimble it may be used with lead pipe, and fitted with a lock nut and bent coupling the Stub makes a handsome bath cock. It is beautiful in shape and finish and an ornament to any bath tub or wash tray.

The United Brass Manufacturing Co. will be pleased to quote prices on the Stub to the trade.

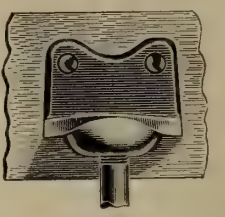
OIL REGULATED CLOSET VALVES.

The James Morrison Brass manufacturing Co., Toronto, have on exhibition a sample of the Brooks oil regulated closet flush valve, which requires no tank and is not dependant on water for its operation. It will operate with any pressure, and can be adjusted to give any desired flush. The oil cup is inclosed, and the oil will never need to be replenished. The valve can be furnished with push button seat or lever action, and can be attached to any closet bowl.

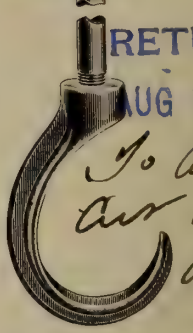
For urinals there is an automatic attachment and the manufacturers claim that the Brooks Valve is the only one made that will open and close automatically, at any desired interval. It is operated by the water pressure. The time limit for opening and closing is regulated by oil. The oil is contained in a separate cylinder, and will not need replenishing. The valve will operate under high, low, or varying pressure, without adjustment, and will make a saving of one-half to two-thirds in water.

A NEW PIPE HANGER.

The Mulford Heater Co., of Galva, Ill., have designed an expansion hook pipe hanger, which has been proved to be a very practical one. The style of this hanger can be seen from the accompanying cut. The new joist plate which



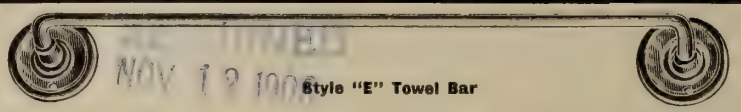
RETURNED
AUG 15 1906
To Amer
Car Book 53
page 40
W&S



A New Pipe Hanger.

is made in connection with this hanger is very useful for basements, the ceilings of which are unplastered. It can be easily and quickly fastened to the joist by nailing with two spikes, and is much more secure than if fastened with screws. The manufacturers are selling a

TORONTO



Style "E" Towel Bar

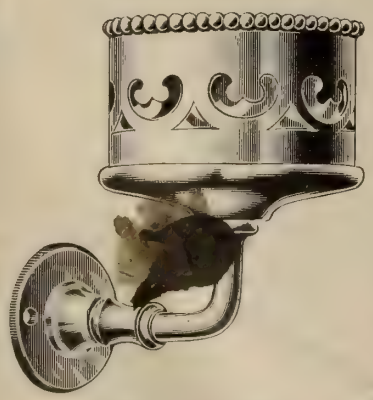
TORONTO

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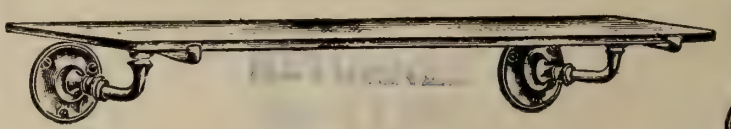
HIGH GRADE BATH ROOM FIXTURES

go a long way toward impressing your customer with the quality of your work—are, in fact, the best kind of an advertisement.

Your customer pays for the ad., too



No. 185—Tumbler Holder

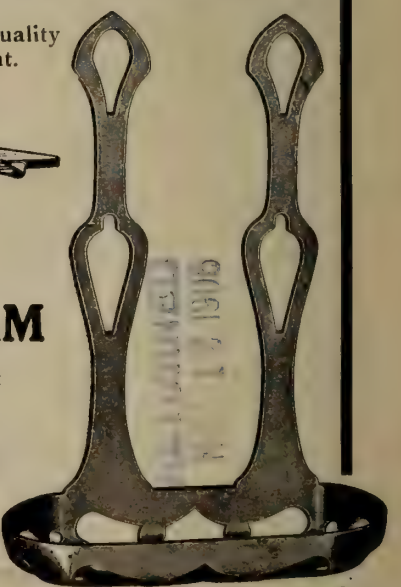


No. 345—Glass Shelf

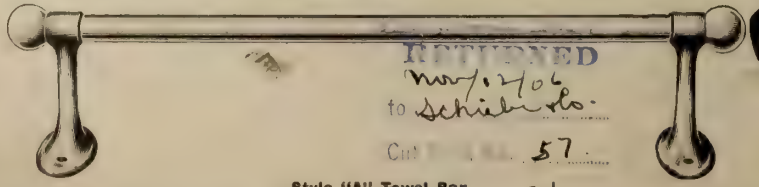
OURS HAVE THE CHARM

Catalogue "B 2" shows nearly 100 styles, and we want you to have one. Our prices will interest you.

The Carriage Mountings Co., Limited, Toronto



No. 130—Soap Dish



RETURNED
Nov 12 06
to Schieb Co.
Cut 57
Style "A" Towel Bar Page 31

TORONTO

TORONTO

SEPTIC SYSTEM AT BRANTFORD.

Brantford is facing an expenditure of about $30,000 for an improved sewerage system. Two years ago the dumping of the city sewers into the Grand River caused a general protest from the towns and municipalities on the river below. The protest was carried to the Provincial Health Board and the city was then warned that some better provision would have to be made in the future. It is estimated that a septic tank system would cost about twice what Guelph's cost, or, in all, $30,000.

PLUMBING PARAGRAPHS.

The Manufacturers' Natural Gas Company has 400 men at work laying a main from Selkirk to Hamilton. The company has made a contract to supply gas to the Hamilton Steel & Iron Company.

* * *

Jeremie Rheaume, Montreal, has been awarded a Canadian patent on an improvement to heating apparatus.

Winnipeg sheet metal workers have gone on strike for an advance from 36 to 40c. per hour. The strike affects 20 shops and 75 of the 125 sheet metal workers at Winnipeg.

* * *

Two by-laws of considerable importance to the citizens of Gravenhurst, totalling $108,000, were voted on last Friday, and passed with a large majority in each case. One, to spend $48,000 for installing a system of water works, and the other $60,000 for a power plant.

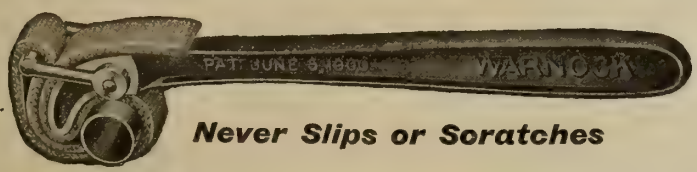
* * *

J. Robinson, clerk of Steelton, a suburb of the Canadian "Soo," is advertising for tenders for the installation of a water works system. Tenders will be received up to August 21.

* * *

Wm. Linton, the Toronto representative of the Star Iron Works Company, Montreal, reports the sales of the "Star" boiler in Toronto to be fully four times as great as during the same season a year ago.

THE WARNOCK WRENCH



Never Slips or Scratches

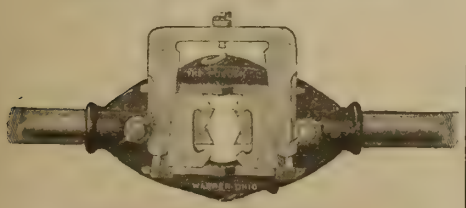
For Use Where All Other Tools Fail.
Send for Sample.

Warnock Mfg. Co., Worcester, Mass., U.S.A.



DOESN'T MATTER
what goods you now stock,
DIAMOND BRAND FITTINGS
are business-getters and therefore should be GOT by you.
Don't be the last plumber to order. WHOLESALE ONLY.
OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



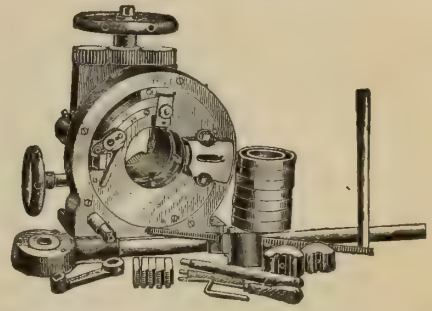
At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
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Light Strong
Durable Adjustable
THE GENUINE ARMSTRONG STOCKS AND DIES
Have for years met the most rigid requirements for mechanical excellence. They can do your work better than anything else you can buy.
Our latest Catalogue free upon request.
The Armstrong Mfg. Co.
292 Knowlton St.
BRIDGEPORT, CONN.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking. Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

Glauber
Cocks Stand
FOR SUCCESS

The foundation of the successful plumber.

Any Size—any Kind.
Better Brass Goods
Cannot be Made.

Do you want the Best?

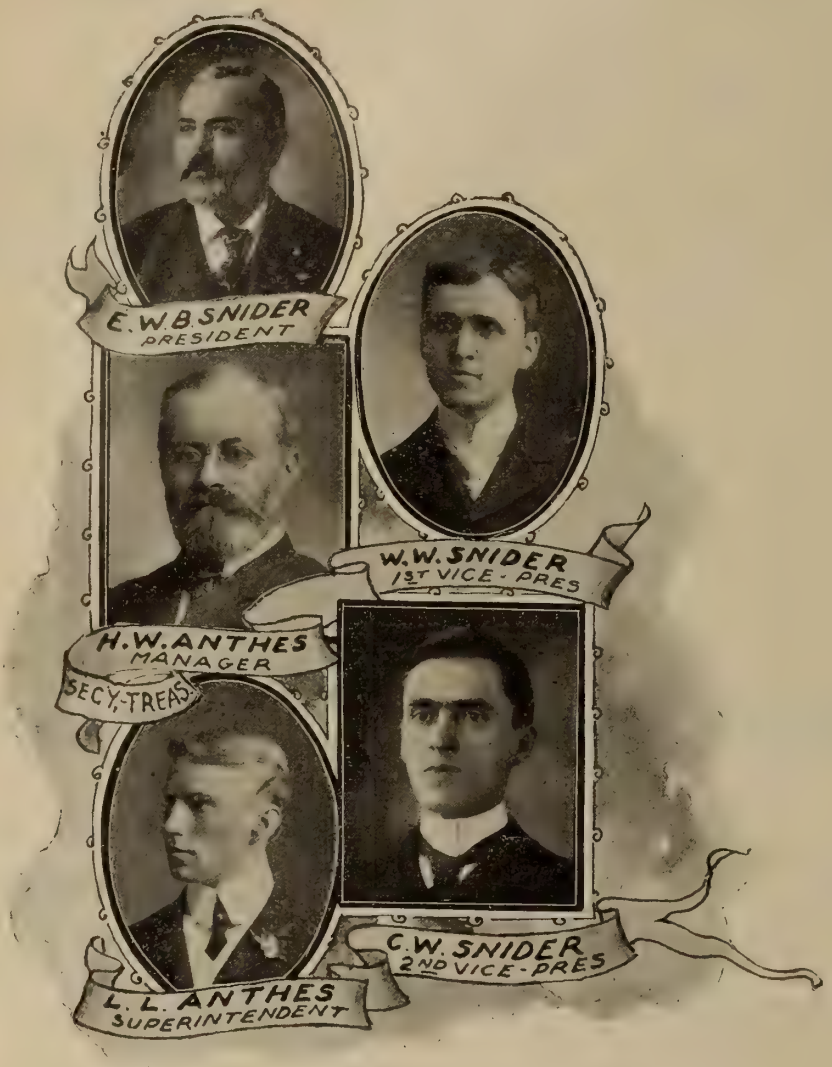


Used from Coast to Coast.

GLAUBER BRASS MFG. CO.
CLEVELAND, O.

They Never Leak

Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand



TORONTO FOUNDRY Co. Limited

Soil Pipe

and

Fittings

Jefferson and Pardee Aves. and Liberty St. - - - **TORONTO**



Inverted Gas Lamps

BEST OF ALL

We guarantee our Inverted Gas Lamp to work perfect. We back it with our business reputation.

Let us send you a trial shipment.

We are also selling the reliable

No. 71 Welsbach Gas Lamps, and No. 5 Lindsay Gas Lamps

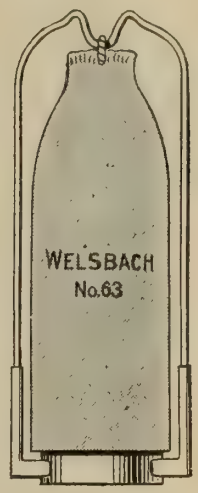
and about 30 other varieties from the cheapest to the best.

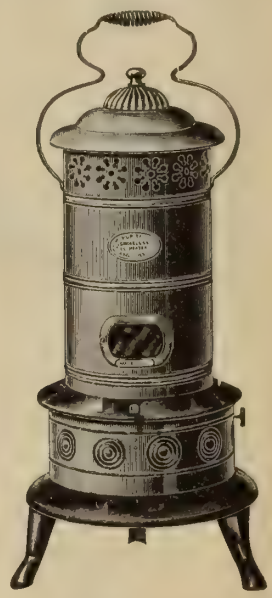
Our stock of Library Lamps for coal oil was never more complete.

We also continue to handle the PURITAN PARLOR HEATERS. The most perfect oil heater made.

All kinds of Gas and Oil Lighting Goods kept in stock.

Write us for prices.





THE ROCHESTER LAMP CO., - - TORONTO

Those Oxford all-metal push-nipple joints— what a selling help they are!

You never heard of a rubber-gasket-jointed boiler that didn't leak sooner or later—usually sooner.

You never heard of a leak in an Oxford Hot Water Boiler. That's due to the ALL-METAL joints, made with the Oxford push-nipple.

Every nipple is smooth-tapered to a perfect driving fit for the smooth-tapered holes,—exactly as our radiator loops are fitted.

That makes a joint absolutely leak-proof and quite indestructible.

It's a joint that not only saves you time in making the installation in the first place ; it's the only joint that you never have to go back to tinker with after you've collected your money.

When you consider that the Oxford Boiler is made so easy for you to sell, and the profit on it is enough to please you,—

Doesn't it seem as if you'd do well to ask for our proposition to really live dealers ?



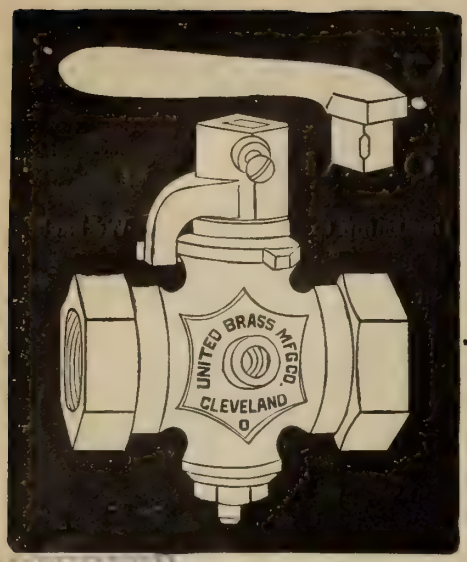
The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

171

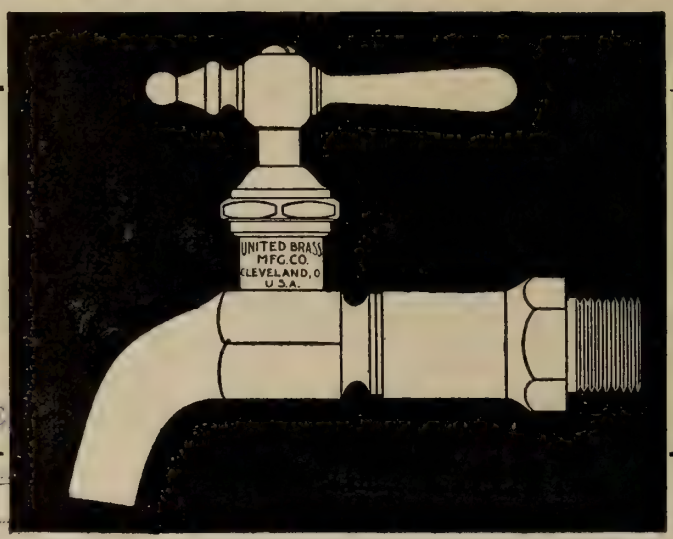


IF IT IS BRASS GOODS FOR GOOD PLUMBING— IT'S UNITED, OF COURSE

UNITED Ground Key Work is made of new copper and lots of tin. It is perfectly ground and can never leak. It must give satisfaction.

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UNITED Fuller Work is Perfect.

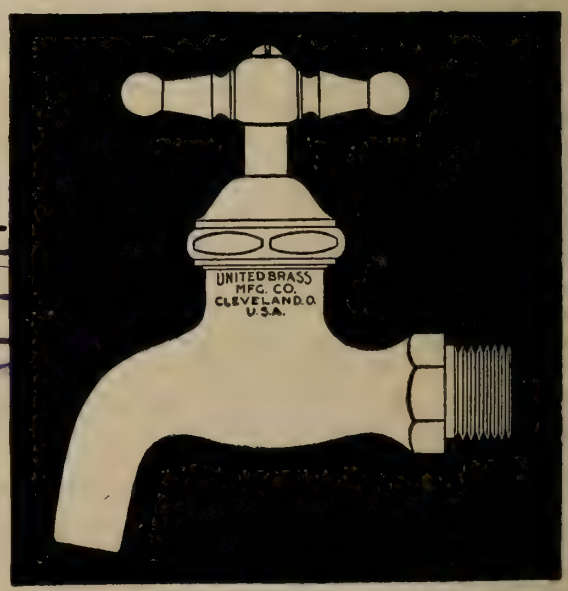


UNITED Fuller Work is Positively Non-Hammering.

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UNITED Compression Work is unrivalled for quality. strength and durability. Made in all sizes for every style of pipe.

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LET

United Brass Goods

BUILD YOUR BUSINESS.

☞ WRITE TO-DAY FOR PRICES.

UNITED BRASS MFG. CO., CLEVELAND, OHIO U. S. A.

Jenkins '96 Packing



WE WOULD not say so much about the quality of the Jenkins '96 Packing, were we not so thoroughly convinced of its merits. The color of Jenkins '96 Packing is black, but it is a mistake to suppose that all black packings are alike. Jenkins '96 Packing stands in a class by itself, as it will make perfect joint instantly without having to be "followed up." Simply place the Jenkins '96 Packing in the joint, screw up the bolts tightly when cold, and turn on the steam. You will find the joint to be absolutely tight. Furthermore, we know—as it has been proved by actual use in thousands of steam plants—that as regards durability the Jenkins '96 Packing is unequalled. It will not disintegrate, rot, burn or blow out.

ALL GENUINE STAMPED WITH TRADE MARK AS SHOWN IN CUT

JENKINS BROS.

71 John Street, NEW YORK. 133-137 N. Seventh Street, PHILADELPHIA.
31-33 N. Canal Street, CHICAGO. 35 High Street, BOSTON.
62 Watling Street, Queen Victoria Street, LONDON, E.C., ENGLAND.

THE STANDARD IDEAL SANITARY CO., LIMITED

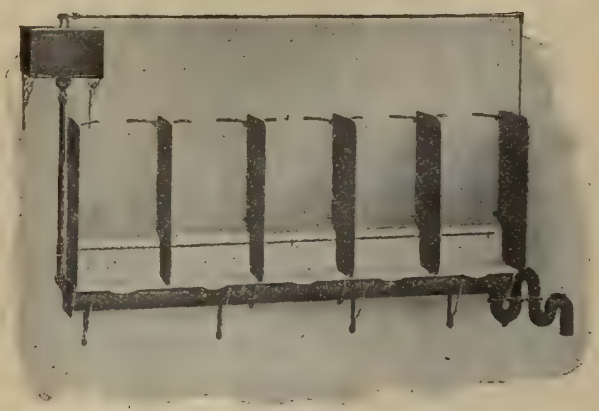


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street *Montreal: 128 Craig Street West*
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.

THE CANADA METAL CO.

TORONTO

Solder and Babbitt

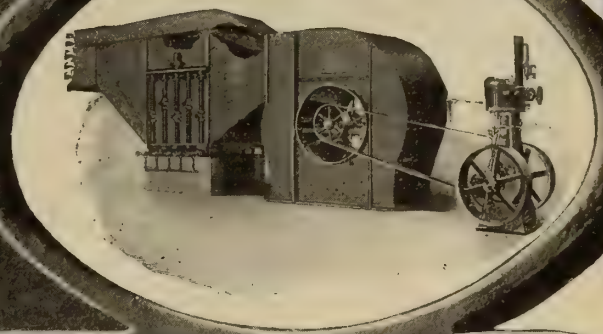
WHOLESALE

PIG LEAD, TIN AND ANTIMONY

BUFFALO FAN SYSTEM of HEATING & VENTILATING

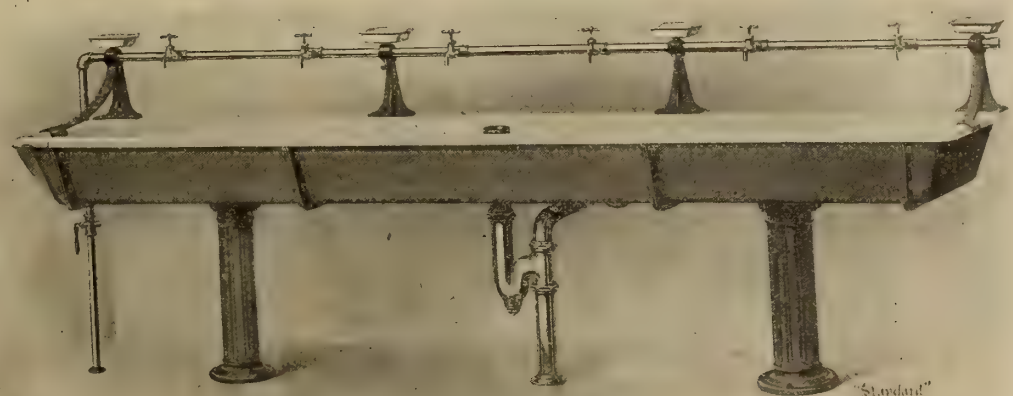
TEMPERATURE AND HUMIDITY UNDER ABSOLUTE CONTROL
FOR INDUSTRIAL AND PUBLIC BUILDINGS OF ALL CLASSES





Canadian Buffalo Forge Co., Limited
MONTREAL

With the Public, "Standard" Means BEST



"Standard" Porcelain Enameled Roll Rim Sectional Wash Sink on Iron Standards, with Brass Supply Pipe on Supports at back of Sink, Compression Bibbs, Brass Standpipe and Overflow in Centre Section, Brass Vented "S" Trap and Soap Cups.

"Standard" Fixtures are preferred by officials of Hospitals, Factories, Public Institutions and Schools, because THEY KNOW of the superior sanitation and durability of **"Standard"** goods. To officials the mere specification of **"Standard"** Porcelain Enameled Ware IS A GUARANTEE of GOOD FAITH on the part of the Architect or Plumber in charge.

Write at once for our catalogue—"Modern Sanitary Appliances."

Standard Sanitary Mfg. Co.
PITTSBURGH, U.S.A.



Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

FIRST FLOOR OUTFIT, one of fifty styles.

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CLEANLINESS, SAFETY, CONVENIENCE, LABOR and TIME SAVED

AND, THEREFORE,

MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:

530 Front St. West - - TORONTO, ONT.

The Ability to Perform



Do you see that boiler there? That's the DAISY IMPROVED.

Its construction is very simple, making it possible for anyone to do the operating.

DAISY BOILERS

last longer than other kinds. The material from which they are made is more genuine, the principle on which they are made is more meritorious. The people who make them are more experienced.

Wouldn't you like to be a Daisy Dealer? Drop us a line.

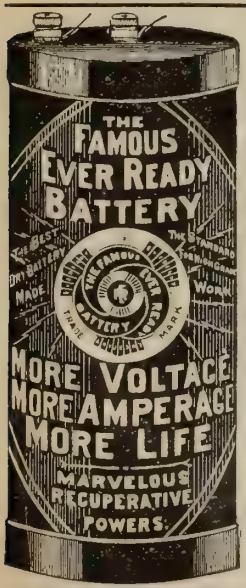
We can ship promptly any quantity of Iron Pipe, Cast and Malleable Fittings, Brass Goods, General Heating Essentials

R. J. CLUFF & CO.

Lombard Street, TORONTO

Ontario Agents for

Warden, King & Son, - Montreal



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que

We have always Aimed High for Quality

This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's "Copper-Alloy" Disc

GLOBE VALVES

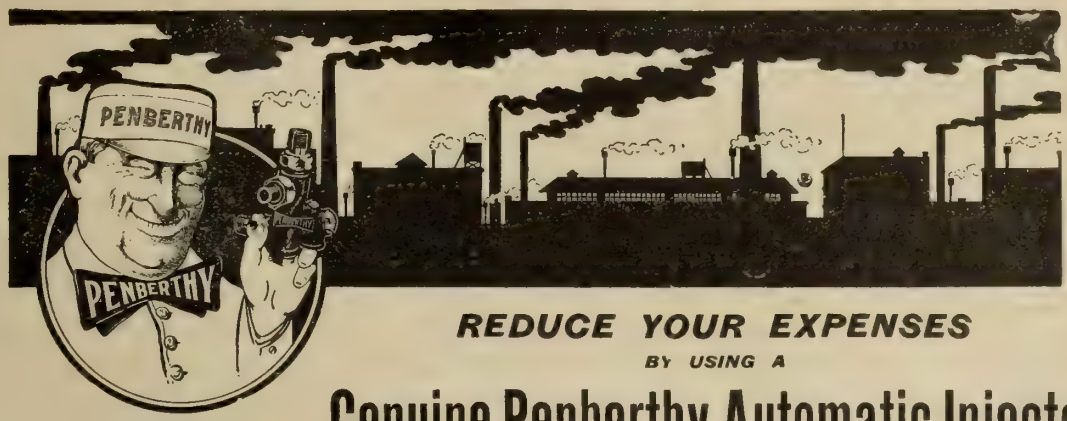
are superior to any other disc valves on the market for high steam.

This is a very superior valve, at a moderate price.

The KERR ENGINE CO., Limited

Manufacturers

WALKERVILLE - ONTARIO



REDUCE YOUR EXPENSES
BY USING A

Genuine Penberthy Automatic Injector

IN THE BOILER ROOM.

Handles hot water 125° at from 60 to 80 lbs. steam pressure.
Lifts water 20 to 22 feet at 60 to 80 lbs. steam pressure.
Works high, 165 to 170 lbs. Works low, 20 to 22 lbs.

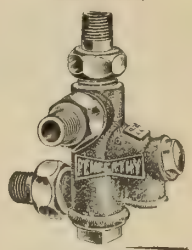
THE GENUINE BEARS THE TRADE-MARK.
There is no Substitute.

WRITE FOR CATALOG

Manufactured by

PENBERTHY INJECTOR CO., Limited, Windsor, Ont.

GENUINE



Automatic INJECTOR
THE BEST, BY TEST.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

FAIRBANKS RENEWABLE DISC VALVES

Gate Valves
Globe Valves
Check Valves



Fire Hydrants
Valve Boxes
Indicator Posts

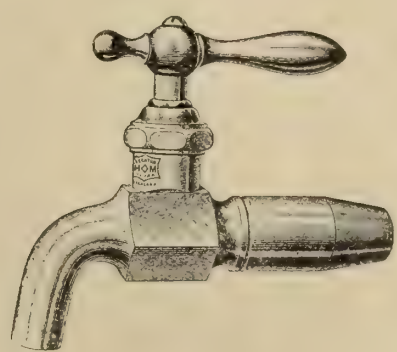
COMPLETE STEAM PLANT EQUIPMENT

WATERWORKS SUPPLIES

THE CANADIAN FAIRBANKS Co., Ltd.
MONTREAL TORONTO WINNIPEG VANCOUVER

MUELLER FULLER BIBBS

STANDARD PATTERN



No rough or sharp seat edges to cut the ball. Deep seat with rounded edges, and surface curved to conform to the shape of the ball. Plain or for hose and all styles of pipe connection.

UNCONDITIONALLY GUARANTEED.

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. New York, N.Y., U.S.A.

Just Think what it would Mean to Your Trade if you Couldn't Get "McArthur" Goods

Just think what those sterling "McArthur" qualities have been doing for dealers all these years!

There's good old "Joliette" and "Cyclone" Sheathing that have become household words with Canadians.

There's that fellow

"BLACK DIAMOND"



TARRED FELT

He's always the same—Always First

We are specialists in the manufacture of SHEATHING, TARRED FELTS, READY ROOFING, WRAPPING and BUILDING PAPERS.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Aug. 9, 1906

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$41 00 $41 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C,14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

2x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Jowett's Diamond J	0 06½	0 07
" Best	0 11	0 11½
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"T " warranted		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special	••••	0 16
" Silver steel		0 12
" Black Diamond	0 08	0 09
Thos. Jowett & Sons' B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Boy Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25
28 gauge	4 00
26 "	3 75
24 "	3 50

	Comet	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00 10 00
" ¼ "	5 60
" 5-16 "	4 45
" ⅜ "	3 85
" 7-16 "	3 70
" ½ "	3 55
" 9-16 "	3 45
" ⅝ "	3 35
" ¾ "	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	20 50

Bars.

Cut lengths, round, ¼ to ⅝ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned } 35 per cent. off list.
Spun }

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 25 7 50
Domestic " "	5 00 5 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks	8 25

LEAD.

Imported Pig, per 100 lb	4 30 4 40
Bar, " "	4 50
Sheets, 2½ lb. sq. ft., by roll	0 05½
Sheets, 3 to 6 lb. "	0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft. lengths, lists at 8c.

ANTIMONY.

Hallett's per lb	0 27 0 28

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	⅛ inch 2 92
¼ "	2 09	¼ " 2 92
⅜ "	2 42	⅜ " 3 27
½ "	3 05	½ " 4 20
1 "	4 37	1 " 6 20
1¼ "	5 96	1¼ " 8 21
1½ "	7 15	1½ " 9 86
2 "	9 54	2 " 13 10
2½ "	14 50	2½ " 21 80
3 "	19 00	3 " 28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent. Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock net	1 75
No. 4 " "	1 90
No 7 Fuller's " "	2 35
No. 4½ " "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, dis. 6 per cent.
7 and 8 in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SOLDERING IRONS.

1½-lb. per lb.		0 37
2-lb. or over	"	0 34

SOLDER.

	Montreal	Per Toronto
Bar, half-and-half, uaranteed	0 25½	0 24
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.	
Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4		4 75
Munro's Select Flake White		6 50
Elephant and Decorators' Pure		6 30
Monarch		6 50
Standard Decorator's		6 25
Essex Genuine		5 75
Brandram's B. B. Genuine		7 50
" Anchor," pure		6 00
Sterling Pure		6 00
Ramsay's Pure Lead		6 00
Ramsay's Exterior		5 75
Crown and Anchor," pure		6 00
Sanderson Pearcy's		6 30

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints.....gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantitv	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	C 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Shellac, white	2 40	2 50
" orange	2 30	2 40

Shellac, bleached, in jars or ground, 44c. per lb., f.o.b. Montreal.
Shellac, bone dry, 54c. per lb., f.o.b., Montreal
Shellac, T. N. orange, 47 to 48c., f.o.b., New York

	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75

Maple Leaf coach enamels; size 1, $1.20 size 2, 70c.; size 3, 40c. each.
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.

Canada Paint Co's sun varnish	2 00
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
"Gold Medal," per gal., in cases	2 00
Jamieson's Copaline, per gal. can	2 00

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 1c	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10gauge	025

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, conepoint	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt per ton		55 00
Heavy Straw Sheathing per ton		35 00
Dry Surprise		" 37½
Dry Sheathing per roll, 400 sq. ft.		0 35
Tar " " 400 "		0 45
Dry Fibre " 400 "		0 55
Tarred Fibre " 400 "		0 65
O. K. & I. X. L. " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels per gal.		0 17
Roof " small packages "		0 25
Refined Tar per barrel		5 00
Coal Tar "		4 00
Coal Tar, less than barrels per gal.		0 15
Roofing Pitch per 100 lb.	0 80	0 90
Slater's felt per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
re Brick (Scotch) per 1,000, ex wharf	15 00 24 00
re clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1 000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.
Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3 $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto, Hamilton, London and St Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
"	" "	5 25
"	" "	6 75
"	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 -case and over $3.50.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	9 00
" " ⅝ "	"	10 00
" " ¾ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10 1 20

Sledge.

Canadian	per lb.	0 07 0 8½

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in.,	per lb.	0 06½
" " 5-in.,	"	0 06½
" " 6-in.,	"	0 06
" " 8-in.,	"	0 05½
" " 10-in.,	"	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge— to 10 in.	per 100 lb.	4 50
12 in. up	"	25
Spring, No. 20, per gro. pairs		10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 59, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00 4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.		
Belt	per 1,000	60
Screw, bright, discount 62½ per cent.		

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base		3 65

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz. 2 75	3 25
Bronze, Genuine	" 6 00	9 00
Shutter, porcelain, F. & L. screw	per gross 1 30	2 00
White door knobs	per doz.	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LAWN MOWERS FOR 1906.

Woodyatt 12 to 20-in. cut	$3 95 to	$5 00
Star, 12 to 16-in cut	2 75 to	3 05
Daisy, all sizes		2 50
Woodyatt, ball bearing, 12 to 20-in	5 60 to	7 45

Philadelphia, King Edward and grass boxes, 50 per cent. off 1905 list.

Maxwell Ball Bearing—

11½ in. wheel, size 21, 23, 25	$10 00	14 00
10½ in. ball bearing 12 to 20.	5 50	6 75
9 in. 3 or 4 knives	2 75	3 25
10½ in. high wheel	3 75	4 75

8 in. open wheel, 3 and 4 knives, all sizes, $2 50 and $2 60.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am.	per doz.	0 50 6 00
Eagle, discount 20 to 25 per cent.		

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon,	per gross	3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	6 75
Plumbers	"	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.)

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English .....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00
man ..... "	0 60	0 60

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout ...	1 80	3 16

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's ..... "	3 00	15 00
Finners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood.....per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros' "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb packages 1c. per lb.; ¼-lb. packages 2c. lb
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 3 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	0 11½
Cotton, 3-16 inch and larger.....0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord. 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 035 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame. 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shove (No. 2 pol.).$18 50

(Hollow Back)	(Reinforced S Scoop.)
Moose..... $17 50	..... $16 30
Bear 15 00	..... 15 30
Fox 12 50	..... 14 30
Black Cat.... 10 00	..... 13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.		
Lock, Andrews'	4 50	11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	...	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's.....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discoun: 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Lisston's, discount 10 per cent.

German.....per doz.	4 75	5 00

S. & D., scou 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress .....per lb	33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1.....	....	3 50
" " " No. 2.....	....	5 50
Saw Vise.....	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.0? to $3.05 —No. 9, $2.40 — No. 10, $3.10 to $3.10 —No. 11, $3.15 to $3.15 — No. 12 $2.55 —No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17 $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50 All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

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Galvanized, plain twist	2 75

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" No. 11	3 10
" No. 12	2 70

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Painted Screen, per 100 sq. ft., net.. 1 45
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Square " "	59 00
Eclipse, per doz	48 00
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Royal Canadian, 11 in. "	29 00
Royal American, 11 in.	29 00

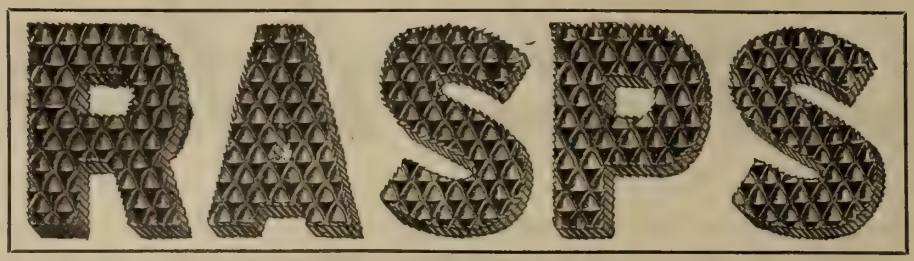
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INDEX TO ADVERTISERS.

A

Acme Can Works ... 20
American Shearer Mfg. Co ... 37
Armstrong Bros. Tool Co ... 19
Armstrong Mfg. Co ... 65
Atkins, E. C., & Co ... 18
Atlas Mfg. Co ... 12

B

Barnett, G. & H., Co ... outside back cover
Barrett, Jos., & Sons ... 80
Batty Stove Co ... 12
Bell, Thomas, Sons & Co ... 37
Berry Bros ... 45
Birkett, Thos., & Son Co ... 1
Borden Co ... 65
Bowmanville Foundry Co ... 37
Bowser, S. F., & Co ... 72
Brantford Roofing Co ... 17
Burr Mfg. Co ... 13
Busy Man's Magazine The ... 12

C

Cameron & Campbell ... 24
Canada Foundry Co ... 12
Canada Iron Furnace Co ... 41
Canada Metal Co ... 13, 70
Canada Paint Co ... 46
Canada Paper Co ... 12
Canada Smelting Works ... 41
Canadian Buffalo Forge Co ... 71
Canadian Bronze Powder Works ... 43
Canadian Fairbanks Co ... 73, inside back cover
Canadian Heating & Ventilating Co ... 21
Canadian Rubber ... outside back cover
Canadian Sewer Pipe Co ... 41
Canadian Shovel & Tool Co ... 4
Carriage Mountings Mfg. Co ... 14, 64
Caverhill, Learmont & Co ... 7
Chicago Spring Butt Co ... 17
Clauss Shear Co ... 75
Cluff, R. J., & Co ... 72
Consolidated Plate Glass Co ... 48
Consumers' Cordage Co ... 2
Covert Mfg. Co ... 51
Cumming Mfg. Co ... 11
Cutts, C. M. & Co ... 80

D

Davenport, Percy P ... 80
Davidson, Thos., Mfg. Co ... 4
Deseronto Iron Co ... 40
Dieckmann, Ferdinand ... 49
Dominion Cartridge Co ... 10
Dominion Sewer Pipe Co ... 53
Dominion Wire Mfg. Co ... 9
Dorken Bros ... outside front cover
Dowswell Mfg. Co ... 52

E

Eadie, H. G ... 41
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co ... 52

F

Fenner, Frederick ... 43
Forman, John ... 72
Forwell Foundry Co ... 65
Fox, C. H ... 16
Francis-Frost Co ... 21
Frothingham & Workman ... 16

G

Galt Art Metal Co ... 51
Gibb, Alexander ... 16
Gilbertson, W., & Co ... 41
Glauber Brass Co ... 65
Greening, B., Wire Co ... 104, 116
Guelph Spring & Axle Co ... 12
Guelph Stove Co ... 22
Gurney Foundry Co ... 21, 67
Gutta Percha and Rubber Mfg. Co ... outside back cover

H

Hanover Portland Cement Co ... 19
Harrington & Richardson ... 10
Harris, J. W., Co ... 1
Hart & Cooley Co ... 84
Heinisch, R., Sons Co ... 19
Henderson & Potts Co ... 44
Heney, E. N., & Co ... 80
Hobbs Mfg. Co ... 9
Howland, H. S., Sons & Co ... 5
Hutton, Jas., & Co ... 16
Hyde, F. & Co ... 52

I

Imperial Varnish and Color Co ... 42
International Portland Cement Co ... 19

J

Jamieson, R. C., & Co ... 43
Jardine, A. B., & Co ... 41
Jenkins Bros ... 69
Johnson's, Iver, Arms and Cycle Works ... 50

K

Kemp Mfg. Co ... inside front cover
Kerr Engine Co ... 72

L

Leslie, A. C., & Co. ... outside front cover, 41
Lewis Bros., Limited ... 3
Lewis, Rice, & Son ... inside front cover
Lockerby & McComb ... 83
London Foundry Co ... 18
Louden Machinery Co ... 12
Loughead, J. S., & Son ... 12
Lufkin Rule Co ... inside back cover

Mc

McArthur, Alex., & Co ... 74
McArthur, Corneille & Co ... 18
McCaskill, Dougall & Co ... 43
McClary Mfg. Co ... 22
McConnell, R. J ... 37
McDougall, R., Co ... 14

M

Maple Leaf Harvest Tool Co ... 8
Martel Stewart Co ... 53
Merrell Mfg. Co ... 65
Metal Shingle and Siding Co ... 13
Metallic Roofing Co ... 39
Meyer Bros ... 23
Mitchell, D., & Co ... 16
Mitchell, H. W ... 16
Montreal Rolling Mill ... 51
Morrison, James, Brass Mfg. Co ... 54
Morrow, John, Machine Screw Co ... 19
Mueller, H., Mfg. Co ... 73
Munderloh & Co ... 77

N

Newman, W., & Sons ... 51
Nicholson File Co ... 78
North Bros. Mfg. Co ... 1
Nova Scotia Steel and Coal Co ... 41
Novelty Mfg. Co ... 15

O

Oakey, John, & Sons ... 41
Ontario Lantern & Lamp Co ... 13
Ontario Tack Co ... 40
Ontario Wind Engine and Pump Co ... 13
Orford Copper Co ... 41
Oshawa Steam & Gas Ftting Co ... 65
Owen Sound Wire Fence Co ... 20

P

Paterson Mfg. Co ... 76
Pearce, Frank, & Co ... 16
Pease Foundry Co ... 49
Pelton, Godfrey S ... 43
Penberthy Injector Co ... 73
Peterborough Lock Co ... 17
Peterborough Shovel & Tool Co ... 17
Phillips, Chas. D ... 19
Phillips, Geo., & Co ... 53
Pink, Thos ... 11

Q

Queen City Oil Co ... 43

R

Ramsay, A., & Son Co ... 45
Reid, David & Co ... 16
Robertson, James Co ... inside back cover
Roehester Lamp Co ... 67
Roper, J. H ... 53
Round, John, & Son ... 18

S

Samuel, M. & L., Benjamin, & Co ... 2
Scarfe & Co ... 45
Scott, Bathgate & Co ... 16
Seymour, Henry T., Shear Co ... 19
Sharratt & Newth ... 12
Sherwin-Williams Co ... 40
Silberstein, A. L ... 1
Silica Barytic Stone Co ... 19
Spear & Jackson ... 15
Stairs, Son & Morrow ... 78
Standard Ideal Sanitary Co ... 70
Stanley Works ... 20
Standard Sanitary Mfg. Co ... 71
Standard Paint and Varnish Works ... 43
Star Iron Co ... 18
Stephens, G. F., & Co ... 37
Sterne, G. F., & Son ... 16
Stewart, Jas., Mfg. Co ... 16

T

Taylor-Forbes Co ... outside front cover
Thompson, B. & S. H., Co. ... outside back cover
Toronto Foundry Co ... 66

U

United Brass Mfg. Co ... 68

V

Vickery, O ... 15

W

Wallace Barnes Co ... 72
Warnock Mfg. Co ... 65
Welsh Tinplate & Metal Stamping Co. inside back cover
Western Wire Nail Co ... 52
Wilcox Mfg. Co ... 14
Winnipeg Paint and Glass Co ... 37
Wright, E. T., & Co ... 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter.
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

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Canadian General Electric Co., Toronto.
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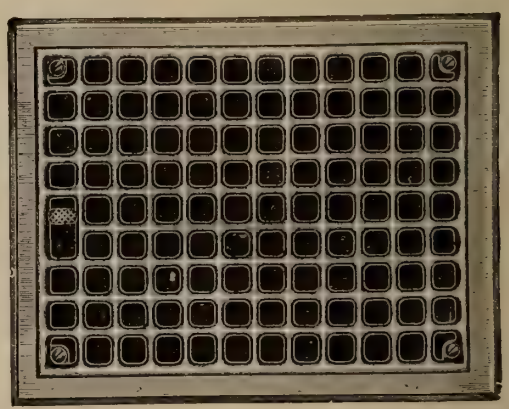
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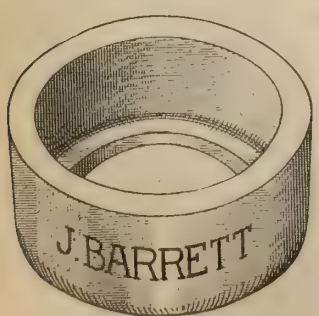
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Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

371 Elgin Avenue, - **WINNIPEG, MAN.**

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

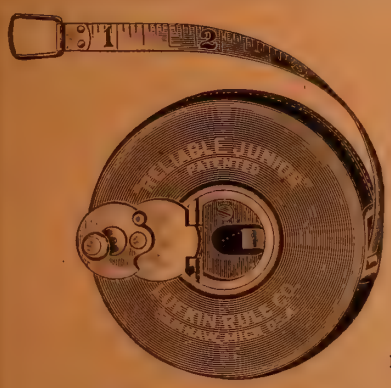
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. **New York City Branch—260 Broadway.**

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

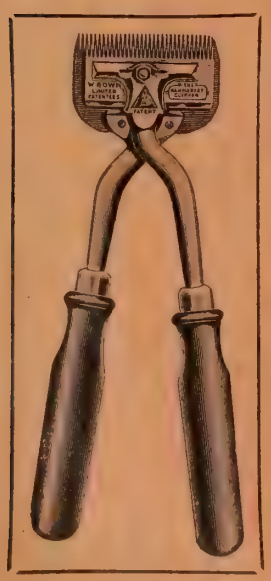
THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.



NEWMARKET HORSE CLIPPER

This celebrated Clipper can be obtained from all the principal dealers.

B. & S. H. THOMPSON & Co.

LIMITED

Manufacturer's Agents

53 ST. SULPICE STREET, MONTREAL

Dominion of Canada Sales Agents UNITED STATES STEEL PRODUCTS EXPORT COMPANY Sheet Steel and Tinplate Departments.

EBONY BLACK PACKING

(Mirror Finish)

"Made in Canada"

This Black Packing, of our exclusive manufacture, is different to anything else on the market. Not only different—it's better.

Send a Postal for a free sample.

THE

CANADIAN RUBBER CO.

OF MONTREAL LIMITED

THE CANADIAN RUBBER CO OF MONTREAL LIMITED

Mark of Quality

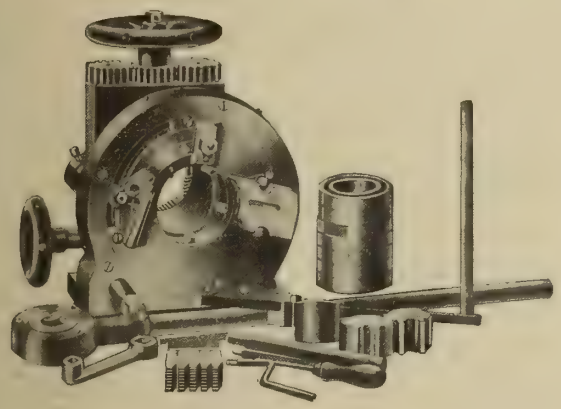
155 Granville Street, - Halifax. N.S.
Imperial Bank Bldg., Montreal, Que.
Front & Yonge Sts., - Toronto, Ont.
89 Princess St., - Winnipeg. Man.
403 Cordova St., - Vancouver, B.C.
and at
Regina, Calgary, Victoria, B.C.

Have you received a copy of our Pipe and Steamfitters' Catalog? . . . .

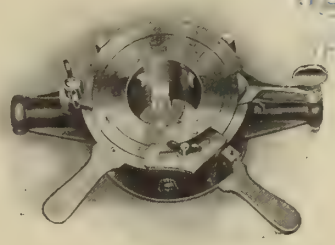
PIPE AND STEAMFITTERS' TOOLS

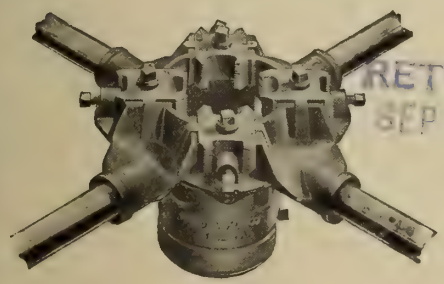
A post card will bring it to your address . . . . .

RETURNED SEP 12 1906



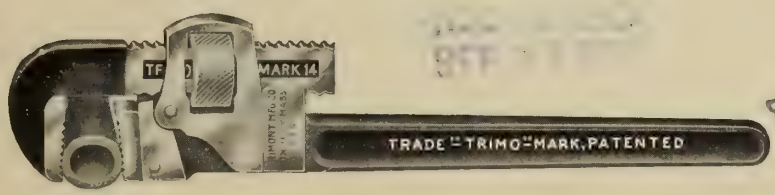
WE are the largest Pipe Tool Supply House, and carry a complete stock at each of our Branches . . . . .



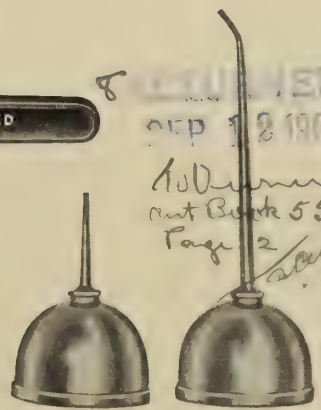












RETURNED SEP 12 1906

The Canadian Fairbanks Co.

MONTREAL TORONTO WINNIPEG VANCOUVER Limited

Robertson's "Edward VII" Bath Room



PLATE E—1

Includes 5-ft. solid "Imperial" Procelain Bath, complete with imperial Bell Supply Fittings.
"Imperial" Porcelain Lavatory, 24x33 inches, with Nickel Plated Brass Combination Waste and Supply and Robertson's Nickel Plated Brass P Tap.
"Acme" Syphon Jet Closet Combination.
Oval French Bevel Plate Mirror, 24 x 33 inches.
Nickel Plated Brass Tumbler Holder.
Nickel Plated Brass Comb and Brush Holder.
Nickel Plated Brass Towel Rack with Glass Bar 30 inches long.
Nickel Plated Brass Soap Dish, with Drip and Ball Feet.
Nickel Plated Brass Sponge Holder.

In additon to the goods illustrated, we manufacture and carry in stock a full line of staples, such as Brass Compression, Fuller and Ground Work, Soil Pipe and Fittings, Iron Pipe and Fittings, Engineers,' Gasfitters', Steamfitters' and Mill Supplies. A Catalogue for each of these departments will be cheerfully forwarded on application.

THE JAMES ROBERTSON COMPANY LIMITED

265 KING ST. WEST, TORONTO

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, AUGUST 18, 1906 NO. 33.

E. M. BICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & Co. ENGLAND SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

BEST STEEL SHEETS

"QUEEN'S HEAD"—softest and flattest made

"SOUTHERN CROSS" — Dead flat, quality guaranteed

Also, good merchant quality, open and close annealed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

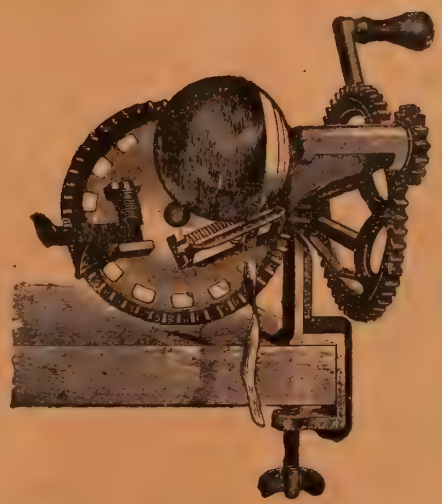
A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

It Makes Money for You
Yes, Good, Every-Day Money

Apple-Parers are in great demand just now and will be in demand for some time.

The dealer who is really in earnest about his profits will not take long to decide where his orders should go after reading the following facts :

1. **The Hudson Pattern Apple-Parer** is the only apple-parer made in Canada.
2. It is the best model in the world.
3. It has all the latest improvements.
4. It works without friction.
5. It is **guaranteed.**



We can tell you any more that you want to know about these Apple-Parers and undoubtedly your Jobber can supply you.

TAYLOR-FORBES COMPANY, LIMITED

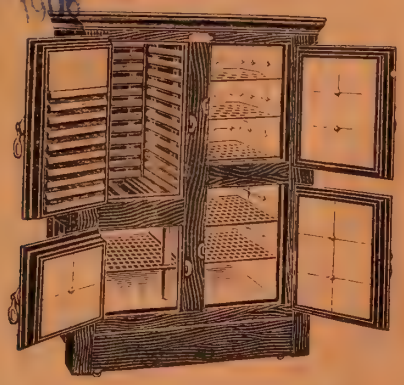
MONTREAL BRANCH, 122 Craig St. West
Head Office and Works, GUELPH, ONT.

AGENCIES:
H. C. ROGERS, St. John, N. B.
W. A. MACLENNAN, Vancouver, B. C.

See Classified List of Advertisements on Page 67.

HIGH GRADE
Refrigerators

ETURNED



REFRIGERATORS
ALL SIZES

McCRAY REFRIGERATORS

are Opal Glass, Tile or White Wood Lined. Are built in all sizes for Residences, Clubs, Hotels, Hospitals, Grocers, Markets, Florists, etc.



RETURNED
AUG 28 1906
Volume
Cut Book
Page 19

REFRIGERATORS
ALL SIZES

They can be iced from outside the house so the iceman does not come in your kitchen and track mud all over your floor.

We also carry a full stock of

CANADIAN MADE REFRIGERATORS

WRITE FOR PRICES AND CATALOGUE.

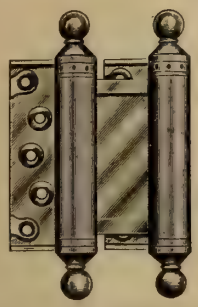
RICE LEWIS & SON
LIMITED
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

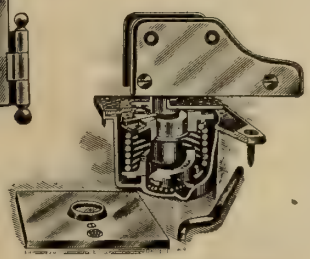
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

THE GOODS THAT ARE ASKED FOR

The Twin Ice Cream Freezer
The Peerless Iceland Freezer, all sizes
The Gem Food Chopper
Screen Doors and Window Screens
Woodyatt's Lawn Mowers, all sizes
Star and Daisy Mowers
Lawn Sprinklers and Grass Shears
Garden Hose, 3 ply, ½" and ¾

WRITE FOR PRICES

THOS. BIRKETT & SON CO., LIMITED

OTTAWA, ONT.

Other Tools are very Good Tools, but

"YANKEE TOOLS"

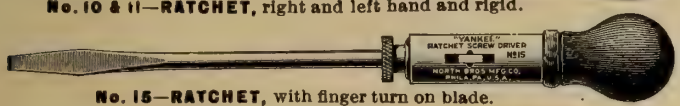
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



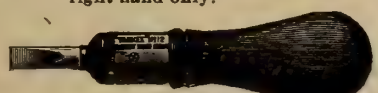
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " " (heavy pattern)
No 20— " " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade



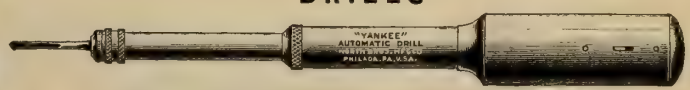
Countersink, for spiral ratchet screw driver.



No. 60—POCKET SCREW DRIVER.



DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From Manilla, Sisal, Italian, Russian, Jute

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

Careful Execution **SPECIAL ORDERS** Prompt Shipment

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

Established 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

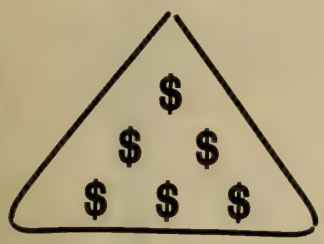
Drop us a card and we will mail you our monthly stock list.

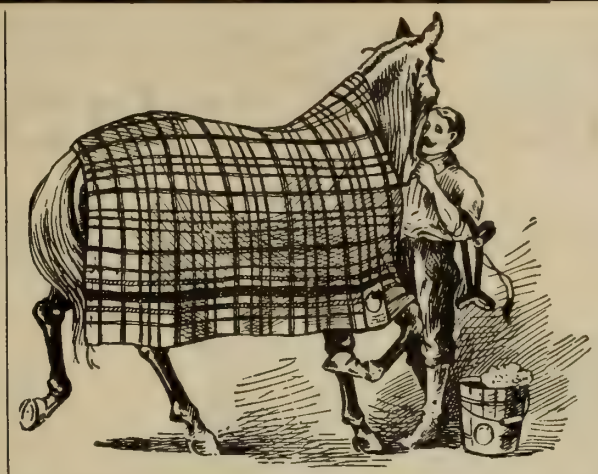
Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

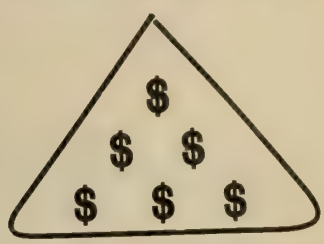
TORONTO

DOUBLE YOUR PROFIT





ON HORSE BLANKETS



BY BUYING

GOOD GOODS AT GOOD PRICES, IN GOOD TIME

Our stock of Horse Blankets is as large, if not larger, than that carried by any Jobbing House in Canada. (That means we can afford to sell at reasonable prices.)

Includes all qualities, to suit all classes.

We don't recommend low-priced blankets, but are forced to keep them by some of our customers.

Low-priced Blankets cost more in the end.

A farmer buys a cheap blanket, puts it on his horse at night, and in the morning finds it hanging round the horses neck, a fit specimen for the rag bag (economy ? ? ?) whereas if he'd bought one of our **"Stay-on" Blankets** he would have found it as he left it the night before—strapped closely to the horse, and looking as good as ever. It would have cost him a little more, to be sure, but the difference in lasting quality, is worth ten times the difference in price. Ask our travellers, or write us about

"Stay-on" Horse Blankets, the blanket the horse is proud of.

Horse Blankets

No. 12 Unlined Jute
No. 16 " "
No. 1142 ⅔ lined
No. 1242 ⅔ "
No. 1660 Full lined
Ontario " "

Lumbermen's

No. 6721 Full lined Jute 78 x 80
No. 6721 " " 72 x 80
No. 8060 " " 78 x 80
No. 8060 " " 72 x 80
Quebec Plain Kersey
No. 1264 Kersey
No. 1664 "
No. 1864 "
No. 4 D.C. "
Manitoba Striped
Manitoba Checked

Burlington Stay-on

Arctic, Jute, 42 inch, lining, 64 x 72 inch, shaped
Pacific, " 42 " " 64 x 72 " "
Futton, Windsor Kersey, 46 x 72 " "
Norway, Jute
No. 7, Jute
No. 15, Kersey
Polar, Stay on with Breast Attachment

Shaped, Duck, Blankets

No. 47 Without Stay on, lined, 72 x 72
No. 48 With " " "
Nansen With Stay on, 80 x 72
White Duck No. 1 With Leather Surcingles
No. 48 With Leather Surcingles

All Wool, 70 x 70

No. 7200 Assorted Colors, bound
No. 7202 " " "

LEWIS BROS., LTD.

MONTREAL

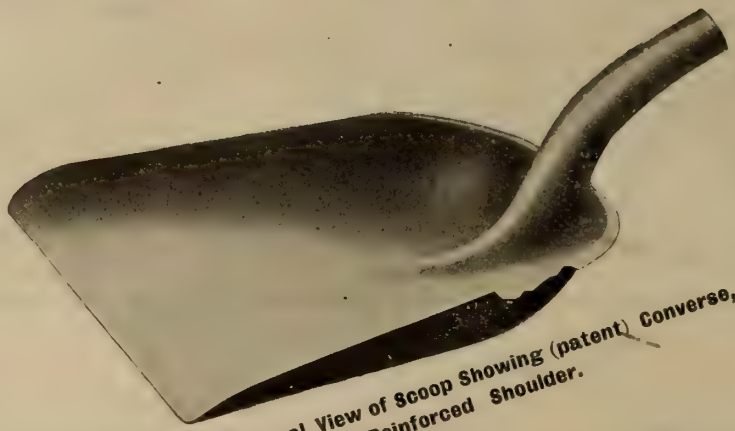
OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY

MOOSE SCOOPS

Solid Cast Steel



Sectional View of Scoop Showing (patent) Converse, Reinforced Shoulder.



The Canadian Shovel & Tool Company,

LIMITED

HAMILTON, CANADA



"DAVIDSON'S"

PREMIER ROYAL

COOKING RANGE

The Very Latest Design and Fairly Bristling With Good Points and Labor Saving Devices.

A well made range of plain design. Ornaments sparingly used—so that the castings have a smooth mirror surface. Easy to clean and THOROUGHLY HIGH-CLASS.

Made in 3 Sizes and 6 Styles.

(Commands a good price.)

WRITE FOR DESCRIPTIVE CATALOGUE.

The

Thos. Davidson Mfg. Co.

Limited

Montreal and Winnipeg

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only



"Winchester" Repeating Shot Gun

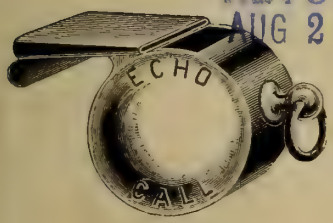


Universal Duck Call





Cartridge Belts



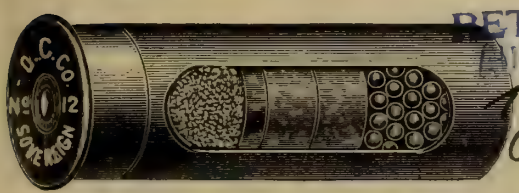
Echo Duck Call



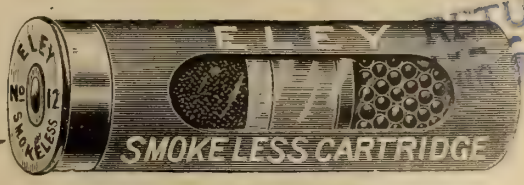
Cartridge Bags



Single and Double Barrel Shot Guns



"Dominion" Loaded Shells
Black and Smokeless Powder.



"Eley's Loaded Shells"
Black and Smokeless Powder.

FOR OTHER LINES OF AMMUNITION SEE OUR CATALOGUE

H. S. HOWLAND, SONS & CO., LIMITED

GRAHAM NAILS ARE THE BEST

We Ship promptly

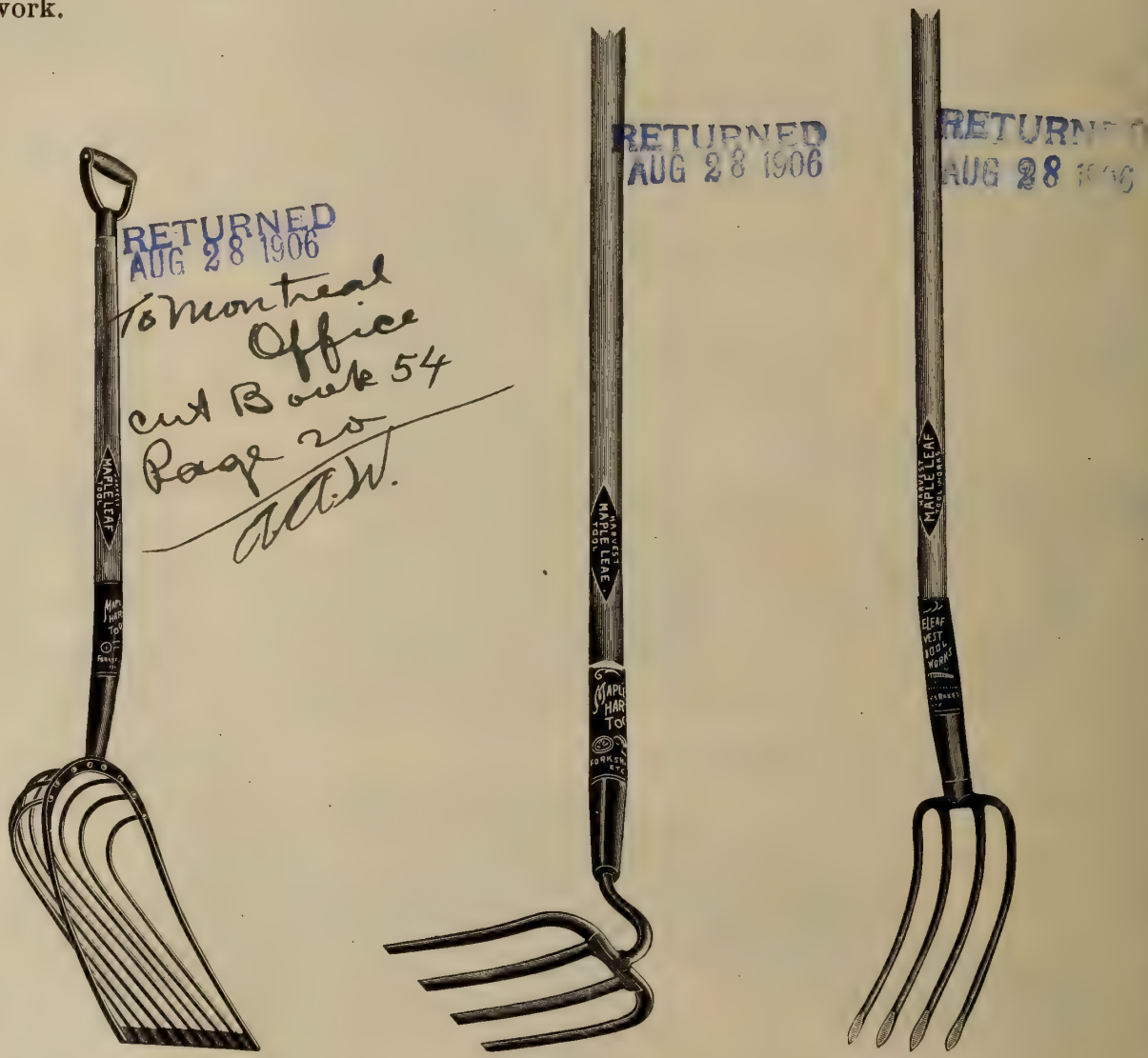
Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

Do You Ever Think about what you will be selling next month? It is wise to keep in mind what your trade will be demanding in the next month. Keep ahead of the demand. Have the goods on hand when your customers ask for them.

Potato Scoops, Spades and Hooks

will be needed for the potato crop. Have you ordered a supply? If not, you should select them from among these. They are correct in shape, made of the best crucible cast steel, and attractively finished. They are well-made tools properly adapted for their work.



Likewise the demand for **Manure Forks** will soon increase.
Our travellers will quote you prices on full lines of such tools, or write us direct.

HARDWARE F. & W. Limited, MONTREAL

FROTHINGHAM & WORKMAN, Limited)

HEADQUARTERS FOR
WINCHESTER RIFLES
THE SPORTSMAN'S FAVORITE MAKE

Quality considered, Winchester Rifles are the cheapest on the market.

Each Rifle is carefully tested and sighted by experts before it leaves the Works.

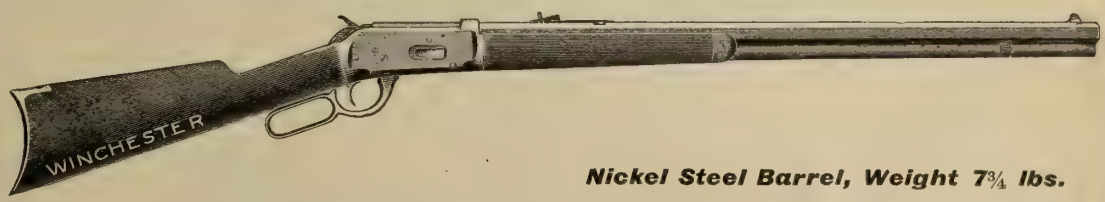
Parts for Winchester Rifles are made to gauge and are interchangeable.

MODEL 1904, WINCHESTER



No. 749—Will take 22 Short and 22 Long R. F. Cartridges, 21-inch Round Barrel, Weight 4 lbs., "Take-down" Pattern, Adjustable Rear Sight, Bead Front Sight, Walnut Schuetzen Shaped Butt Stock, Winchester Bolt Action.

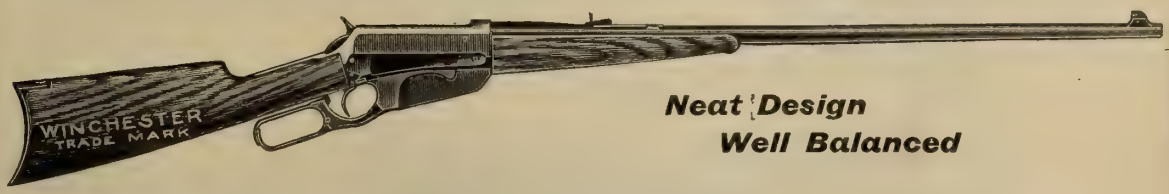
MODEL 1894, WINCHESTER SPECIAL



Nickel Steel Barrel, Weight 7¾ lbs.

No. 713—32 Cal., 9 Shots, 26-inch Barrel, using 32 Cal. WINCHESTER and Special Cartridges.

1906 BLUE BOOK SHEWS MANY OTHER LINES OF THESE RIFLES



Neat Design
Well Balanced

No. 720—Model 1895, 30 Cal., 6 Shots, 28 inch Nickel Steel Barrel, Weight 8¼ lbs.
No. 721—Model 1895, 38-72 Cal., 6 Shots, 26-inch Round Barrel, Weight 7½ lbs.
Octagon " " 8 lbs.
No. 724—Model 1895, 303 British Cal., 6 Shots, 28-inch Nickel Steel Barrel, Weight 8¼ lbs.
No. 702—Model 1895, 40-72 Cal., 6 Shots, 26-inch Round Barrel, Weight 7½ lbs.
Octagon " " 8 lbs.

Caverhill Learmont & Co

WHOLESALE DISTRIBUTORS
MONTREAL AND WINNIPEG

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



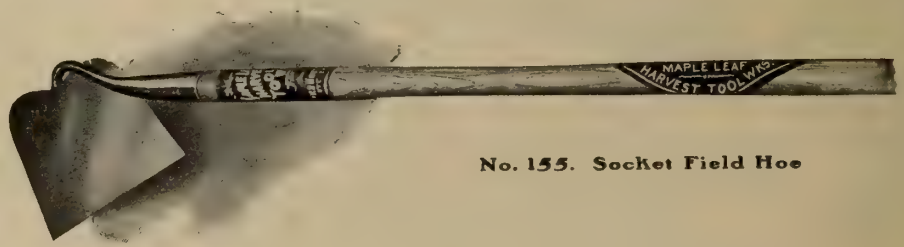
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



No. 155. Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.

BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

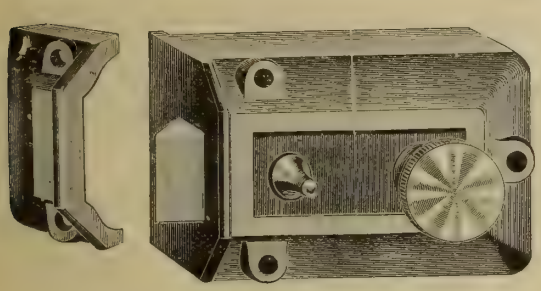
REGISTERED TRADE "B" BRANTFORD ROOFING CO. LIMITED MARK
BRANTFORD, CANADA

For the convenience of our "NORTHWEST" customers we purpose carrying stocks at

WINNIPEG REGINA CALGARY

Brantford Roofing Co., Limited, - Brantford, Can.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

ATKINS ALWAYS AHEAD

O So EZ



Wood Saw Time is Coming

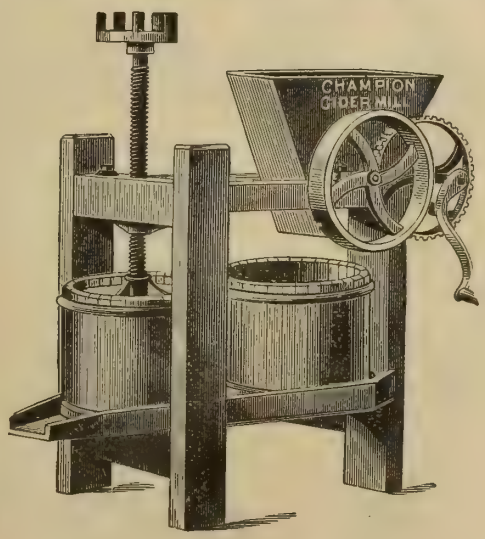
Atkins ahead again. Send in your orders early. The name of ***"ATKINS"*** is a "Buy word" with Wood Saw users.

SEND FOR CATALOGUE N.

E. C. ATKINS & CO., Inc.

Home Office and Factory, INDIANAPOLIS
Canadian Branch, 56 King St. E., TORONTO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skeins,

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA



The High Standard of *DOMINION AMMUNITION*

Is Due Among Other Things to

Nineteen Years Experience
Up-to-Date Machinery
The Use of Best Material Obtainable
A Most Rigid System of Inspection

Our close connection with the largest powder manufacturers in the world, who furnish us with powders most suitable for each kind of cartridge or shell.

Dominion Cartridge Co.

Limited

Montreal, Canada

Write for price lists, testimonials or any other information.

SELL YOUR CUSTOMERS THE

Aluminum Oil Heater

and you won't be obliged to send a man out every little while to clean, re-wick and put in order.

No money in that, is there?

But there's certain money in the Oil Heater that sells at sight and stays sold—only the Aluminum holds this record.

Join the procession—sell Aluminum Oil Heaters, and to avoid disappointment place order promptly.

A postal will bring full information.



LEWIS BROS., Ltd.

MONTREAL, TORONTO, OTTAWA, WINNIPEG, VANCOUVER, CALGARY



TRUTHS

Our wire fence

THE DILLON

has a good reputation, farmers tell us they are glad they bought the "Dillon" because once the fence is up it is up—all the farmer has to do is enjoy the benefits.

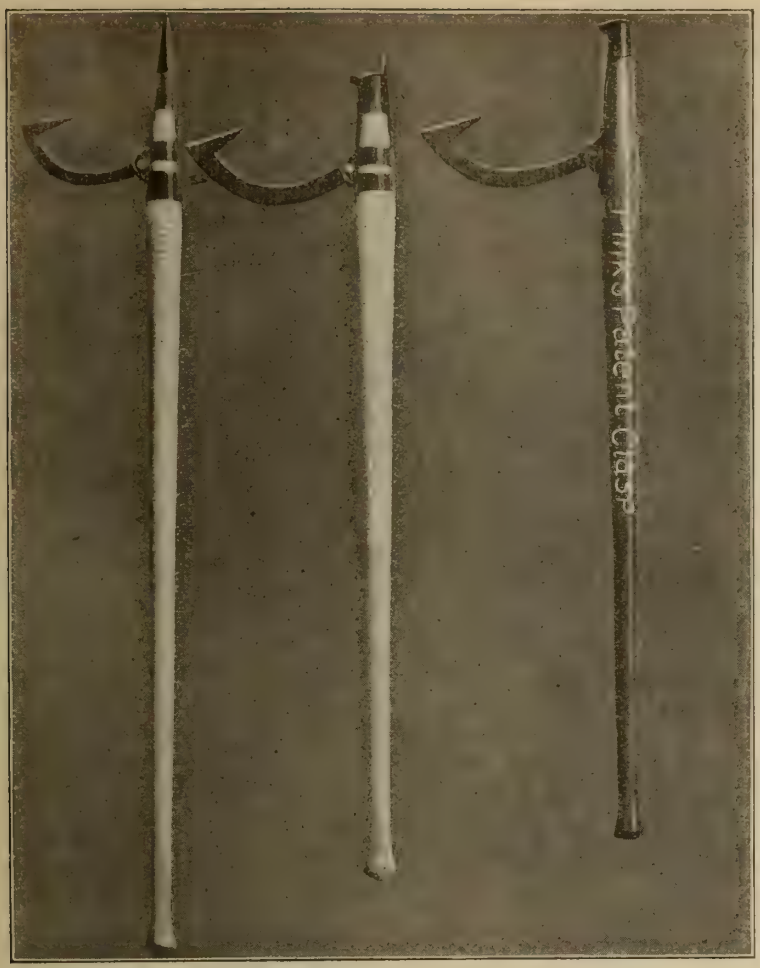
The stays of **DILLON** fencing being of medium temper never break. Both strands and stays being **extra well** galvanized never suffer from extremes of weather.

☞**Dillon Hinge-Stay Field Fence** is the "best-paying" wire fence you can **sell.**

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

TOWEL ROLLERS — CAN OPENERS — WOODENWARE OF ALL KINDS

The "BEST" Mop

unequalled as a profit-maker and trade builder.

AN IDEAL MOP OF EXTREME SIMPLICITY, NEATNESS, AND DURABILITY

And, Mr. Grocer, if you want to handle a reliable and satisfactory Mop, not only ask of it from your jobber, but insist on the "BEST."

—MADE BY—

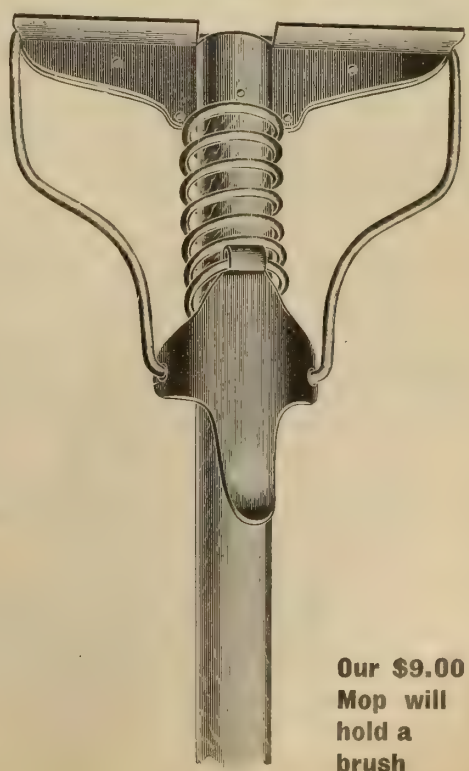
THE CUMMING MFG. CO.

Limited

RENFREW, ONT

Western Representatives:
F. A. Reinhardt
J. J. Maguire
608 Ashdown Bldg., WINNIPEG, Man.

THE "BEST" MOP



Our $9.00 Mop will hold a brush

TRADE MARK

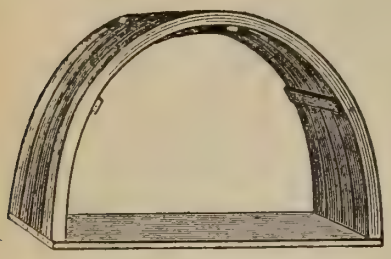
This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH
GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL



ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

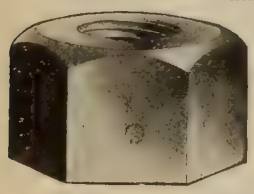
Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a complete line of parts for ***Wagons, Carts, Sleighs, Buggies*** and ***Cutters.*** We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making ***Heavy Stock*** for Wagons, Carts and Sleighs, also ***Straight Heel Shafts*** and ***S.B. Poles*** in all sizes.

We use strictly first-class material, and good workmanship

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD, 21 St. Peter St., Quebec, P. Q.**



COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws ***Thumb Screws***
Set Screws ***Machine Screws***

SPECIAL DISCOUNTS TO THE TRADE

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

---



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block.** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

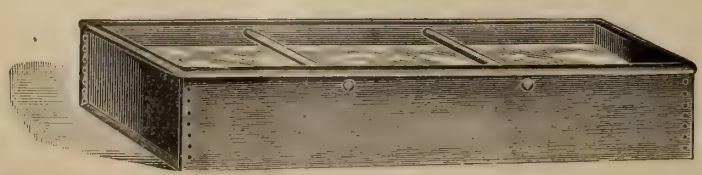


To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

STEEL



TANKS

Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

The Steel Trough and Tank Co., Limited, - Tweed, Ontario



Cole's Spiral Tubular Radiator

Can be used on any stove

Best radiator — at half the cost of inferior goods.

Only radiator made adapted for both hard or soft coal. Size pipe collar 5, 6 and 7 inches.

These radiators give the best satisfaction and have yet to receive a single complaint.

FOR SALE BY

E. T. Wright & Co., - Hamilton



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

WORK AND PRICES RIGHT

GALVANIZING

ONT. WIND ENGINE & PUMP CO. LIMITED

TORONTO, ONT.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Orderdirect or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Wanted Hardware Dealers

As Agents for

Iron Fencing,
Fire Escapes,
Window Guards,
Lawn Seats,
Railings, Etc.

DENNIS WIRE & IRON WORKS CO., LIMITED

London, Ont.



Here are some reasons why a *Marlin* Model 1897 .22 caliber repeating rifle is the most satisfactory small bore repeater you can possibly own.

In finish, workmanship and balance this rifle is unsurpassed. The *Marlin* quality of steel drop-forgings constitutes all the working parts. Every single piece and screw and pin in this gun is made with care to a standard pattern so that all parts are positively interchangeable. The barrel of excellent steel is carefully bored and the deep rifling gives absolute accuracy and great wearing quality. This and other *Marlin* rifles are the only repeating rifles to which telescopes can be attached because the top of the breech is solid and the empty shell is ejected from the side.

For all sorts of small game this rifle is recommended, and with the long-rifle cartridge it is very deadly to hawks, owls, eagles, geese, ducks and any other shy birds which are hard to approach and require a hard blow to kill.

As a target rifle at long or short ranges, with or without a telescope, the *Marlin* Model 1897 .22 caliber repeating rifle is the guaranteed equal of any in the world.

TO ALL DEALERS HANDLING FIREARMS:

The above is one of seven advertisements to be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their QUALITY, known to be bought and read by a class of people financially able to buy Marlin repeaters and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary.

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use Marlin repeaters or not.

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know of who carries a good stock of Marlin goods and is enterprising enough to follow up an inquirer and try to sell the man a Marlin repeater.

We also send to the dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' or not.

There are many other valuable Marlin ideas included in every Marlin gun. Send six cents in stamps for our handsome catalog, which explains all and contains much other valuable information.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

CLASSICAL METAL CEILINGS

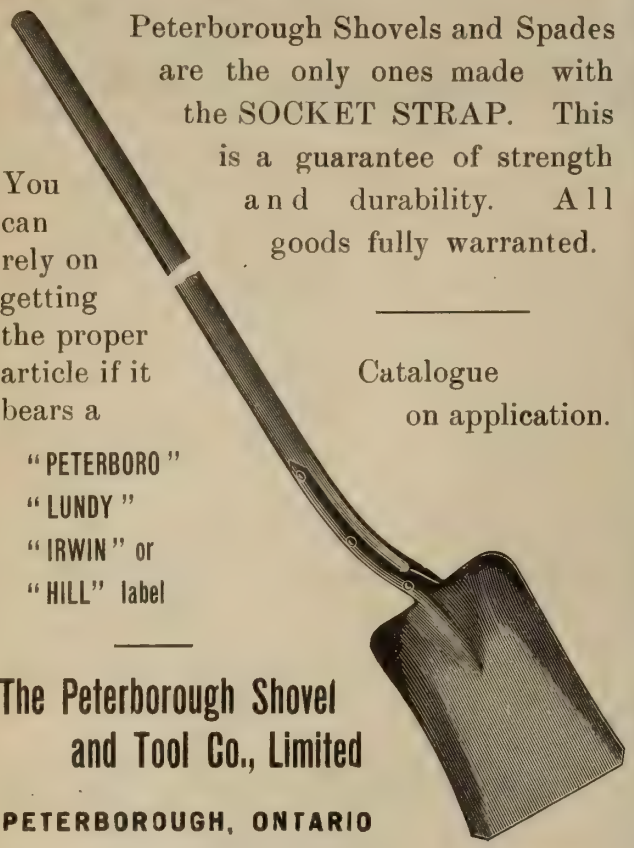
are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited
Preston, Ontario



Peterborough Shovels and Spades are the only ones made with the SOCKET STRAP. This is a guarantee of strength and durability. All goods fully warranted.

You can rely on getting the proper article if it bears a

"PETERBORO"
"LUNDY"
"IRWIN" or
"HILL" label

Catalogue on application.

The Peterborough Shovel and Tool Co., Limited

PETERBORough, ONTARIO

Ventilation Is Important

as a feature of modern buildings.

There are many buildings and residences whose occupants are afflicted with drowsiness and headaches, because the ventilation is imperfect or has been altogether neglected.

THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, **The Aeolian Ventilator** is very ornamental in appearance, while also possessing exceptional lasting qualities.

We like to talk about the "Aeolian" Will you write us for particulars?

Read this testimonial:

OSHAWA, June 4th, 1903.

Messrs. THE J. W. HARRIS CO., LIMITED, Montreal.

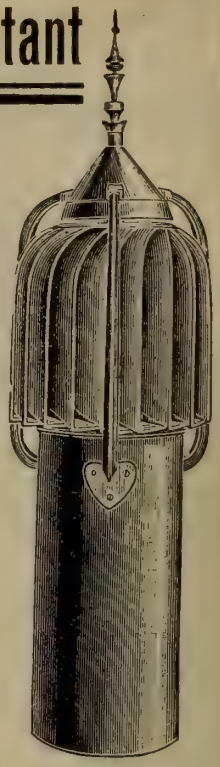
Dear Sirs,—Replying to your favor of May 30th, would say that the "ZEPHYR" Ventilator is giving good satisfaction.

Yours respectfully,
J. E. HAWKINS.

The Price is Inconsiderable in Comparison with the Results

Manufactured by

THE J. W. HARRIS COMPANY, LIMITED
SUCCESSORS TO LESSARD & HARRIS, CONTRACTORS
Montreal



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired.)



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless Adjustable Track

Brass Bushed Roller Bearings

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

IF YOU DESIRE ALL THE GOOD THINGS OF CURRENT LITERATURE YOU'LL BE INTERESTED IN WHAT IS SAID BELOW

As the number of magazines increase the **more** difficult it becomes for you to secure a representative selection of articles—i. e., if you subscribe for individual magazines. As the number of magazines increases the **less** difficult it becomes for you to secure a representative selection of articles—i. e., if you subscribe for **THE BUSY MAN'S MAGAZINE.** This magazine is an epitome of the world's best thought to-day. It contains the very selections you want to see but have no time to look for in individual magazines. In addition there is an alphabetical index of magazine articles for the month.

For the sum of $1.50 any subscriber to Hardware and Metal can get The Busy Man's Magazine for **one year.**
You would have to pay $150.00 to get The Busy Man's (the contents) Magazine in the ordinary way.

Get in your Subscription in good time.

THE MacLEAN PUBLISHING COMPANY, LIMITED - TORONTO, CANADA

Telephone:
Main 1678.

Factories:
Sheffield, England

JOHN ROUND & SON, Limited

Manufacturers of

HIGHEST GRADE TABLE CUTLERY,
SILVER PLATED AND NICKEL SPOONS AND FORKS,
PEARL HANDLE DESSERTS AND FISH EATERS IN CASES,
COMBINATION CABINETS, OAK GOODS, Etc.

REGISTERED TRADE MARKS



ESTABLISHED 1847

Hotel Silverware Our Specialty

(We guarantee the actual deposit of silver on each individual dozen.)

For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

CANADIAN OFFICES AND SALES ROOMS

CORISTINE BUILDING, MONTREAL

WRITE FOR CATALOGUE



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED # HEINISCH **SHEARS**

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipment

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office

Ingersoll, Ontario.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Walter Mills, General Manager

Ask for quotations for Septic Tanks.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N Francisco Ave., CHICAGO, ILL.

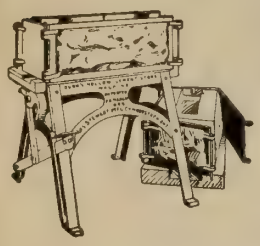
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

PLUMBERS, I can supply you with

High-Class Enamelware, etc.

Not only that, I can also get shipments to you when you want them. My motto is "Hustle."

ORLANDO VICKERY

178-180 Victoria Street ***TORONTO***



If You Would make it a point to get

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

circumstances would make it a point to send custom your way.

You cannot expect to make an impression unless you have the goods.

Take one of those post cards, and after a small inscription about prices, send it to us.

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents and Brokers

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

B. A. GRAUTOFF & CO.

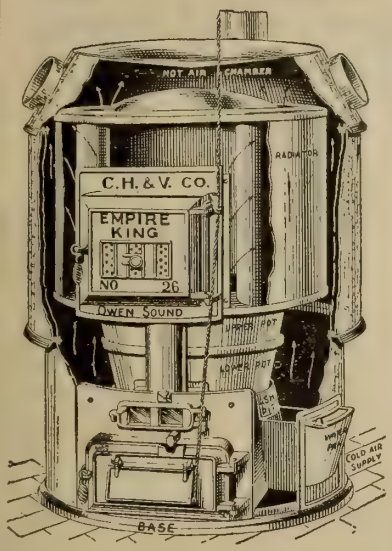
8 Fenchurch Buildings, London, E.C.

Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

Cable Address, "Grautoff London," Liebers Code.

"A SPLENDID HEATER"



Robt. Hammill, Owen Sound, speaks thus:

REASON—He installed an

"Empire King" Furnace

and had first-hand evidence of efficiency.

There are a great number of people who have cause to think as Mr. Hammill does.

They wouldn't part with their "Empire King" for anything—except another "Empire King."

Are you booked for our Booklet?

The Canadian Heating & Ventilating Co.
Limited,
OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE
TRADE MARK

ASBESTOS STOVE LINING

The very thing you need. Having greater durability than fire-brick it is admirable as a fire-mortar for laying the fire-brick in boiler furnaces. Clinkers will not adhere to it.

Used extensively for lining and repairing Cooking and Heating Stoves, Ranges, etc.

Fits any stove, and anyone can apply it in a few minutes. Put up in 6-lb. packages and bulk. Full directions on each package.

We also Manufacture Asbestos Furnace Cement

THE FRANCIS-FROST CO. LIMITED
223 QUEEN ST. EAST
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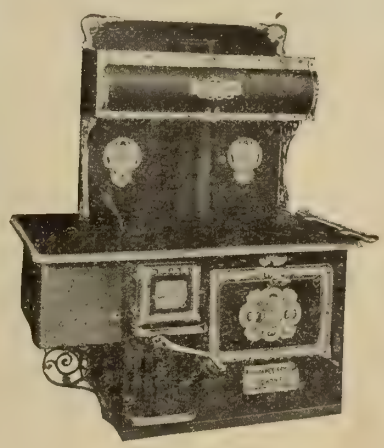
The very way it's built would sell it

but we don't depend on that alone.

All the really worth-while ideas that can be crowded into a steel-plate range are in the Oxford Chancellor. Some of them are peculiar to it among ranges.

The extra-roomy oven, for example, with the asbestos lining that absolutely insures even heat in every part and makes good baking easy.

And the extra-big fire-door, with its patent ash-guard that ends muss, and its inner deflecting draft that sends air down under the fire.



Seven other important differences in this range that could sell itself.

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That makes it easier to get your profit; and the range is built so you get that profit with safety to your reputation.

It would pay you to write and ask us what our new proposition to dealers reads like. It would pay you to do that now.

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.
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WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

110



Kootenay Steel Range

FOR COAL OR WOOD

Has large feed-pouch, large, roomy oven, is a splendid worker and handsome in appearance.

You cannot handle a better seller or worker than the Kootenay, and there is no better value.

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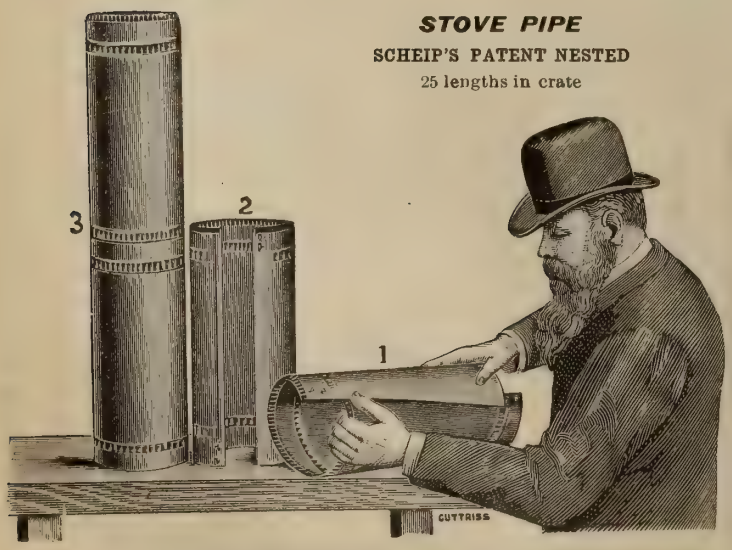
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Manufacturers of Lanterns, Tinware, Bird Cages, Eavetrough and Conductor Pipe, Patent Stove Pipes and Elbows

STOVE PIPE

SCHEIP'S PATENT NESTED

25 lengths in crate



This is the only perfect working Knock-Down Pipe made. Will not telescope.



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For Soft Coal, Lignite, Hard Coal, Wood, and lighter fuel.



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Price, $3.25

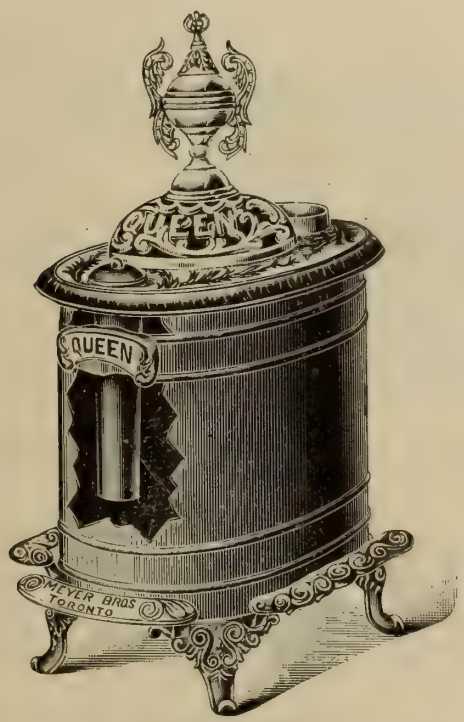
This stove has a larger sale than any other competing stove. Handsomely made and finished.

Guaranteed to give satisfaction. Heaters of all varieties. Prices ranging from $2.50 to $7.50.

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Heating Stove

ONLY TOP DRAFT STOVE MADE IN CANADA



Patented Feb. 1st, 1896

Sole Agency Given. 75,000 Sold in Canada.

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WHICH WILL SELL QUICKLY

Catalogue and Prices Mailed on Request.

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THREE IN ONE.

Kemp's Improved Steam Cereal Cooker

MADE IN THREE SIZES



104—inside dish, 4 pts.
106— " " 6 "
108— " " 8 "

Very little higher in price than an ordinary saucepan.

CHEAPEST AND MOST USEFUL KITCHEN UTENSIL EVER INVENTED

It comprises a Cereal Cooker, Mixing Bowl, and Saucepan.

Stocked in Diamond, Pearl, and Garnet Ware.

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The Kemp Mfg. Co. of Montreal,
58 McGill St., Montreal

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McDermot Ave. E., Winnipeg, Man.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer. Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

COMING EVENTS.

Convention of Ontario Retail Hardware and Stove Dealers' Association, in Toronto, on Sept. 4 and 5.

EXECUTIVE MEETING.

A sub-committee of members of the executive committee of the Ontario association are to meet in Stratford next week to prepare a draft of the work for the coming convention. Recommendations will also be made to the convention to be acted upon by the special committee which will be appointed to meet the representatives of the Wholesale Hardware Association.

Members having matters to bring before the executive are urged to forward at once for action at the meeting of Sept. 4.

TORONTO BRANCH MEETING.

A letter has been sent to every hardware and stove dealer in Toronto notifying them of the adjourned meeting to be held next Tuesday evening at Temperance Hall, Bathurst street just south of Queen, east side. In addition to the continued discussion on the sale of goods to consumers by jobbers and manufacturers, the situation existing in the white lead and wire nail markets will be discussed. Recommendations to be presented to the coming provincial convention will also be discussed.

VICE-PRESIDENT HAMBLY RECOVERING.

Members of the Ontario association will be glad to learn that Second Vice-President J. R. Hambly, Barrie, who for some weeks has been suffering from nerve trouble, is again attending to his business and hopes to be able to take part in association work again and be in attendance at the convention on Sept. 4 and 5.

"If the various committees have good reports the bring before the convention it should be a very profitable gathering for the hardware merchants of Ontario," writes Mr. Hambly.

MICHIGAN ASSOCIATION CONVENTION.

James S. Greenhill, of Greenhill & Moffatt, Leamington, has sent a copy of the programme of the twelfth annual convention of the Michigan Retail Hardware Association to the Ontario secretary. Mr. Greenhill attended the convention in Detroit on August 8, 9 and 10 and reports the gathering to have been very instructive and interesting. W. H. Richardson, Essex, another member of the Ontario association, was also a visitor at the Detroit meeting.

The programme comprised eight pages, five of which were devoted to a list of the 626 members enrolled in the association. Some very fine papers were read on the first day by prominent manufacturers, jobbers and retailers. The second day was largely devoted to business and the third to visiting the plants of Detroit manufacturers. The evenings were given up to entertainments, the jobbers and manufacturers uniting with the retailers in having a jolly time.

WESTERN ASSOCIATION TOPICS.

Through an inadvertence Secretary J. E. McRobie was described merely as "treasurer of the western board" in connection with the report of the hardware convention in the issue of the 4th. As the western board has never yet made any assessment there are no funds in the treasury and the genial "Mac" has hitherto been devoting all his time and energies to his duties as secretary of the Western Retail Hardware Association. It is probable that he had almost forgotten his office as treasurer of the western board until he saw himself so described in Hardware and Metal.

It is important that western association members should now make their preparations for handling Fall collections. In towns where there are several hardware stores the owners should hold their meetings without waiting for the call of the general secretary. At these meetings and at meetings of hardware dealers from neighboring towns, arrangements should be made to take advantage of the big crop to collect all outstanding store bills. A year ago many dealers made a concerted attempt to close their books from November 1 to April 1 and their efforts met with a good measure of success. The plan is worth trying again this year.

COMPLAINT AGAINST JOBBERS.

The following interesting letter has been received for publication from a prominent retail hardware dealer in one of the largest towns north of Toronto. The complaint made appears to be one which should be acted upon at the coming convention of the Retail Hardware Association and the plan suggested for remedying the evil deserves the serious consideration of the executive committee of the association. The letter follows:

"In your issue of Hardware and Metal a few weeks ago the writer was favorably impressed with what was said by a subscriber respecting the selling of hardware by wholesale firms direct to consumers. This is certainly one of the grievances our executive committee should deal with. We had an instance in our town whereby one of our hardware dealers had received an order for a piece of wire rope for an elevator, and their happened to come to the town a representative of one of the Toronto wholesale houses. When he was asked respecting the price of wire rope he quoted the wholesale price and secured the order and our local opposition retailer was asked to cancel his order. My idea respecting these firms who are looking for that kind of business and doing a jobbing trade also with the retail trade would be to censure them and by so doing have printed cards, a few to supply each dealer who are members of the Ontario Retail Hardware and Stove Dealers' Association, and when any such circumstances come to their notice let them report it on these cards and they be forwarded to the secretary of the association and brought before the executive and when they have dealt with it, that they forward cards to each member of the association advising them their opinion and also advising them what such firms would do in their locality. Trusting that something may be done at our meeting in September that will bring forward some scheme that will be made use of for the purpose of eliminating such competition."

A Member of the Ontario
Hardware and Stove Dealers Assn.

Aug. 7, 1906.

SECURE ACCOMMODATION EARLY.

"I expect to be present at the convention on Sept. 4," writes L. Wale, Stevensville, one of the new members recently enrolled into the Ontario association.

Arrangements for the convention are completed and will be announced next week. Indications are that the attendance will be over the hundred mark and as hotel accommodation will be hard to secure, intending visitors should engage their rooms in advance if possible.

FORMATION OF DISTRICT CLUBS.

M. C. Hale, Tulsa, Oklahoma, made an address on the "Formation of District Clubs," at the recent association convention in his State, speaking as follows:

The organization of hardware clubs is, in my opinion, the most important subject that can be taken up and discussed by the hardware dealers here assembled.

In the days and weeks we spend behind the counter trying to make a living selling hardware, the thought often comes to us, How can be better our conditions? Competition is getting keener all the time, and profits are naturally becoming less It is the natural ambition of each one of us to sell more goods than our competitors, and the usual method is to make special inducements to this and that customer, with the result that the large buyers have no difficulty in buying goods at a very close margin.

The trouble with the merchants in most towns is that they are jealous of each other and a lack of confidence in each other prevails. It is no uncommon thing to find towns where the merchants will not even buy goods from the same jobber for fear that if they get to handling the same brand of goods the prices will be demoralized. I have in mind towns where business is such that, if the cost of doing business were added to the cost of the goods, the entire builders' hardware business would show a loss. There is only one solution of this growing evil, and that is the organization of the hardware dealers in each town.

Call a meeting of all the hardware dealers in your town, elect your officers, draw up a set of by-laws, appoint your committees, meet once or twice a month as the circumstances demand, have some cigars, and make it a social event.

It is a good plan once in a while to have a supper all by yourselves, and you will be surprised at the feeling of confidence and friendship that will spring up between you, for there is no reason why your competitor should not be one of your best friends. At these meetings establish prices on staple hardware, such as nails, wire, poultry netting, wire cloth, builders' hardware, and any carpenter's tools on which you may have strong competition. This list should be made, of course, to suit your own particular needs.

I would suggest that all goods on which prices have been established should be marked in such a way, for instance, a cross, so as to indicate to the clerks that the price found on all goods with this particular mark should not be cut. Some of you will probably say that you have a competitor who might agree to sustain prices, but he never would do so; and why won't he do so? Because he thinks the same of you. You haven't any confidence in each other's sustaining prices. This can only be remedied by frequent meetings where you can thresh out your troubles among yourselves, and it won't be long before you will have more confidence in each other's sustaining prices.

We experienced the same trouble in Tulsa before we organized. There was not a week passed that I did not hear of prices being cut by our competitors, and I usually met the prices, and sometimes would go them one better. We never thought of such a thing as consulting each other about these cut prices; we felt too independent to do anything like that—and consequently the retail prices were becoming more demoralized every day. One day I broke the ice and called them all together. We spent a pleasant evening, and before we separated we decided that we were all a pretty good bunch of fellows. We elected our officers, drew up a set of by-laws, and appointed the necessary committees. We then continued with our business with a different feeling in our hearts toward each other, and now if a customer comes in and tells me I am 25 cents higher on barbed wire I know he lies. There will be an immense amount of business during the next few years, and why throw away the profits in senseless price-cutting?

Another phase of the hardware business which can be greatly helped by organization is the credit business. The average deadbeat after wearing out his credit at one store will commence trading at another store, and so on until he is in debt to them all.

After our organization was completed we compared notes and found that in a number of cases we all had the same bad accounts on our books. Now, if we are in doubt concerning any account on our books, we discuss the matter at our meetings and thereby inform and protect each other in regard to the same.

We are living in a period of great organization and combination in both capital and labor. The manufacturers have discovered that it is much more profitable to get together and agree on prices and work harmoniously together than to try to drive one another out of business. The laboring men have organized themselves together in their unions, in order to sustain the price of labor. Why should not the retail hardware merchants get together and work in harmony with each other? There is room for all of us and the old system of trying to drive a competitor out of business is not a profitable way of doing business.

FURNACE SALESMANSHIP.

At the recent convention of the Iowa Retail Hardware Association, J. F. Doty, of West Liberty, spoke about furnaces in a very interesting way, saying among other things:

I have been assigned the task of giving a demonstration of how I would eat up a prospective furnace buyer and get away with his money and my reputation. The first act is to get the customer's confidence and get his mind into a receptive mood. Find out the dimensions and kind of building to be heated, who your competitors are, make of furnace or furnaces in the field against you. Avoid mentioning the names of any other furnaces or competitors, talk your own furnace, keeping in mind, of course, the other fellow and the strong and weak points of his furnace, and make your points stronger. If you know the points that your competitor makes on his furnace, dwell on these points and show the competitive features on your furnace to be more desirable. Study your subject and be able to make strong defence of a weak point as against a strong point in your competitor's furnace.

Your furnace may not embrace all of the desirable points, therefore you must be able to advance a strong argument on your good points which will more than offset some desirable features that your competitor's furnace may have. Avoid going so deep into theory and cause and effect that your customer cannot follow you. If you believe that your explanation is not fully understood, go back to him and make your illustration plainer and explain to him the meaning of the thought expressed. Keep your man with you; do not let him lead you into argument. Dwell on the fact that your furnace is of a superior make and that the manufacturer stands behind you in every guarantee, also that you have been in the furnace business for a number of years and that your furnaces are all giving perfect satisfaction and that you are always glad to correct any error and make good every guarantee. Tell him your workmen take particular interest in your business and pay strict attention to installing your furnace properly.

Impress emphatically upon your customer the fact that your knowledge of ventilation and circulation is thorough, and that you give ample time to your men to have the work done well, and that you superintend the work, or that you inspect it, and would not allow any workman to slight his work; also that you reserve the right to lay out the job and install the furnace along scientific lines. Try to impress your customer with the fact that if he buys a cheap furnace he gets what he pays for and that a good furnace, properly installed, will in a short time pay for the difference in fuel saving. In your conversation carry the idea that the customer came to buy a furnace there and then and that he is buying and that your explanation and assurance is being woven in as a part of the contract.

Put your proposition in the shape of a contract and have everything understood and written down to guard against misunderstanding after furnace is installed and pay day comes. Give him to understand that you buy your furnaces and pay for them in order to get a cash discount which enables you to sell him a good furnace at as low a price as a good job can possibly be done.

IN DEFENCE OF THE SMALL MAN

Against the policy on the part of manufacturers of trading to the large buyer and despising the individual merchant of less means, "R. S." writes in an English exchange as follows: "It will be an evil day for the trade of this country when the small man is crowded out of existence. I have no desire to run contrary to the spirit of the times; still I cannot but think that it is against all good public policy that the small man should be eliminated and his place taken by the corporation, which has neither a body to be kicked nor a soul to be saved. The independent trader, or, in other words, the small man, is the bone and sinew of the country, and the chief upholder of our trade. It is a thousand pities that his sturdy spirit of independence and self-reliance should be annihilated, and that we should become a nation of servants and mere wage-earners for the benefit of a very few multiple shop-owners. We would thus create a few plutocrats whom the rest of the nation would serve, and this would be disastrous to our oldest and best traditions

Large Buyers Catered to.

"The tendency in every direction is against the independent trader. The alleged protection societies contemptuously report of him, 'This is a small man of very limited means, not good enough for credit.' The wholesale houses instruct their representatives not to waste their time calling upon the small man, but to concentrate their energies upon the large buyers. The outcome of all this will be that the small man must go under, and his place will be taken by the huge monopolists. Manufacturers and wholesale houses will also be in the hands of the multiple shop-owners, who are the hardest of taskmasters.

"Proof of this statement is to be found in the recent crisis in the leather trade. It will be remembered that leather commenced to advance in value some two years ago, and owing to a variety of causes which need not be enumerated, the raw material has continued scarce and dear up to the present moment. When the advance first set in the boot manufacturers did not increase their prices, as it was thought that the advance was only temporary, and that values would soon settle down to their normal level. The time came when the manufacturers could not produce at their old rates, even after they had taken everything possible out of material and labor. Then they asked their customers to pay a little more. The despised small man was willing enough to do this, but when it came to the multiple shop-owner it was another matter. The heads of these establishbents absolutely refused to pay an increase even when the cost of material had advanced 25 per cent. One of them, when asked for an advance, cynically replied that he couldn't pay it as it would compel him to alter his whole range of window tickets, and he did not care to go to that expense. The manufacturers lost money, and more than one old and reputable firm was compelled to suspend payment, whilst a number of small failures was considerably above the average The action of the multiple shop-owners brought many other manufacturers to the verge of ruin.

Small Men Get Short End.

"What has happened to the boot manufacturers may also befall the wholesale and distributing houses in our trades, that is, if we permit the multiple shop to have it all its own way. The wholesale houses are inclined to support the big man through thick and thin, and to let the small man go to the wall. This is a fatal policy. All the best lots and best bargains are first submitted to the big buyer, who is also given the heaviest discount, and altogether placed upon the most favored terms. On the other hand, the small man is considered fair game. He is charged the highest prices, and given the shortest terms. There is no reason why this plan should be so universally adopted; on the contrary, all good trading is against it. The big buyer becomes insolent and dictatorial, and squeezes the merchant and manufacturer alike. The remedy lies in the hands of the latter, and it consists in ungrudging and generous support of the small man.

"The multiple shop has become an enormous power in trade, and its directors and managers are tempted to wield that power unmercifully. There are many large concerns which are so much run after and waited upon by the representatives of the wholesale houses that they think there must be 25s. in their sovereign, and they act accordingly. Who has not heard this or that traveler boast that he has just booked an opening order from this or that large house? Travelers are invariably booking orders of this description at remarkably low-cut prices, sometimes at prices which actually show a loss or at the best an inadequate margin of profit.

"The wholesalers accept the low-cut lines just to open, and the traveler assures them that they will get their own back on the next transaction. The next transaction never comes off. The big buyer knows the game just as well as the traveler, and he has no intention of permitting the bagman to 'get in at him' next time. He takes good care of that. There is an unlimited supply of people trying to open with him, and to offer tempting lines with that praiseworthy object in view. Having bought so well he can afford to sell low, and thus drive another nail into the coffin of his small opponents, who find that their huge rival is able to mark certain lines in his window at a less price than they can buy wholesale.

"Some travelers are so short-signted that they think it a cunning thing to get big prices from their small customers, and openly boast of their prowess in this respect. This is the old story of killing the goose with the golden eggs. It is far better for everyone concerned, individually and collectively, that there should be 30 small tradesmen in a town or district than a single large concern. The big houses are never tired of boasting that they can buy well, and there is no doubt that this boast is justified of facts. But the good bargains they procure must be at the cost of someone, and that someone is usually a manufacturer or wholesale house. It is foolish, then, to sneer at the small man, and to describe him as a tin-pot or tupence-ha'penny individual whose business is not worth looking after This is a great mistake, my masters, and unless the error is corrected at once we are all certain to suffer for it. When we have eliminated the small man ,and turned him into a timeserving employe currying for favor with a man at the top, we shall have killed off the characteristic virtues of the race, not the least of which are independence and initiative."

The business men in a Minnesota town hold a "Market Day" on the first Saturday of each month. Prizes were offered in June for the best lot of Spring chickens (more than six), best veal calf and Spring calf, best lots of vegetables, biggest load of oats and biggest lot of eggs. Special bargains were features at the different stores represented. The local band furnished music during the day, and in the afternoon there was a ball game. Two novel features were an exhibit room where the farmers could display their produce and an auction, conducted by a skillful auctioneer, only one per cent. being charged for his services. Special attention was called to the high prices paid for wheat, compared with prices paid at other points.

QUALITIES OF GOOD SALESMANSHIP

Salesmanship is a great thing. I've been studying it a little on the side lately. You see, since I've been the advertising man of this store I don't do much in the way of selling goods myself, but I keep my eye out for anything along the salesmanship line because I'm looking out for all kinds of ways to brace up the business.

The boss' nephew says I'm getting the swelled head since I'm the "ad man," and maybe I am, but I seem to be making good right along and that's more than he is doing, so I don't worry much over the size of my head.

After watching the fellows in the store for a while I've about come to the conclusion that nine men in ten can get to be good salesmen if they go at it to learn just as they'd try to learn to be good artists or good singers. There's a good deal to learn before you can step in behind the counter and sell a man something that he isn't suited with at first sight, and it isn't to be picked up in a minute, and a salesman needs systematic education.

Some men say that it isn't worth while to take all the pains of learning to be a professional salesman when they don't intend to stay behind the counter all their lives. They say that a man can't afford to work too hard at something that will never pay him more than a clerk's wages.

Unlikely Candidates for Promotion.

Of course that's all right if he is satisfied to remain a clerk all his days, but it always struck me that the chap who is afraid of doing his work too well isn't exactly the most likely candidate for promotion. I didn't get my promotion by being afraid I'd spend more time learning about my job than I was getting paid for.

The fellow who wants to be his own boss sometime won't be a very good one if he doesn't know anything about what his men ought to be doing and how they ought to be doing it. Most every man who has made a mark on the top rung of the ladder has begun by making a good deep mark on the bottom rung first.

I believe that some fellows have the knack of just telling what sort of a customer they have as soon as they hear the man or woman ask for what they want. That's reading human nature, I suppose. I never was very good at it naturally and all I learned along that line came by just studying the people I met every minute.

I found that I learned to judge a customer about as well as any one and I could handle them to the advantage of the house where I had been losing them altogether before. And I found out one thing, you don't want to load every customer up with all the goods he'll buy. When I first began, I had the idea that the crack salesman was the man who could sell a customer the most goods — just pile on all that he could possibly be made to take away and pay for.

I worked on that basis for a while until I saw a few cases where men I'd loaded up with too much of something that wouldn't keep forever, sort o' went back on the store. Then I tumbled to the great principle of salesmanship. You may know more about this thing than I do. If you do, you know that the man who is the best salesman is the man who makes the most and the best satisfied customers. Real salesmanship is making satisfied customers and that's the secret of the whole thing, if it is a secret at all.

A Salesman's Greatest Virtue.

You can't make a satisfied customer by selling a person what that person doesn't want, or what won't give that person satisfaction when it is taken home.

The kind of a salesman to be is the kind that people come back and ask for. When a man gets to pleasing the people he waits on so well that they want to do business with him again, then he has made himself worth something to the store and he is getting in line for a raise.

The greatest virtue in a salesman is honesty. It pays to be honest and it pays in real money. There's nothing to be made in any kind of chicanery. I've tried it and I know. I've tried to make people think that Brazilian turp was pure turpentine and had 'em go away believing it and I've had 'em come back knowing that I fooled 'em. It doesn't pay, and it's mighty unpleasant when you get caught trying.

Folks aren't as anxious to trade with a chap who is smooth and smiling as they are to buy from the fellow who tells them things just as they are and who does it every time and gets the reputation for doing it.

A man can't fool a customer once without taking chances of ruining his reputation for a long while with that one customer any way. It takes just about two minutes to fool a man and it takes sometimes two years to get back to where you stood with him before you fooled him.

Don't Pay to Fool Customers.

You can't get around the fact that honesty is the mental and moral foundation of good salesmanship. No man ever yet got a lot of customers going regularly to a store unless he treated them right every time he did business with them. People know when they are robbed or fooled, and they don't always come around and kick about it either. As a matter of fact probably about as many just say nothing and don't come back to really make a kick.

The man who comes back and complains gives you a chance to square yourself with him, but the fellow who just makes up his mind that you are crooked and lets it go at that, keeping away from you and advising his friends to do the same, does you a lot of harm that you probably deserve — unless you didn't deceive him on purpose.

There's a good deal more to being honest than just not taking things that don't belong to you. Any man can be honest in the eyes of the law, just seeing that he doesn't do anything that he could be arrested for, and yet cheat people right and left. If you don't want to be honest because it's the right thing to do and because you know that you haven't any business being anything else, then you won't be honest enough to hurt you any. When I go out to buy things myself, I don't want to go up against the fellow who's only just as honest as he has to be.

This isn't any preachment. It's just straight business talk, and any young clerk who thinks that there is money in the "slick" school of salesmanship has my permission to experiment if he wants to, but if I were looking for a clerk I wouldn't hire him if he were the last man in the line.

Salesmanship may be made up of other things than honesty, and it certainly is, but they don't cut much of a figure if the honesty part is left out.

A PRACTICAL SUGGESTION.

If you find time hanging heavily on your hands sit down and write to all the catalogue houses for their catalogues, suggests an exchange. Don't use your own stationery, however, as they may not want to favor a competitor with a price list. When you get the books go to work and compare the prices with yours, adding freight, postage, etc. Then use some of the results in your advertising. Give the particulars. Don't deal in generalities. Give the name of the mail order house, the page the article is listed and your price and theirs. Call attention to a few staple artieles every week and see if it does not help your trade. Don't make any misrepresentations. If the catalogue house can fairly beat you on an article acknowledge it or else cut your price. Do not substitute something cheaper nor simply surmise that the article offered by the mail order house is "no good." These concerns are not all robbers, by any means. Some of them are as honest in their advertising as you could want them to be. You cannot make any headway against them by calling them "thieves" and "robbers" and "cutters."

Why not sell a few more washing machines before the Fall trade begins? You probably have more time now to devote to this line than you will have a month later. Do some advertising—write personal letters to as many customers as you can and in other ways try to get them interested in the machines.

LIGHTNING USE OF FIGURES

J. Malcolm Stewart, in Chicago Tribune.

The number 10 forms a convenient base from which all numbers having a value of over 9 and under 11 can be figured readily. First multiply by 10, and then by making the necessary fractional addition or subtraction arrive at the desired result, thus :

EXAMPLE NO. 1.

What would 156 yards of gingham cost at 9½ cents per yard ? Answer : $14.82.

Process—At 10 cents per yard it would cost $15.60, and at 9½ cents 78 cents less, or $14.82.

EXAMPLE NO. 2.

What would 244 dozen eggs cost at 10¾ cents per dozen ? Answer : $26.23.

Process—At 10 cents per dozen they would cost $24.40, and by adding to that sum $1.83, the cost at ¾ of a cent, you at once obtain the correct result.

A little practice along the above lines should enable the student to perform any example like the foregoing instantly and mentally.

EXAMPLES FOR PRACTICE.

1. Multiply 148 by 9¼. Answer : (1,480—111), 1,369.
2. Multiply 164 by 10¼. Answer : (1,640 plus 41), 1,681.
3. Multiply 268 by 9½. Answer : (2,680—134), 2,546.
4. Multiply 442½ by 10½. Answer : (4,425 plus 221), 4,646.

Adding or Subtracting a Pitfall.

The main thing to be observed in working examples under the above rule is whether the fractional sum is to be added or deducted. With proper care exercised in this direction no mistakes ever should be made.

To multiply any two figures by 11 : Add the figures to be multiplied together and write their sum between them.

EXAMPLE NO. 3.

What would 63 pounds of rice cost at 11 cents per pound ? Answer : $6.93.

Process—The sum of the two figures composing the multiplicand is 9, which figure, written between the other two, gives the correct answer.

Note—When the sum of the two figures amounts to more than 9, add the overplus to the left hand figure, thus : 87 by 11 equals 957 ; having 1 to carry makes the left hand figure 9 instead of 8.

When three figures are to be multiplied : Consider the two left hand figures together, thus : 187 by 11 equals 2,057 ; 18 and 7 are 25, the 5 making the tens figure in the answer while the 2 added to the 18 makes it read 20.

When multiplying yards or pounds by 12½ cents, the besy way to treat them is to consider the quantity as so many dollars and take ⅛ of them for your answer, thus :

EXAMPLE NO. 4.

What would 486 pounds cheese cost at 12½ cents per pound ? Answer : $60.75.

Process—Either take ⅛ of $486.00, or better still, take ⅛ of $480.00, which is evenly divisible, and then add 75 cents for the odd 6 pounds.

Often you can figure by 13½ to advantage, by first getting the result at 12½ and adding as many cents to your answer as there are yards or pounds in the multiplicand, thus :

EXAMPLE NO. 5.

What would 320 pounds butter cost at 13½ cents per pound ? Answer : $43.20.

You can see readily that at 12½ cents per pound the above quantity of butter would cost $40. By simply adding the cost at 1 cent to your first product you at once obtain the desired result. This rule is worth practicing, and you can use it also in figuring by 11½, in the latter case deducting instead of adding.

EXAMPLES FOR PRACTICE.

1. What would 56 yards dress goods cost at 13½ cents per yard ? Answer, $7.56.
2. What would 168 dozen eggs cost at 11½ cents per dozen ? Answer, $19.32.
3. What would 364 pounds soap cost at 13½ cents per pound ? Answer, $49.14.
4. What would 248 cans peaches cost at 11½ cents per can ? Answer, $28.52.

Fifteen Simplifies the Process.

Fifteen is one and one-half times ten, and can easily be figured by in that way.

EXAMPLE NO. 6.

What would 364 yards cloth cost at 15 cents per yard ? Answer, $54.60.

Process—Add to $36.40 one-half of itself, or $18.20, and you have the complete answer ; or, better still, figure what 360 yards would come to by adding together $36 and $18, afterwards annexing 60 cents for the 4 odd yards.

The advantages of performing operations in the latter way are many. For instance, you soon learn by heart that 360 at 15 cents comes to $54, and adding on the extra cents for the odd yards is easily accomplished. When you learn these things you can just glance at any example like the one we are discussing and say instantly $54.60.

EXAMPLES FOR PRACTICE.

1. What cost 165 yards cloth at 15 cents per yard ? Answer, $24.75.
2. What cost 88 pounds butter at 15 cents per pound ? Answer, $13.20.
3. What cost 264¾ dozen eggs at 15 cents per dozen ? Answer, $39.71.

Do the last example in this way : 260 dozen would cost $39, and 4 dozen 60 cents, and ¾ dozen 11 cents.

Another price commonly met with in business is 17½ cents. You can many times get your result when multiplying by it by first multiplying by 10 and then by 7½, adding the two products together, thus :

EXAMPLE NO. 7.

What cost 44 yards cloth at 17½ cents per yard ? Answer, $7.70.

You should, by using the rule we gave in a former lesson for figuring by 7½, be able to do the above at a glance, just saying 4.40 and 3.30. This ought to be sufficient instruction in handling this number to those who have learned to multiply by 7½.

Easy to Figure by 25.

The next number to be considered is 25, an easy one to figure by, the same rules applying to it that apply to 12½. It also bears certain relations to two other numbers frequently met with in business, 22½ being 10 per cent. less, and 27½ being 10 per cent. greater than it. You will often find it handy to figure by the last two numbers, thus :

EXAMPLES FOR PRACTICE.

1. What cost 64 dozen eggs at 27½ cents per dozen ? Answer, $17.60.
2. What cost 32 bushels oats at 27½ cents per bushel ? Answer, $8.80.
3. What cost 56 yards cloth at 22½ cents per yard ? Answer, $12.60.
4. What cost 144½ bushels corn at 27½ cents per bushel ? Answer, $39.74.

In the last example figure 140 bushels first, then add the 4½ bushels, thus : $35 plus $3.50 plus $1.24.

The next number is 37½. This is best considered as one-half of 75, thus :

EXAMPLE NO. 8.

What cost 48 yards cloth at 37½ cents per yard ? Answer, $18.00.

Process—¾ of $48.00 (what it would come to at 75 cents), is $36.00, and half of that is $18.00.

EXAMPLES FOR PRACTICE.

1. What cost 164 pounds butter at 37½ cents per pound ? Answer, $61.50.
2. What cost 84 yards dress goods at 37½ cents per yard ? Answer, $31.50.
3. What cost 92 bushels potatoes at 37½ cents per bushel ? Answer, $34.50.
4. What cost 142½ yards cloth at 37½ cents per yard ? Answer, $53.44.

In the last example take ½ of ¾ of $140 and add 94 cents for the 2½ yards.

TO PROVE ANY SUM IN DIVISION.
EXAMPLE NO. 11.

$$21)485(23$$
$$\underline{483}$$
$$2$$

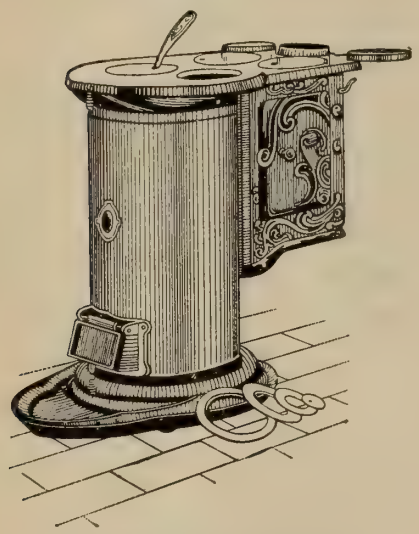
Reduce the figures in the divisor and quotient to single figures. Multiply them together and, having again reduced them to a single figure, add the remainder. The final result should equal the sum of the dividend reduced, by addition, to a single figure.

A Kentucky merchant, a woman by the way, is getting a large part of the farmers' trade by sending out two wagons loaded with goods most in demand, all through the section tributary to her town.

STOVES AND TINWARE

"PERFECTION TORTOISE" STOVES

The James Smart Manufacturing Co., of Brockville, have brought out this year the "Perfection Tortoise" cooking stove, cut of which is here shown. It is a combination cooking and heating stove, using either hard coal or wood, and is built with a view to getting the maximum heat with the minimum quantity of fuel. It is 33 inches high, 16 inches in diameter, has four 8-inch holes, and an oven 16 x 10 x 12 1-2. The James Smart Co. report that the stove is being very favorably received by the trade. They will be



"Perfection Tortoise" Stove.

glad to furnish further information relative to the stove to those who are not yet familiar with it.

MAIL ORDER COMPETITION IN STOVES.

When all interested parties give their attention to removing a factor which exists to their mutual disadvantage there is a strong probability of the intruder getting the worst of it. Both the stove manufacturer who has confined the sale of his output to the stove dealer and the stove dealer who has not been aggressive in his stove display and salesmanship have had occasion to notice that the catalogue house has secured enough of the stove business to interfere with the profits of the stove business to the stove dealer at least, points out the Metal Worker. There is no occasion for this state of affairs if the stove dealer will devote a little time to the study of the methods which have been pursued by the successful merchants in his town. These have little interference with trade from catalogue house competition.

The method in question will be found to be the simple one of modern business practice. It involves good judgment in selecting stoves adapted to the needs of a community and then showing them to advantage, talking about them entertainingly and intelligently and advertising them properly. The bright, capable stove dealer will become familiar with the quality and character of the stoves sold by the catalogue house, the prices at which they are sold and the methods of selling. This will show him that he can readily supply more desirable and better stoves, not only with less trouble but with greater convenience to his home trade, and still undersell the catalogue house. If he is enterprising he will have nothing to fear from this source. The point where the local stove dealer is deficient is in the failure to bring before the people the fact that he can serve them better than any outsider. This can only be done by judicious advertising.

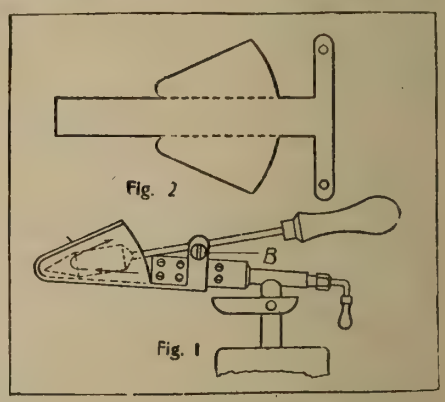
Aggressive Use of Advertising Matter.

For years a portion of every stove manufacturer's expense has been for advertising literature, which is furnished free to the stove dealers for general distribution. Every stove salesman who travels among the stove dealers is aware of the fact that a very large percentage of this costly advertising literature goes to waste. Here is where the stove dealer has not borne his share of the burden. It was his duty, in fairness to those who provided him with the advertising matter and in the desire to secure increased profits from his business, to have made some study of the best method of disposing of this advertising matter, so that everybody within any reasonable distance of his establishment should become aware that he was a live, hustling progressive stove dealer, distributing the kind of goods best adapted for the needs of his community. He should let the community know that he is prepared to sell at prices which are equal to those quoted by anybody, and that he has the additional advantage to his customers of bringing the selected stove direct to their houses and setting it up so that it can operate in the best possible manner.

In case of troubles with chimneys or failure to understand the management of the stove it should be the cheerful duty of the stove dealer to explain the cause of the trouble, to remove it, or familiarize his customer with the management of the goods. The purchaser will then have increased confidence in the home stove dealer. This the catalogue house is too far away to do, and the stove man who is to drive out this competition can make it clear that this is a distinct and positive disadvantage to the buyer. Even when the dealer carries these recommendations into effect he must go still further and follow the example of successful local tradesmen in using the local paper to make the general public familiar with the fact that his store is the only place to buy stoves to the best advantage.

Push Sales in Return for Trade Protection.

Then, again, every stove traveling man is aware of the fact that the display of stoves in the stores of too many who claim to be in the stove business looks as though they were in the junk business. It is necessary that the stove display be arranged with some taste, otherwise how can a man expect a woman of refinement to visit his establishment and have confidence in a dingy display of excellent stoves. Better stove display, that leaves nothing to be lost when compared with the display of the local dry goods or other popular store, must be provided, unless the stove dealer wants to relinquish the stove business to the catalogue house, the department store and the furniture dealer. For years stove manufacturers have confined their sales to stove dealers and



Holder for Heating Soldering Iron.

have protected them in their business by giving them a discount which was secured by the trade only. In return for this trade protection the stove dealer owes it to the stove manufacturer to be more aggressive in his work of distributing the product of the stove manufacturer.

SOLDERING IRON HOLDER FOR BLOW TORCH.

A device for heating soldering irons very quickly and with little fuel consists of a sheet iron pocket, (A), Fig. 1, and a 3-16 inch stove bolt (B) for fastening to blow torch. Cut a piece of No. 18 sheet iron to the shape shown in Fig. 2 and drill holes for the 3-16 inch stove bolt as shown. Bend the sheet iron as shown in Fig 1 and fasten to the burner, and the heater is complete.

Go after every man who builds a house in your town and convince him, by thorough knowledge of your subject, that he ought to put in a furnace and that your kind is the only one for him.

HARDWARE TRADE GOSSIP

Ontario.

Wm. J. Lowndes, plumber, Toronto Junction, has assigned.

Wm. Knight, Maple, was a hardware buyer in Toronto this week.

The People's Gas Supply Co., Ottawa, have opened a branch at Winnipeg.

W. F. Roberts, dealer in gas fixtures, Hamilton, has sold his business to Geo. Hatherley.

M. F. Irwin, salesmanager McClary Manufacturing Co., London, is on a two week's holiday.

W. A. Porter, of the Ontario Lead & Wire Co., Toronto, is away on a fortnight's holidays.

E. T. Dean, of Stewart & Wood, Toronto, is spending a vacation at Port Sanfield, Muskoka.

F. W. King, superintendent of the McClary foundries, London, is spending his vacation in Boston.

The Metallic Roofing Co. are putting a new roof on their factory at King and Dufferin streets, Toronto.

Adolph Henry, of J. Henry & Son, Orono, was a caller at the Toronto office of Hardware and Metal on Tuesday.

A. T. Fife & Co., Kenora, intend erecting a fine new hardware store building adjoining their present premises this Fall.

Gentle & Travis, steam and hot water heating contractors, have removed from 23 Scott street to 30 Richmond street east, Toronto.

Frank Russill, of the Russill Hardware Co., Toronto, returned this week from a fortnight's trip to Atlantic City, Boston and other eastern points.

A. D. Kennelly, manager of the Toronto branch of the McClary Manufacturing Co., has returned from a three week's holiday at Niagara-on-the-Lake.

The Pease Foundry Co. are now in their new premises at 36 Queen street E., Toronto, and will be prepared to receive exhibition visitors in the new building.

C. H. Whitworth, of Smith's Falls, has sold his hardware stock to Clark & Lewis and R. Hawkins, who will divide it. Mr. Whitworth will be general manager of the new Rideau Foundry & Malleable Co.

Taylor Bros. & Co., Carleton Place, have purchased the hardware business of P. M. Young, Almonte, and will conduct it as a branch establishment. J. D. Taylor will go to Almonte to manage the business there.

The marriage of F. Outram, late manager of the Globe File Co., Port Hope, and Miss Florence M. Johnson, Bowmanville, took place a week ago. Mr. and Mrs. Outram will reside at Port Hood, N.S., where he will take charge of a large coal mine.

Ben Noble, London; S. G. Gourlay, St. Catharines; Joseph Henderson, Niagara Falls; J. Neelands, Barrie, and George Millward, Port Hope, were amongst the Ontario plumbers in attendance at the Knights Templar convention at Montreal last week, there being almost as many plumbers at the Montreal gathering as at the Ottawa convention.

A writ has been issued by T. L. Wilson, hardware merchant, Ingersoll, against Jas. McKay, to recover the sum of $100 penalty under the act respecting registration of co-partnerships, for non-compliance with the requirements thereof by registering in the registry office a declaration as provided thereby within six months from the time of commencing business.

H. S. Howland, Sons & Co., Toronto, are putting in new fitting in their sample room. At the entrance to the room there is an oak handrail with gate dividing the outside corridor from the office and deskroom Two large silent salesmen, mahogany finished, will be used for plated and silverware. These have mirrors in the bottom which will add greatly to the effect. Show cases of the same finish are being installed for the lighter samples of hardware, and for the builders' and heavy hardware, oak shelving will be put in with bins and drawers. Visitors to the exhibition will find the new sample rooms greatly improved.

Quebec.

H. Blais & Co., plumbers, Napierville, Que., have registered.

Cleophas Falardeau, machinist, Causapscal, has assigned to A. Fortin.

A. B. Walsh, of Ormstown, was a visitor at some of the Montreal warehouses this week.

Thos. Douglas, of Douglas Bros., Toronto, spent the week at the firm's Montreal office.

T. McOuat, of T. McOuat & Son, Lachute, visited the Montreal jobbers on business this week.

C. M. Strange, sales manager of Lewis Bros., Montreal, returned on Monday from a brief vacation.

W. H. Evans, of the Canada Paint Company, is enjoying his Summer vacation at Prout's Neck, Maine.

A. E. Warren, of the staff of Frothingham & Workman, Montreal, is spending his vacation at Shawbridge.

Wm. MacKay, representing the Corbin Cabinet Lock Co., called on the Montreal wholesale trade this week.

Darling Bros. are installing a new electric freight hoist in the warehouse of Frothingham & Workman, Montreal.

Jos. W. Rayner, vice-president of the Skedden Brush Co., of Hamilton, was in Montreal for a couple of days this week.

A. A. Brown, manager of the McClary Manufacturing Co., Montreal branch, is at present in the west on an extended visit.

W. J. Lough, of the Coulonge Hardware Co., Coulonge, Que., visited Montreal this week, accompanied by his wife and family.

Chas. Chipchase, of the order department of Caverhill, Learmont & Co., Montreal, is spending his vacation in the mountains

Mr. Smith, of P. S. Chestnut & Son, Fredericton, N.B., was in Montreal a few days ago and called on his firm's connections there.

H. A. Gunn, sales manager of H. S. Howland, Sons & Co., Toronto, was in Montreal this week, making friendly calls on the trade.

Wm. Patterson, formerly with B. & S. H. Thompson & Co., Montreal, has returned from a successful business trip to the Old Country.

E. J. Rowlands, secretary-treasurer of Alex. McArthur & Co., paper manufacturers, Montreal, is enjoying his holidays in Western Ontario.

W. Holley, of the Robert Mitchell Company, Montreal, left last Saturday for England, where he will look after some business affairs for his firm.

Jas. Reid, buyer for Caverhill, Learmont & Co., Montreal, is taking his annual rest at St. John, N.B., and other points in the Maritime Provinces.

Jas. R. Baxter, formerly with L. N. Beard, St. James street, Montreal, returned on the Empress of Britain from England, where he has been on business for some weeks.

W. F. Canavan, manufacturers' agent, Montreal, is calling on the Quebec lumber camps in the interests of Josiah Fowler, the axe manufacturer, whom he represents in this province.

Thos. Blaikie, city representative of the Dominion Wire Manufacturing Co., Montreal, left on Thursday to spend his vacation at Portland and other points on the Maine coast.

Jos. A. Gagnon, trading as the Hardware Specialty Mfg. Co., Chambly, has failed with liabilities, $32,718. He failed at Three Rivers as a grocer 16 years ago, and subsequently ran the Sheffield Cutlery Co., Montreal, which was wound up two years ago.

J. H. Plummer, the president of the Dominion Steel Company, may not return to Canada for some time. Mr. Plummer collapsed after the annual meeting in Montreal, and had to be carried on the boat. A letter from England says that his health is far from satisfactory.

Western Canada.

S. M. Jean, hardware merchant, St. Boniface, Man., has assigned.

A. C. Lawson, Cartwright, Man., expects to open his new hardware store in a day or two.

I. P. Friesen, hardware merchant, of Rosthern, has purchased A. P. McNab's elevator at that place.

The Western Hardware Company, Regina, has sold its property where the fire recently took place to Cohen & Finklestein for $15,500.

Armstrong, Smith & Dowswell have opened a hardware store at Regina, Sask., and wish to receive catalogues and circulars from the wholesale trade.

The J. H. Ashdown Hardware Company, Winnipeg, have increased their capital stock from $1,000,000 to $2,000,000 in order to handle their increasing business.

HARDWARE AND METAL

Established - - - - - - 1888

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WORKING OF QUEBEC TAX.

Although the Quebec Government's imposition of a tax on commercial travelers is being evaded by many salesmen from across the line, it is nevertheless having an undoubted effect on the number of foreign travelers doing business in that province. Naturally enough, the large wholesale houses of Montreal are beginning to feel a narrowing tendency in their source of supply, and it is becoming somewhat difficult for them to keep their stocks as varied as formerly.

Of course there are several United States firms who are more or less cheerfully paying their travelers' taxes, so that they can go about their business in Quebec Province with a clear conscience. But these are large manufacturers, producing, for the most part, staple articles the demand for which is sufficient to justify them in paying the tax. In this respect the Montreal wholesalers are probably no worse off than before.

It is in the supply of trade-bringing novelties that the jobbers now find themselves short. These are generally manufactured by comparatively small firms, who cannot afford to pay the travelers' tax because their sales in the province are limited and their profits by no means heavy. Some of them are sending over their travelers despite the fine, and allowing them to run chances on being caught. But it would take more than a natural born optimist to do business under these circumstances.

At present the Montreal wholesale firms are compelled either to purchase their novelties from these wandering fugitives or send their own representatives to the United States markets to choose their stock. In this way additional expense is incurred, and the business handicapped. It seems a short-sighted policy on the part of the Quebec Government to thus deliberately hamper the business houses of their own province in the struggle for commercial pre-eminence.

THE NATIONAL EXHIBITION.

The Canadian National Exhibition opens at Toronto on the 27th of the present month, and there are very few merchants within convenient distance who will not take advantage of the cheap rates to visit Toronto and the Exhibition. The Process Building will be among the points of special interest at the fair, while the new Stove Building will also be a centre of interest to all hardware and heating goods dealers.

Readers of this paper are invited to make the offices of the MacLean Publishing Co., 10 Front street east, their business headquarters while in the city. Being in the heart of the wholesale district and close to the leading hotels, merchants will find it a convenient location to have their mail addressed to as well as to come and do such letter writing as they may desire to do before returning home. Writing tables in our quiet offices will be greatly preferable to those in the crowded hotels.

Hardware merchants in Ontario have an additional reason for attending the exhibition this year because of the holding of the convention of the Retail Hardware and Stove Dealers' Association in Toronto on Tuesday and Wednesday, Sept. 4 and 5, during the second week of the Exhibition, the gathering providing an excellent opportunity to meet and hear the views of brother hardwaremen from all parts of the province.

CANADA'S IRON INDUSTRY.

The production of pig iron in Canada for the first six months of 1906 according to statistics issued by the American Iron and Steel Association, give the Canadian production at 282,010 tons, against 257,797 tons in the last half of 1905, and 210,206 tons in the first half of that year. The production for the six months this year was greater than for any twelve months prior to 1902. This encouraging record of growth may be due in part to the fiscal policy of the Dominion Government in assisting by tariff and by bounties the early stages of the iron and steel industry in this country. The existing laws under which bounties are being paid has nearly expired. There are some minor bounties on rods, plates etc., which began but recently, and the duration of which is not fixed by law, but for pig iron and the more important steel products the term is now in its last year, and bounties are at minimum rates, 35 per cent of the original bounties. For the fiscal year ended June 30 last the total amount paid in bounties showed the expansion of the industry. A return presented to Parliament gave the amounts for the eleven months to May 31 as: Iron bounties, $624,191; steel bounties, $939,591. These compare with $248,417 iron bounties and $64,360 steel bounties in the full fiscal year 1900.

Without the aid of the bounties it is certain that our iron and steel industry would not be in the flourishing condition it now enjoys, although the activity of the United States producers in looking after their home market has relieved Canadian producers from American competition and helped to build up the industry in this country. The outlook for the future is quite hopeful and the indications are that the Canadian rail mills will soon be in a position to handle the enormous demands for rails from the various Canadian railway companies which are honey-combing the country with their net-work of rails.

ELECTRIC SMELTING PLANT.

The announcement that a big steel firm of Pittsburg is preparing to put up an electric smelting plant at some point in Canada where water power and ore are available is good news to Canadians, who will learn with satisfaction that such early and satisfactory results are to follow the expenditure of a few thousand dollars by the Dominion Government to cover the cost of the recent experiments at the "Soo." It is not generally known that ever since the experiments closed the electric furnace has been kept in operation on a commercial basis by the Algoma Steel Company, the product being a pig iron containing a very high percentage of nickel. The furnace resembles a large arc light, the power transmitted from the two poles generating a tremendous heat which smelts the ore, removing the slag while allowing the nickel and iron to form itself into pigs.

An electric smelting plant, capable of turning out 20 tons of pig iron a day, will soon be in operation in California, installed by Dr. Herault, of France.

A RETAILER'S OPINION.

A topic of discussion among retail hardware dealers at the present is: "Will the retail merchants be able to compel the wholesalers to refrain from selling direct to the consumer and do a strictly wholesale trade?" There are various opinions expressed on this subject, and just what the results of the Hardware and Stove Dealers' campaign will be is awaited with interest.

In speaking of this question one Toronto dealer said: "I know of wholesalers who send their representatives to builders, and not only offer them hardware at the same price they quote to the retailer, but often lower. Any agreement we would make with the wholesalers to stop this practice is, of course, considered illegal trade restriction by our present laws. I almost think at times that we should go in a body to Ottawa and ask for a change in the law whereby we could make arrangements with the wholesalers to eliminate injurious business methods."

NEWFOUNDLAND'S TRADE LOOMING.

The Governor-General's visit to Newfoundland with the rumored intention of preparing the way for the admission of the Ancient Colony into the Canadian Confederation is encouraging to the hopes of that increasing member of Canadians who actively desire to see the island, politically as well as geographically, a part of the Dominion. Commercially, the ties of common interest are being strengthened. The American consul at St. John's has submitted a report designed to bestir American manufacturers to take a greater interest in Newfoundland. He says:

"During the past decade Newfoundland's imports have grown from $5,986,861 to $10,279,293, while its exports have risen from $6,638,187 to $10,669,342, an expansion of the total trade from $12,625,044 to $21,148,635. During these ten years the imports from Britain have increased from $1,975,754 to $2,654,908, those from Canada from $2,231,641 to $4,105,569, and those from the United States from $1,973,721 to $2,750,114. In the year before last imports from the United States had reached their high-water mark of $2,991,022, and those from Canada $3,423,225; but it will be observed that the former have declined nearly $250,000, while the latter have increased almost $700,000.

"An analysis of the trade returns of the colony show that in the great majority of instances the import of commodities from Canada had increased at the expense of the United States, a fact attributable in part to the friction arising out of the fishery dispute between Newfoundland and the United States.

"There is need for vigorous action by American manufacturers if they would hold this growing and profitable market. The prosperity of the island is so staple and its trade conducted on such conservative lines that insolvencies are rare and its chief commercial concerns enjoy a high rating with credit agencies. The financial standing of the colony is such that its treasury reports a surplus of $134,000 for the last fiscal year, making the sixth successive surplus in as many years, out of which the Government has set aside a cash reserve of $450,000 and employed the remainder in adding to the appropriation for public services. The revenues, which are almost altogether obtained from customs duties on imports, have grown in amount in each succeeding year, despite the removal of taxation from fishing, farming, and mining requisites and from flour, molasses, and kerosene oil, staple necessaries of the masses of the people."

THE SITUATION IN METALS.

For the first time this season the leading Montreal metal jobbers are noticing a lull in the volume of business. It is remarkable that this condition has held off so long and even more remarkable that the calm is so slight when it has come.

Although there have been some fluctuations in tone during the past week, there is very little to report in the way of price changes. So far as ingot metals are concerned, the only change is in pig lead which has stiffened somewhat, and is now being quoted at from $4.40 to $4.50 per hundred pounds.

Ingot tin seems, at present, to be fairly steady at the price as recently advanced. During the early days of the week the tin situation was somewhat easier, but on Thursday it firmed up to the old prices.

Both spelter and sheet zinc are very firm at the figures currently quoted. In European markets, the demand is again becoming brisk, and the London exchange reports prices 10s. higher this week. Whether Canadian prices will be advanced in consequence is at present uncertain, but at any rate that is the tendency of the market.

Copper and antimony have not experienced any change, and both continue to be in good demand. Antimony has steadied since the slump of a few weeks ago, and is now firmly held at the price quoted.

Jobbers who sell chiefly from stock report a good average business in sheets and plates, but nothing out of the ordinary. On the other hand, importers state that they are booking a very heavy tonnage in these lines, for future delivery. Nearly all producing mills are filled, and early shipments are hard to obtain.

From present appearances, galvanized sheets will soon experience a general advance, such as would have been justified some time since. Already one leading Montreal jobbing house has advanced prices on their brand of galvanized, and others are expected to follow.

Tin plates have been advancing all week and large consumers are finding it a difficult matter to secure prompt deliveries of their specifications. The scarcity of tin plate bars is being keenly felt by producers who find it impossible to make any intelligent promise regarding shipments until the bars have been actually rolled.

OUR TURN NOW.

Canadian trade has passed the half billion dollar mark. Ten years have shown an increase of 133 per cent. Gone are the days when the sons of Canada were forced by reason of dull times to expatriate themselves in order to earn a livelihood, and gone also are the taunts at Canada's slowness. And the end is not yet: this is but the beginning.

Why did not this prosperity come to us years ago, and why did the United States leave us so far behind? That we have produced as good a class of men goes without saying. Seemingly all we lacked was confidence in and a knowledge of our own resources. Yet we cannot help but feel some pride in knowing that the United States owes at least some of her greatness to Canadian brain and brawn, for we have lost to them 1,200,000 native born Canadians, many of whom occupy high positions. In the United States are 13,000 school teachers and professors of Canadian birth. Of physicians and surgeons there are 4,000, and of engineers, who are most valuable men in developing a new country, we have given 3,000. If figures of other callings in which Canadians have distinguished themselves, and contributed to the wealth of the States were made known, the results would be astounding.

But Canada's time has come. Her talent and her capital are remaining at home, and other capital is coming in. And the men are coming back. Last year some 210,000 came into the Canadian west from the States to till the soil. The east, too, is gaining, although not so fast, in the number of manufacturers who are coming across. What is necessary to keep the good work going is to show that in Eastern Canada we have the resources and opportunities, and in a few years the half billion mark we are now so proud of will look small indeed.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 62.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Cotton Goods——Such as cod lines, chalk lines and twine, have advanced.

Cotton Sash Cord—Current price is 35 cents per pound.

Pig Lead—An advance of 5c per hundred lbs.

Galvanized Iron—Gorbal's "Best Best" advanced 5 cents.

Pig Iron—Summerlee, No. 1, $22.50; No. 2, $21.50.

Mild Machinery Steel—Quotations for base sizes $2.15.

TORONTO.

Solder—We quote one cent higher.

Turpentine—A two cent advance has been made in line with our prediction of a week ago.

Pig Iron—Radnor is now quoted at $33 per ton.

Pig Lead—Quotations are 10 cents higher.

Ingot Tin—Last week's advance has been maintained.

Old Material—Prices are firming up.

Twines and Rope—Manilla rope is likely to advance.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 17, 1906.

Following the very noticeable lull of a week or so ago, business this week is decidedly picking up and is now assuming good proportions. In nearly all the local warehouses, practically the complete staffs are now on hand, and they are finding work enough to keep them busy. The travelers are all back on the road, and, in consequence, orders are coming in freely.

Cotton goods have advanced and such articles as cod lines, chalk lines and twine are now quoted higher. The ruling price for cotton sash cord is 35 cents per pound. Bolts are still very scarce and the wholesale trade is experiencing difficulty in filling orders.

Ammunition and guns are going very briskly and business in these lines is rapidly increasing as the Fall season approaches. Other goods which are especially active just now, are horse blankets, skates, cow ties, lanterns and sleighbells. The latter are not subject to the usual inquiry for this season, however, as the retail trade carried over heavy stocks from last year.

AXES—There is no special feature to remark this week. Prices generally ruling are being quoted as follows: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—The usual business is being done and we quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—The approach of the Fall is the signal for a quickened inquiry. The market has not yet recovered from the slashing which was in evidence some months back. Prices are by no means steady, but as an average figure we may quote: Cold blast, $4; No. 0, Safety, $3.50 to $3.75.

COW TIES—A brisk demand is felt just now. Discount quoted on cow ties is 40 per cent. off list.

STALL FIXTURES—These goods are sharing the activity of cow ties, which are a kindred line. We give discount as 35 per cent. off list.

SLEIGH BELLS—Sales so far have been light, as is to be expected, considering the fact that retail dealers disposed of little or no stock last Winter, Leading wholesalers here are quoting the same prices as last season, and we repeat as follows: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50, pear shape, $1.15 to $2; shaft gongs, 20c to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS— Conditions in this trade are unchanged since our last report. We still quote: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Business at present is rather quiet. Our prices are as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS — A normal turnover is reported. We give discounts as follows: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Dealers find it difficult to fill orders owing to the scarcity of bolts. Our discounts are as follows: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—A fair trade is reported. We are still quoting as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Trade is still somewhat unsettled, but a fair average on prices quoted, is struck at $2.05 per keg base, f.o.b. Montreal.

CUT NAILS— Business is dull, but the price remains $2.20 per keg base, f.o.b. Montreal.

HORSESHOES—Sales are about as usual for the season. Our prices are: P. B. new pattern, base price $3.50 per 100 lbs.; M. R. M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—A good demand for all Fall goods exists, and the season promises to be an active one.

BUILDING PAPER—A quiet tone pervades the market which has not shown any change for some time past.

CEMENT AND FIREBRICK—Orders are mostly for small lots, but trade is very active. We still quote prices as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Quotations remain as follows: 5-16 inch, $4.25; 3-8 inch, $3.75; 7-16 inch, $3.55; 1-2 inch, $3.35; 9-16 inch, $3.30; 5-8 inch, $3.20; 3-4 inch, $3.05; 7-8 inch, $3; 1 inch, $2.95.

GREEN WIRE CLOTH — Sorting orders are still being received at the unchanged quotation of $1.45 per 100 square feet.

AMMUNITION—Sales are increasing right along and there is every indication of a very large Fall trade. We quote as follows: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Aug 17, 1906.

Fall shipments in hardware are assuming considerable bulk just now, and business on the whole is noticed to be more brisk than during the past few weeks.

More firearms and ammunition are being sold this year than previously, which is a token of the general prosperity throughout the land.

It is not unlikely that an advance will shortly be made in sisal and manila rope. Some eastern manufacturers are also making an advance on cotton twine and cord, but no changes have been made by Ontario houses.

AXES AND HANDLES—Seasonable trade continues to be done.

CUTLERY AND SILVERWARE—A good demand is felt for these lines.

SPORTING GOODS—An unusually good business is being done particularly in shooting materials.

WASHING MACHINES — A very good demand still exists and with the return of customers from Summer resorts a good trade can be developed.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote the following prices: 2-inch mesh, 19 w.g., discount 50 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE— We quote the following prices: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues. We quote: $2.05 base.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7 1-2 off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7 1-2 off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS—Large orders are being booked and trade is picking up.

SLEIGHBELLS—Orders are light owing to large holdover stocks from last year.

FARM TOOLS— Manure forks are moving and hay forks are still selling.

RIVETS AND BURRS—Tinned rivets are now quoted net extra 4c. per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Stocks are bare and supplies very hard to get. Demand is keen with prices very stiff. We quote 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

HIDES AND WOOL—The situation has not varied materially. The trade is waiting for something to turn up. A cent is off the top price for unwashed wool.

Hides, inspected, steers, No. 1	0	12½
" " " No. 2	0	11½
" " cows, No. 1	0	12½
" " " No. 2	0	11
Country hides, flat, per lb., cured	0	11½
Calf skins, No. 1, city	0	14
" " No. 1, country	0	13
Lamb skins and pelts	0	75
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb.	C	25
" " extra "	0	27
Wool, unwashed fleece	0 16	0 17
" washed fleece	0 26	0 27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 17, 1906.

A very large turnover in metals of nearly every class has been effected by the metal dealers here during the past week. Price changes have been few but the general tendency is now unmistakably upward.

Copper remains steady and is very firm. There are no great stocks on hand in Montreal, and jobbers are not showing much anxiety to sell at current prices, as higher figures are looked for.

Some New York authorities are now predicting that tin will again reach a high price before any decline is made. However, uncertain any such statements must be, the fact remains that after the sharp advance of last week, tin is necessarily firm and for the present at any rate an advancing market looks promising.

Pig lead is higher this week the tone of the market having firmed up considerably. An advance of 5 cents per hundred has been made and an active demand exists.

Zinc is stiffening in foreign markets and the effect is bound to be felt here In London, both spelter and sheet zinc have advanced 10s., but as yet Canadian metal merchants are quoting last week's prices.

A heavy tonnage is being booked in sheets and plates. In all of these the market is very firm, and advances are momentarily expected. Indeed, so far as galvanized iron is concerned, at least one manufacturer's products have advanced during the week. For some time past jobbers' prices have been considerably lower than the selection warranted, and a general revision is considered imminent.

COPPER— The light stocks on hand here have made dealers not overly anxious to sell. The market is very firm at the following prices: Ingot copper, 21c. to 21 1-2c.; sheet copper, base sizes, 25c.

INGOT TIN—Last week's advance is held steadily. We are still quoting: 44c. to 44½c. per pound.

ZINC SPELTER—Advances in the English market amounting to 10s. have stiffened conditions here. We still quote, however, as follows: $6.75 to $7.00 per hundred pounds.

ANTIMONY—Tighter conditions prevail this week and higher prices are expected. For the present we quote 27c. per pound.

PIG LEAD—This metal appears to have completely recovered from its recent weakness and we are now quoting an advance of 5 cents. Our prices are $4.40 to $4.50 per hundred pounds.

PIG IRON—Carron, Clarence and Cleveland have all been advanced fifty cents, while Summerlee is lower. The heavy demand on the continent for English and Scotch irons is gradually reducing stocks held and holders are consequently inclined to demand higher prices.

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.50	"	"
" (special)	21.50	"	"
Summerlee No. 1	21.50	"	"
" No. 3 (soft)	20.50	"	"
Clarence No. 1	19.50	"	"
" No. 3	19.00	"	"
Cleveland No. 1	19.50	"	"

BOILER TUBES—We still quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15½c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—A fair trade is be-

ing done at the following prices: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.; Jowitt's 11c. to 11½c.

Diamond J., 6¼c. to 7c.; Jowitt's Best,

MERCHANT STEEL—Business is fairly brisk. We give the following prices: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—Prices remain: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON— Prices on Gorbal's "Best Best" have advanced and from present appearances higher prices will soon be the general rule. We quote prices as follows: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—We are quoting: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—Heavy bookings are now being made. Quotations remain: 52's, $2.60; 60's $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—The market remains steady at the following prices: Cokes, base size, 1C 14 x 20, $4; charcoal, base size, 1C, 14 x 20, $4.25.

TERNE PLATES—Dealers are still quoting $6.85.

SHEET ZINC—The market remains unchanged at the following figures: $7.75 in casks and $8 in less than casks.

SHEET LEAD—There is no new feature in the market. We quote: 2½ lbs., 5½c. by the roll; 3 lbs. and heavier, 5¼c. by the roll; small quantities, 25c. per hundred lbs. extra.

BAR IRON—The price has not changed, and quotations remain $2.05 base, f.o.b. Montreal.

OLD MATERIAL—There is little business doing just now, but, in spite of this there has been considerable inquiry for scrap metals, a large number having been received from the west. Indications are that if any changes are made they will be in the direction of rather better figures. In a month or so more the foundries will become a little more active and the demand will then pick up. Quotations are all the same as follows: Light copper, 14 1-2c.; heavy red brass, 14½c.; yellow brass, 11½c.; light brass, 7½c.; lead, 3¼c.; zinc, 4c.; machinery cast scrap, $13; wrought scrap, $12; stove plate scrap, $10.50 to $11; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7¾c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, August 17, 1906.

More strength is evident in the market at present than has been manifest for some weeks. While it is expected that buying will be active from now on until the close of navigation, the great strength shown in outside markets is unusual at this season. Locally one observer this week likened conditions this year with those of 1899 when buying kept up all Winter.

All the advances made in outside markets have not been duplicated here as yet, but changes have been made in pig iron and lead as well as in old material. The U. S. market reports concerning iron are very glowing, while a similar situation exists in Great Britain, where producers are said to be withdrawing prices. Ingot tin is held firm at last week's rise and pig lead is moved up to $4.50.

Stocks of bar iron, bolts and nuts are very low and with pig iron strengthening prices on these lines may go still higher.

PIG IRON—Another advance has been made on Radnor and it is now quoted at $33. On some English lines prices have been withdrawn and altogether the market is stiff and likely to go even higher. We quote: Radnor at furnace, $33; Hamilton at furnaces, No. 1, $21; No. 2, $20.50; Londonderry, f.o.b., Toronto, No. 1, $22.50; No. 2, $21; Middleborough, $22.

BAR IRON—Demand is heavy and stocks are bare and hard to replenish. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—The market is very active and last week's advance is held firmly. Quotations are 42c. and 43c. per lb.

TIN PLATES—Trade is active with prices unchanged. We quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS — Prices in Toronto are cut up but generally the demand is good and prices are steady. We quote: 16 to 20 gauge, $3.65 up.

BRASS—The market continues firm with no price changes. We quote: 23c. to 24c. per lb.

COPPER—Prices are firm at the same quotations. Our prices are: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—More activity is evident and in response to outside conditions a ten cent advance has been made. Local dealers are quoting $4.50 for imported pig, and $5 per 100 lbs. for bar lead.

ZINC SPELTER—The market is quiet and prices remain unchanged. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — The demand is good and an advance of 15c. per 100 lbs. for 3-16 inch tank plates is looked for soon. Our prices are: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $20. Terms, 2 per cent. off.

ANTIMONY—Good business is being done in small lots. Prices are unchanged at 27c.

OLD MATERIAL — In response to stronger conditions in the metal markets we are reporting advances this week in heavy and light copper and machinery cast scrap. Dealers' buying prices are as follows: Heavy copper and wire, 15c. to 15½c. per lb.; light copper, 13½c. to 14c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $11; No. 2 wrought, $3 to $5; machinery cast scrap, $15; stove plate, $10; malleable and steel, $5; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.40; grate, $5.15; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

U. S. IRON AND METAL TRADES.

From the Iron Age, Aug. 16, 1906.

In pig iron the tide of buying as well as of values continues to rise. Such a movement in August, it is safe to say, is without parallel. Whether appreciation is general enough of its possibilities for harm really to avert the danger remains to be seen. That there is some excitement and that excitement is to be deprecated is admitted.

Heavy purchases of Bessemer and foundry irons for delivery in the first quarter and the first half of 1907 are the significant developments of the week. Practically all the steel making pig iron that can be produced at merchant furnaces in the remainder of the year had been swept up. To the foundry trade an equally significant fact is that what little foundry iron is available for this year's delivery can only be had at advancing prices and usually in connection with contracts for 1907 iron.

Steel manufacturers in the central west, in view of the shortage in Bessemer iron for 1906, have come into the market for 1907 requirements, and sales of 100,000 tons at $17.75 at Valley furnace have been made for delivery in the first half of next year. The United States Steel Corporation has not yet participated in the buying for 1907. In common with other steel manufacturers it will find it necessary to limit its steel production in the balance of this year because of inability to get pig iron. It has been a buyer of melting scrap, however, though the relief in this direction is but slight. The corporation bought 13,000 tons of basic iron at $17.90 to $18, delivered at Pencoyd, Pa., in the last quarter of the year, taking all the eastern basic that was offered. The total purchases of basic in the past month for eastern steel works reached 250,000 tons, quite a little being for the first quarter of 1907.

Sellers of foundry iron have put up their prices about 50 cents a ton in the week, and the market is still rising. The minimum for Southern No. 2 is now $14.50 at furnace, and sales at $15 have reached a respectable aggregate. In the Cleveland district melters of iron are going far afield for supplies, and there is little promise of an abatement of the present scarcity this year.

Eastern Pennsylvania furnaces, which sold on the basis of $17.75 at furnace for No. 2 Foundry iron two weeks ago and at $18 last week, have now put their prices at $18.50. Sales in New England and the east in the past week amounted to 80,000 to 90,000 tons, largely for next year's delivery. The importation of pig iron is not an immediate contingency. A further advance of about $1 a ton might let in some iron for consumption at tidewater, but even at a parity foreign iron would be taken very reluctantly.

Track supplies have been heavily bought in the west, and spikes have advanced $2 a ton. In rails a lull appears in all markets.

A meeting of steel corporation sales agents in the past week brought out reports of the most optimistic character. No precedent for present conditions at this season is found in the experience of those longest in the business.

The cast iron pipe trade presents the unheard of phenomenon of Spring orders being placed in August. At Kansas City a 5,000-ton contract for cast pipe was taken by the largest producer.

The steel corporation is sold up on sheets and tin plates to the end of the year, but independent interests, in the present scarcity and high price of steel, are not reaping a harvest.

The bar situation is increasingly strong and the possibility of an advance is intimated.

Scarcity of coke adds to the difficulties of the situation. The steel corporation is still a buyer.

LONDON METAL MARKETS.

From Metal Market Report, Aug. 15, 19 6

PIG IRON—Cleveland warrants are quoted at 52s. 1½d., and Glasgow standard warrants at 52s. 7d., making prices as compared with last week 1s. higher for Cleveland warrants and 10d. higher for standard warrants.

TIN—Spot tin opened easy at £181 12s. 6d., futures at £181 2s. 6d., and after sales of 350 tons of spot and 350 tons of futures closed weak at £180 7s. 6d. for spot, £180 2s. 6d. for futures, making price compared with last week £1 12s. 6d. higher on spot, £1 higher on futures.

COPPER—Spot copper opened quiet at £83 5s., futures £83 5s., and after sales of 150 tons of spot and 150 tons of futures, closed firm at £83 10s. for spot and £83 5s. for futures, making price as compared with last week 2s. 6d. higher on spot and 7s. 6d. higher on futures.

LEAD—The market closed at £17, making price as compared with last week 6s. 3d. higher.

SPELTER—The market closed at £26 15s., making price as compared with last week unchanged.

UNITED STATES METAL MARKETS.

From the Iron Trade Review, Cleveland, Aug. 16, 1609.

From the Iron Trade Review ,Aug 16

So heavy has the buying movement of the past week become and so strong is the demand for all grades of iron that producers are uniting their efforts to avoid the runaway market now threatened. An excited tone already prevails in some districts and there is reason to believe that certain consumers are attempting to buy ahead of their real requirements. Prices, especially on spot shipment iron, have advanced sharply and the top figures are apparently not yet reached. Off-irons are selling without difficulty and melters are eagerly clearing furnace yards of inferior grades. The principal sales of the week were about 50,000 tons of various grades in the Chicago district, some 60,000 tons of basic in the Philadelphia district and 100,000 tons of Bessemer in Youngstown and Pittsburg for delivery in the first quarter and first five months of next year, the price of all but 10,000 tons of the Bessemer being $17.75 valley furnace. Many foundries are being compelled to buy spot iron in advance of prices, as high as $19.95 being paid in Philadelphia. The supply of Bessemer in the valleys is extremely small and is being held at $18 to $18.25 at the furnace for this year's delivery. Southern No. 2 foundry has advanced to $15 for early shipment.

With sales now being closed for delivery of iron through the first half of next year furnace interests are becoming anxious about their supplies of raw materials and the prices they will have to pay. Coke producers are quoting reluctantly and higher prices are in prospect. As regards ore for 1907, mining interests are opposed to an early opening of the buying season and will postpone it as far as possible. It now appears that the advance in price over this year, if any, will be small.

The scarcity of crude steel continues, but steps are being taken to increase the production of sheet bars and relief is promised at an early date. The principal manufacturer of sheets has increased its production at Sharon and Muncle, and will soon place other mills in operation. The Carnegie Steel Co. has practically all the orders it can take on plates for this year. Other producers are able to take new business, but are falling behind on deliveries. Mills rolling structural shapes are receiving specifications in great volume, but new business is not especially large. The demand for track supplies is heavy. Scrap is much stronger with quotations advanced.

Nova Scotia Trade News.

Halifax, N.S., August 14, 1906.

With good orders coming in for the season of the year and collections very satisfactory, hardware jobbers of this city have no complaint to offer as regards the condition of trade. There have been good sales of picks, shovels and also drills. Some axes are selling and also saws, but the sales of these are light as yet. The market is pretty steady and there are no indications of any immediate change in the price list. Tons of cement are being used daily in connection with the paving of the streets of Halifax and the Rampart Cement Co., of Sydney, which has the contract, is kept busy in supplying this article.

The Dartmouth Ferry Commission have awarded the contract for installing an Oxford boiler and heating apparatus to J. J. O'Toole. The tenders were

Crump & Peurier	$795
Farquhar Bros.	675
Ritchie & Co.	654
Macdonald & Co.	647
Longard Bros.	579
A. C. Young	567
J. J. O'Toole	449

The city council of Halifax has decided to purchase another fire engine, the tender of the Waterous Engine Co. for an 800 wine gallon engine being accepted. The engine will cost $5,500. The council also annulled the contract with the Canadian Fire Engine Co., as the engine was not delivered within the time prescribed. The tender of Macdonald & Co., foundrymen, Halifax, for the construction of an eight foot aerial truck of the Horton pattern was accepted. The ladder will cost $4,900.

At the annual meeting of the Standard Coal & Railway Co. held in this city the following officers were elected. Directors: R. H. Brown, John Strachan, J. C. Mahon, H. J. Logan, M.P., Hon. C. N. Cummings, L. F. Gillespie, J. D. Brown, Robert O'Mullin, J. A. McKinnon, and H. A. Lovett. At a subsequent meeting of the directors, R. H. Brown was elected president, John Strachan, vice-president, and F. W. Handright, secretary; J. H. Gillespie, of Parrsboro, was elected manager.

Mining machines will be in use in No. 6 colliery, Cape Breton, in a very short time. Longwall machines have arrived already. The work at No. 6 has been done hitherto by hand picks.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Aug. 17, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

For the month of August business is exceptionally brisk, the turnover being considerably larger than last year. Values are steady, there being no quotable change of importance.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE — We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅝ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ½, $7.20; ⅝, $4.60; ¾, $4.30; ⅞, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47 1-2 per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1 1-2c. per lb. A decline of 1-4c.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—As noted last week, shot has been advanced 25 cents per 100 lbs. We quote prices as follows: Cartridges, Dominion R. F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33⅓; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—Prices are: Bar iron (basis), $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The pig lead market is still reported very firm and local prices are maintained steadily. The price is $5.25 per cwt. with a reduction of 25c. per 100 lbs. on ton orders.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

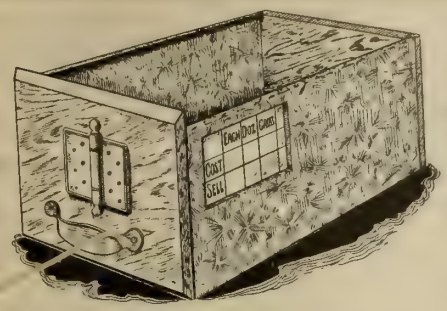
TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Prices are now quoted as follows: White lead, pure, $7; bladder putty, in



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is the best advertisement you can have, for it appeals to every one of your customers and will draw their trade as sure as a magnet will draw a piece of steel.

Give your store an air of prosperity. Make it look as if you were doing the best business in the town. If your store looks like a second-hand junk shop people will feel like paying second-hand prices.

If your goods are well displayed on shelf boxes your clerks will be able to wait on twice as many customers.

Goods displayed on shelf boxes often suggest articles which your customers had not thought of buying.

The **Bennett Shelf Box** has metal sides and saves 20 per cent. space over the old-fashioned wooden box. It has oak fronts and each box is supplied with a brass pull. Write for price list.

CAMERON & CAMPBELL, Sole Manufacturers, **TORONTO**

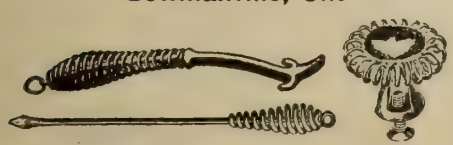


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bbls., 2½cf ; in kegs, 3¾c. ; turpentine, pure, in barrels, 97c. ; less than barrel lots, 92c. ; linseed oil, raw, 64c. ; boiled, 67c.

WINDOW GLASS — We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25 ; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00 ; 26 to 40, $4.52 ; 41 to 50, $4.75 ; 51 to 60, $5.25 ; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35 ; 41 to 50, $8.40 ; 51 to 60, $9.45 ; 61 to 70, $10.50 ; 71 to 80, $11.55 ; 81 to 85, $12.60 ; 86 to 90, $14.75 ; 91 to 95, $17.30.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

970. Machinery—A Birmingham firm wish to get in touch wih Canadian firms manufacturing specialties in machinery who desire to appoint a representative in Great Britain.

974. Machinery—A Birmingham commission agent wishes to represent a Canadian firm manufacturing machinery suitable for British market.

975. Shovel handles—A Leominster firm wish to purchase D shovel handles.

976. Lard tins, etc.—A Birmingham firm wish to find a market in Canada for lard tins, pressed meat tins and brawn tins.

977. Rolled iron—A West Bromwich firm wish to get in touch with Canadian firms open to purchase rolled iron.

978. Machine tools—A Birmingham firm is open to supply Canadian firms with machine tools.

979. Machine tools— A Walsall firm wish to appoint an agent in Canada for the sale of machine tools.

980. Agent—A Dudley firm wish to appoint an agent in Canada for the sale of machine tools, vises, anvils, etc.

981. Kettles, etc.—A Cradley Heath firm wish to find a market in Canada for their kettles and saucepans.

982. Agent—A Hanley firm would like to appoint a first-class agent in Canada for the sale of tiles, blue and red bricks, terra cotta and sanitary appliances

ACME CAN PICNIC.

The first annual picnic of the employes of the Acme Can Works, Montreal, was held at Electric Park, Sault au Recollet, last Saturday afternoon. There were in attendance some three hundred employes and friends. Everyone enjoyed the outing, which lasted from 8.30 in the morning till 7 in the evening. The several committees did their work well and everything was run off in a most satisfactory manner. There were present several representatives of different manufacturing and business enterprises in Montreal.

President Jas. B. Campbell and Vice-President Wm. Pratt, of the Acme Can Works, were both in attendance and helped out the employes, having a good word for everybody.

NOVELTIES FOR THE HARDWAREMEN

Readers desiring the addresses of the manufacturers or jobbers of the articles described, or any additional information, can secure the same from the Editor of HARDWARE & METAL.

REVERSIBLE PORCH SWINGS.

Indiana Bent Rung Ladder Company have added to their lines of manufacture, porch swings, two of which are shown in the accompanying cuts. Both have reversible backs, which can be changed quickly and easily. They can both be taken apart in a few minutes and knocked down for storage or shipment. They are made from three to six feet in length to suit requirements. The woodwork is finished in golden, weathered or green oak, hand rubbed. The swing shown in figure 1 can be packed in a crate 6 inches thick, and the one illustrated in figure 2 in a crate 3½ inches thick. The Indiana Bent Rung Ladder Company, of Indiana, Pa., will be glad to give further information relative to these swings to readers.

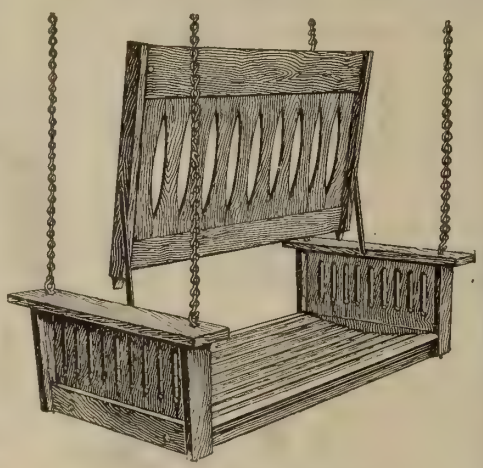


FIG. 1—Reversible Porch Swing.

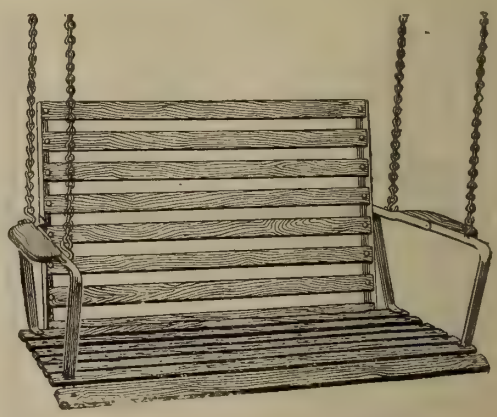


FIG. 2—Reversible Porch Swing.

A NEW ROLLER SKATE.

A patent has been solicited on what is unquestionably a novel idea in connection with a roller skate by Lee Richardson of the Richardson Ball Bearing Skate Co., 501 Wells street, Chicago. The new Richardson skate has but two rollers, but is so constructed that the same oscillating action is obtained as in connection with the Richardson four-wheeled skate, which has become so popular during the past few years.

The objection to all two-wheeled (or what are known as cycle) skates previously manufactured, was that the rollers were rigid on the foot plates, therefore making it impossible to describe curves and circles, while with the new Richardson skate, illustration of which appears herewith, the same movements and evolutions can be executed as easily as with the four-roller skate.

It is not expected that the new skate will displace the original four-roller Richardson skates for general rink use, but that it will be preferred by professionals and expert skaters for individual use, on account of its simplified construction and light weight. The rollers are aluminum, 2⅛ inches in diameter by 1¼ inches on the face, and are mounted on roller carriers with outside hangers which carry the axles, one end of roller carrier resting on a large rubber cushion which prevents all jar.

The new Richardson skate will be known as the Expert and will be ready for the market October 1.



Richardson Roller Skate.

Two enterprising Missouri druggists are giving away score cards with an appropriate line of base ball talk and a couple of catchy cuts advertising their soda fountain and perfumes and toilet articles. They will also present a silver trophy to the member of the local team getting the highest batting average. For this, "the store with the yellow front," yellow paper is used for circulars—with printing in red

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Geo. A. Stanley, hardware merchant, Lucan, Ont., writes asking for the names of manufacturers of bells. He wants to procure one weighing about 200 pounds.

Answer.—The Meneely Manufacturing Co., Troy, N.Y., and Peck Stow & Wilcor, 27 Murray street, New York, are very large manufacturers of bells. The James Morrison Brass Manufacturing Co., Toronto, make the smaller sizes up to about 150 lbs. in weight.—Editor.

* * *

W. H. Turnbull & Son, Brantford, Ont., writes asking for information regarding the size of cess pools for country houses along the line of the article which appeared in Hardware and Metal of August 11, by A. S. Atkinson.

Answer.—This matter will be dealt with in an article in the plumbing department of Hardware and Metal next week.—Editor.

DO A CASH BUSINESS.

There are two ways of doing business, a right way and a wrong way. Doing it the right way results in the survival of the fittest. It does not require a forecast of the finality when doing business the wrong way.

A series of articles appearing editorially and on this page, bearing directly on doing business on a cash basis have caused considerable comment and some action. Whole counties are considering the transformation. Merchants in many sections would shift instanter but for the fear that some trade might be sacrificed. It matters not how drastic the change, it is a fact that the old way of doing business will not meet the requirements of to-day and the merchant who continues to extend credits for a year or more, without interest, will sooner or later find the truth of this statement.

There is a way to do a cash business without insisting on immediate payment. Your jobber does a cash business. He gives you discounts for immediate payment, for payment after ten days, etc., and then after the maximum time on which goods are sold, you are forced to give bankable paper bearing interest to cover your account.

Every large manufacturing concern does a cash business, because on every sale made there is a stipulated time for payment and interest is made on deferred payments.

Every large city store does business on a cash basis and yet no small part of the trade of these stores is done on credit—but this credit differs from that demanded by the farmer. An agreed time for payment is arranged for, and the applicant for credit is investigated as to ability to meet obligations, past record, etc., while there is a distinct understanding as to the maximum amount of credit to be used.

Reputable people, and disreputable people, who had not been discovered in their favorite pose as dead beats, were given credit for any old amount and for any old time.

There was even no limit to the patience of the merchant. Moreover, the collection of accounts worried him not. If a debtor wanted to pay well and good, if not, why it made no difference, and he was as welcome to borrow the goods of the retailer as the cash customer who just happened in.

This habit grew and grew and paved the way for the retail mail order business. It was handicapping the cash customer for the benefit of the time and eternity debtor. It disgusted men with money ready to pay their way to find that the slow and never-paying customers were just as welcome and received the same prices that they did.

The retailers with their limited stocks and with their own slow ideas were moving along slowly, when they awakened to the fact that they had aggressive competitors in the big mail order houses. The difference between the catalogue houses' price and their own startled them.

Many changed quickly to the cash basis. Cash or bankable paper after 30 days. Some to cash outright. Find one of the firms that changed that would ever go back to the mixed method.

We are at the very crest of the catalogue retail trade wave. It will go backward or forward from this time on. It is up to the retailers of this country to give the movement a good swift kick.

You can meet catalogue retail competition only in one way. Do business on as near a cash basis as possible, and above all things have a limit to credit and a date for payment of accounts. The more people who cut out time and eternity credits, the less powerful the mail order competition. There should certainly be a difference in the price of goods sold for cash and on goods sold to be paid for in six months, a year, two years or—perhaps. The nearer a straight cash business you do the better, and there is safety, satisfaction, security and surplus in it, with assurance against the coming of the sheriff. There will be no creditors.—The Hardware Trade.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

FOUNDRY AND METAL INDUSTRIES

United States statistics show that Canada and Newfoundland imported only 58,632 tons of steel rails from that country for the fiscal year ending June 30 last against 164,041 tons in 1905.

The Dominion Coal Co. reports a falling off in the output of the mines, due, in part, to an exodus of the company's employes to the west and to other companies. The situation has been partially relieved by the arrival of miners from the Old Country.

It is said that a well-known Pittsburg Co. intends going into the electric smelting industry in Canada at some point where power can be obtained at minimum rates. Plans are also being laid for the establishment of electric smelters in Mexico and the United States.

During July the dominion Copper Co. smelted 18,000 tons of ore, also 404 tons of matter carrying 44.6 per cent. of copper, which, with gold and silver value, gave a gross value for the month of $86,000. It is expected that during August the total smelter treatment will be $160,000.

The British Columbia Copper Co. has received one of the three mammoth furnaces which it is installing at the smelting works, and it is now on its foundations. The other two will follow soon from Milwaukee, where they are being manufactured. The improvements at smelter and mines will cost about $400,000.

The first steel car ever manufactured in Canada was delivered to the C.P.R. last week by the Dominion Steel Co. The car was entirely constructed at the new plant erected outside of Montreal, and the company has contracts to deliver 500 of the steel cars to the C.P.R. just as fast as they can be turned out. The cars are used for the transportation of minerals and coal in Western Canada.

Regarding the Canadian steel and iron bounties, the Ottawa correspondent of the London Economist, who is generally credited with knowledge of Government policy, says: "Bounties to manufacturing industries are becoming a serious charge. Some of them will expire shortly, but are sure to be renewed for another term. A single industry in Nova Scotia seems to have been paid $2,500,000 in bounties in the last six years; this is over and above the tribute it exacted from the consumer through its protective duties."

ROLLING MILLS FOR SALE.

The new bar iron rolling mill recently erected at Winnipeg, is announced for sale by T. M. Kirkwood on another page in this issue. Mr. Kirkwood is the late owner of the Belleville Iron & Steel Rolling Mills and in his advertisement makes a novel proposition to western hardwaremen as well as outlining the possibilities of developing the new plant.

MALLEABLE IRON.

Malleable iron is the very highest grade of grey iron submitted after casting to an annealing process. In this process the carbon which makes cast iron so brittle is burned out, and all other impurities are eliminated, thus giving it greater tensile strength than any other form of iron. It is pure iron and can be stretched, doubled, hammered and twisted without breaking. To anneal these castings are placed in an immense sealed oven and are given heat for sixteen days. Many castings are rejected because they are found defective when removed from the ovens. It is this unavoidable loss that makes malleable construction so unpopular with those makers who are willing to sacrifice quality to profit. Those castings found true as to quality are fashioned back into their original shape (which in annealing is almost entirely lost) by huge drop hammers and by hand. It is a strange and interesting sight for those not familiar with malleable construction to see the way in which the tops, anchor plates, frames and doors are hammered into fitting shape. A blow with a fraction of the force used on malleable iron would send cast iron ringing into a thousand pieces, because cast iron is so brittle.

Brighten Up

The Sherwin-Williams Agent does not find the Fall time a dull painting season, as so many agents do. It presents for him many opportunities for sales and profits. He develops and secures the trade of his locality.

There is a reason for his prosperity. It's this—

The Sherwin-Williams Co. is behind him in every effort to go after business. We work with him and for him to promote sales and make his line better known. This Fall, for instance, we have prepared a special "Brighten Up" Campaign. It includes many trade winning features and is absolutely free to the agent. All we ask is that he give us his co-operation and enthusiastic support. We do the rest—and he gets results.

The Sherwin-Williams Line backs up the agent's publicity. Every paint and varnish in it is as good as can be made. His sales stay sold. He gives the greatest value and best satisfaction.

There's food for thought in this. If you are one of those "other line" agents who find sales slow and the Fall time a "Dull" time instead of "Brighten Up" time, let us hear from you. Our proposition will interest you.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS.
Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.



1665

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

INGOT METALS

Tin—"Straits" and "L & F"
Lead—Best English
Copper—Lake and Casting
Spelter—"V M" and Ordinary
Antimony—Cookson's

From Stock or for Import to wholesale buyers only

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

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22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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CANADA SMELTING CO.
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STANDARD ***Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc***

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Perfectly Flat Galvanized Sheets

Is a marked characteristic of
GILBERTSON'S
COMET
Brand

Sold by all jobbers who are up-to-date.

It sells readily, is selected carefully; soft and smooth. Prices lower than other high-grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

PAINT GUARANTEES.

In discussing the subject of paint guarantees a successful American manufacturer whose factory has been in operation since 1835 says that no guarantee of durability can be given on paint for any definite number of years by any manufacturer unless the price includes a certain percentage for the purpose of establishing a reserve fund to meet the cost of indemnity in case of failure non-attributable to the quality of the paint, or a desire to lose the cost of indemnity for the purpose of advertising. The only guarantee he would give is that if properly applied, under proper conditions and on a proper surface, that his paints would outwear any other brand. He writes:

"How can a manufacturer guarantee his paint without the former qualifications? Is he certain that it will be employed as it comes to the hands of the users? No! Very frequently the paints are changed in character by admixtures after leaving the factory, and these admixtures, even with the most laudable intent, may prove detrimental to the life of the paint. Is the manufacturer certain that the paint has been properly stirred? Is he certain that the previous coat was dry before the succeeding one was spread? Has the paint been brushed out nicely, or has it been applied too thick? These are but a few of the possibilities that will make a paint go wrong. Therefore no manufacturer can guarantee his paints for a definite period without qualification.

"We have given our guarantee and have had no trouble in selling our paint. Very rarely do we have a complaint, and when we have one we find, upon investigation, that the paint is not at fault; but even so we deem it, as a matter of policy in rare cases to furnish paint to repaint jobs that have gone wrong through no fault of the paint. This loss we pocket usually as a matter of policy and a courtesy to our agent.

Analysis of Composition of Paints.

"Twenty-four per cent. of water as part of the vehicle in the paint of a certain mail order house does not augur well for durability. We prefer straight linseed oil with the necessary turpentine drier.

"The pigment end in the composition of a paint is a question which most manufacturers have decided for themselves, the decision being based in some cases upon researches, in others to meet popular prejudices, and again in others to conform to assumed standards of law. In the latter case, granting (what we will not concede) that law makers are the best paint makers.

"Barytes 'per se' does not make good paint, nor does an immoderate use of it produce the best paint—paint good in all respects.

"We contend, however, that barytes discreetly used in connection with oxide of zinc, does make the best paint. It covers amply and is more durable than any other in the market. More durable, because barytes does not affect the 'life' of the paint, viz., the linseed oil.

"Oxide of zinc, the strongest tinting white pigment known, requires too much oil. We mean that oxide of zinc, to render it spreadable, requires so large a volume of linseed oil that its capacity is impaired, and that by adding an inert substance like barytes, which takes a much lesser quantity of linseed oil, we form a pigment surpassing the capacity of white lead. We mention white lead because that pigment is advertised by its manufacturers as being the ideal house paint, all others being excluded."

VARNISH IN GREAT BRITAIN.

The weekly report of the Trade and Commerce Department issued August 6, contains an item from P. B. MacNamara, the commercial agent at Manchester, Eng., which will be of interest to the trade. The report says:

"The British trade and navigation returns do not classify varnish, hence I am not able to furnish the quantity imported and its value, but I am informed by a dealer that the quantity is quite large, and that Germany contributes somewhat to the amount for inside purposes only. Oil varnish is chiefly used, but there is a demand for spirit varnish also. There are many varnish manufacturers in England, but the dealer is always glad to supplement his source of supply provided he can effect a saving thereby. There is a difference in the nature of the varnish used in the North and South of England, owing to climatic conditions, and that which is chiefly used in the former would not be used in the latter part of England, it being said that it cracks when exposed for a not very long time, hence it would be necessary that the Canadian manufacturer wishing to establish a connection here, would make a varnish to suit the conditions of the country. A connection could not be made by correspondence only as samples would be required."

WHEN VISITING

TORONTO EXHIBITION

ARRANGE to meet your friends at our Exhibit, corner Centre Aisle and First Aisle, to right of Main Side Door, Manufacturers' Building.

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

WAITING MEANS WANTING

The dealer who waits before he starts usually waits (for trade) after he starts.

The "early" man gets the bulk of the business.

Do you appreciate the opportunities to sell a really good bath tub enamel? Well, there are many, and that's just the reason we put up

STRAITH'S BATH TUB ENAMEL

We know this enamel will resist hot or cold water—form a hard, polished non-absorbent surface.

We also make MANUFACTURERS' BAKING BATH TUB ENAMEL

Order "both" and you'll be glad you did so.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

Your CUSTOMERS ARE HUNGRY

for something really satisfactory for their Floors.

Give them

JAMIESON'S FLOOR ENAMEL

and they get what, up to the present, they have hoped and longed for in vain.

DRIES HARD OVER NIGHT
DOES NOT PEEL OFF
IS NEVER STICKY
MIRROR GLOSS
HARD AS IRON
STANDS REPEATED WASHING

Manufactured by

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., MONTREAL

Write for prices and show card

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

OILS

Raw Linseed
Boiled Linseed
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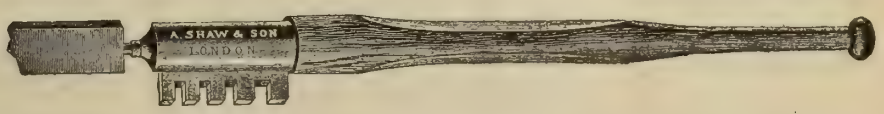
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OILS GUARANTEED GENUINE.

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PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

SHELLAC

MARX & RAWOLLE
NEW YORK
Manufacturers

BLEACHED and ORANGE

Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**

Tel. Main 2661 P. O. Box 14. MONTREAL FOR QUOTATIONS

A FACT THAT TO PAINTERS SIGNIFIES QUALITY

Wherever the Union Jack floats in the breeze, the superiority of

BRANDRAM'S B. B. GENUINE WHITE LEAD

is universally recognized. The only White Lead used in making

ANCHOR LIQUID HOUSE PAINTS

is BRANDRAM'S, and to Painters everywhere this fact signifies

QUALITY



TRADE MARK

HENDERSON & POTTS LIMITED, HALIFAX, N. S. ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Aug. 17, 1906.

Orders coming in during the past week have shown that the statement in our last issue regarding the very healthy condition of the paint and oil trade was freely verified.

In spite of the intensely hot weather which has prevailed in every part of the country, the consumption of all paint materials is remarkably good.

Prices remain steady and the only probable change in the near future is in turpentine. In the southern markets a number of fluctuations have transpired of late, but the Canadian trade is not following them very closely. A quick advance was recently made, but it was followed by a slight reaction. On the whole, however, the present situation would indicate that Canadian prices on turpentine will have to be advanced very soon.

LINSEED OIL — Present conditions make for a very steady market. Our quotations are as follows: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE — Market experts are predicting an early advance. Meanwhile we still quote: Single bbl. 86c. per gal.; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC— The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Conditions are unchanged since last report. Prices remain as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—Prices remain unchanged as follows: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is on the quiet side. Our quotations are as follows: Firsts in cases, 8 1-2c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20 1-4c in barrels.

WINDOW GLASS—A good demand is maintained, and prices are steadily held, as follows: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Aug. 17, 1906.

As was expected turpentine has been advanced again, quotations for single barrels being now 87 cents. There is a decidedly firmer feeling in turpentine, and indications are that prices will be maintained for a while.

Linseed oil is quoted at 1 1-2 cents higher across the sea, but locally there are no changes and the market is steady.

As reported last week, a Toronto house is making a big cut on white lead.

In a Quality Class of Its Own
In a Selling Class of Its Own

There you have

MAXIMUM LIGHT GLASS

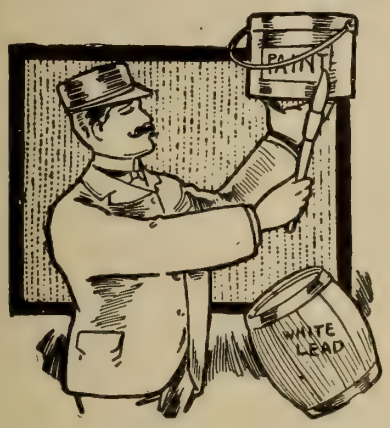
the only daylight-increasing window-glass combining lenses and prisms. You must not confuse **MAXimum LIGHT GLASS** with ordinary corrugated or prismatic glass. You can form some estimate of the sales of **MAXimum LIGHT GLASS** when you are told that in two months' time over 8,000 windows were placed in buildings in London, Eng. Contractors and builders write us for particulars, and, of course, we refer them to the dealer in their town. We want the dealer to write us and then to sell the glass to the contractors and builders.

We Should Like to Hear from You.

SOLE CANADIAN AGENTS:

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS



RAMSAY'S PAINTS FOR PAINT DEALERS

Every lineis for business getting and for money making. All made with care to bring results and to give satisfaction.

RAMSAY'S PAINTS for the House
RAMSAY'S OIL STAINS for new wood
RAMSAY'S VARNISH STAINS for over work
RAMSAY'S OUTSIDE PAINTS for the barn
RAMSAY'S CREOSOTE STAINS for shingles

Everything in "Ramsay's" for good painting

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Put up in bbls., ½-bbls., and small pkgs.

WE MANUFACTURE

Furnace Cement
and
Stove Putty

We know the requirement of the trade.

Before getting in your full stock you should discuss the question with us.

START OFF BY SENDING FOR OUR PRICES.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.



"I USE ONLY THE
C.P. Co's

Satisfaction is depicted upon every feature when the **Canada Paint Company's** colors and stains are being used.

The reason is **not** far to seek.

Enquire from **any** of the merchants who **sell** our manufactures.

We, ourselves, refrain from expressing **any opinion** as to the cause of this universal satisfaction.

THE CANADA PAINT COMPANY LT'D

but it is not general, other houses still adhering to the former prices.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN — Canadian Government standard, 600-lb. berrals, 19 1-4c.; 25-lb. drums, 20 1-2c.; 1-lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 52c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 87c.; 2 to 4 barrels, 86c., f.o.b. point of shipment, net 30 days. Less than barrels, 90c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL— English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.38; Pennsylvania, $1.64: Ohio, 98c.

It is more profitable and satisfactory to sell high grade goods than cheap stuff. Talk quality always.

SPECIFICATIONS FOR OILS.

The lubricating oil business is passing through various changes with regard to the manner in which it is conducted by the buyer. Time was when he contented himself with saying that he wanted a cylinder oil, or a loom oil, or a shafting oil, as the case might be, leaving it with the dealer to supply what in the latter's opinion was a suitable oil. The dealer would of course take into consideration the kind of machinery used by his customer and the price which he would be ready to pay. This latter was by no means an unimportant matter, for it largely governed the quality of the oil which was supplied. If the oil sent did not suit the buyer, then perhaps a fresh oil merchant would be tried. Sometimes a buyer would get price quotations from several dealers and choose either the lowest priced oil or whichever he thought would suit him best. As to stipulating for this or that gravity, or a particular viscosity and flash-point, it never occurred to him; but the dealer, by laying particular stress on these points to show the superiority of his oils over his competitors', has educated his customers up to requiring that the quality of the oil supplied shall be defined by certain of these points.

The fire insurance companies have also had a considerable influence in the same direction, for they have paid attention to the character of the oils used in large mills for lubricating the machinery, and have laid down certain minimum qualities they shall possess. There are still buyers who take no notice of such things; but there are others, especially railway companies, corporations, etc., who lay down somewhat strict specifications as regards the qualities of the lubricating oils to be supplied to them. This is, perhaps, not to be wondered at, having regard to the spread of knowledge as regards oils; nor is it generally a thing to be regretted.

The difficulty is that the preparation of the specifications is not done in a systematic manner; no two are drawn up exactly alike, and if the buying company keep a chemist of their own there is a tendency to be somewhat over-particular in the provisions of such a specification, not having regard to the commercial side of the question, and whether the test is really a practical one or not. One buyer specifies that his oil shall stand a current of air at a high temperature. Another wants an oil to stand a very high temperature for a long period of time. Then some want an oil to stand an exceedingly low temperature, not becoming turbid. We rather fancy that in all these cases the buyer has a somewhat exaggerated idea of the conditions his oils have to meet; he also fails to specify how these requirements are to be experimentally carried out. Then there are questions concerning viscosity; some buyers test their oil at one temperature, others at another; some seem to like what can only be considered fancy temperatures not attainable in practice, or even necessary in testing oils. We think oil dealers should bring some pressure to bear on their customers who employ specifications, with a view to seeing that they are rationally drawn up, and the conditions are such as may be easily tested by well known and defined methods.—Paint, Oil and Drug Review.

ADVERTISING NOVELTIES.

Here is a list of novelties commonly used for advertising purposes. Have you tried any of them?

Fans
Signs,
Trays,
Diaries,
Aprons,
Banners,
Souvenirs,
Calendars,
Tin Cups,
Nail Files,
Corkscrews,
Moon Flys,
Tin Scoops,
Yard Sticks,
Emery Files,
School Bags,
Fancy Cards,
Lead Pencils,
Horns—Paper,
Horse Covers,
Coat Hangers,
Feather Darts,
Match Strikes,
Laundry Bags,
Coupon Books,
Asbestos Mats,
Balls and Bats,
Drawing Books,
Wood Whistles,
Mirrors—Pocket,
Tobacco Pouches,
Package Carriers,
Mile-Board Signs,
Carpenter Aprons,
Aluminum Trays,
Caps—Advertising,
Bows and Arrows,
Blotters—Lithograph,
Leather Card Cases,
Match Holder—Tin,
Leather Cigar Cases,
Memorandum Books,
Scholar's Companion,
Cards—Picture Cards,
Aluminum Novelties,
Paper Weights—Glass,
Wood Business Cards,
Foot Rules for Schools,
Thermometers, any size,
Aluminum Penny Piece,
Millinery and Shirt Bags,
Aluminum Business Card,
Pin-Cushion and Paper Weight,
Aluminum Combs, Book Marks,
Leather Pocket Books and Purses.
Carpenter Pencils, 6-inch rule on one side.

A. A. B.

* * *

Things to Talk About in Your Ads.

Who you are.
Where you are.
What you have.
What you charge.
When you deliver.
When you close.

* * *

Things Not to Talk About in Your Ads.

Who your predecessor was.
What great things you have done.
Why your neighbor shouldn't get an order.
Where your profits go.
Why other merchants cheat.
When you intend to retire.

A. A. B.

TRADE TEMPTERS.

(What other hardwaremen are doing.)

"We were fortunate in securing the agency for the —— ranges and heaters. In order to acquaint the stove-buying public with the many new features we will to-morrow and all the rest of the week give a cooking demonstration showing the range in full working order."

"Every one who writes an order in our store to-day will get a package of —— note paper—all the rage."

"Free with every ice box or refrigerator, $1 worth of ice delivered to your house just as you want it."

"A free gift to the ladies who will take the trouble to inspect our gas stove room. We show over twenty different sizes of gas stoves in our gas stove salesroom and want all the ladies to inspect them. You will not be asked to buy anything and you will be courteously treated. For your trouble we will be pleased to give you a hot pan lifter."

The London Fence Co. ask tenders for their new warehouse at Portage la Prairie.

STOCK CONTINUOUS LEDGERS

$21.00 Size 8x12 — **$23.75** Size 12x12

The above prices are for a complete outfit, comprising--

1 REGULAR CRAIN CONTINUOUS BINDER AND INDEX
1 "K" SECTIONAL POST CANVAS TRANSFER BINDER AND INDEX,
ONE THOUSAND PAGES (500 LEAVES)

The continuous Binder is the same in every particular as the high-class goods we have always manufactured.

Different Ledger Rulings to choose from

on best ledger paper.

Before placing your order for a new ledger this fall write us for further particulars.

LOOSE-LEAF SYSTEMS — CRAIN — OTTAWA, ONT.

The Rolla L. Crain Co., Limited

OTTAWA, CANADA

BRANCHES and AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Building, 107 St. James St.
WINNIPEG OFFICE—Sylvester-Wilson Bldg.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.



This Display Case is given away with every order for this set of the R. Berg Cutlery Co's. Scissors, which comprise leading lines in price and quality.

Highest grade in temper and workmanship.

Every pair guaranteed. For sale by all leading wholesale houses.

F. W. LAMPLOUGH & CO. MONTREAL

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed
Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Calgary Cement Co's plant has been destroyed by fire. The loss will be $100,000.

The Manitoba Frost Wire Fence Co. will build a factory and warehouse in Winnipeg.

Southampton ratepayers voted by-laws to lend $15,000 to a furniture company, $10,000 to Sol Knetchel for a machine shop; $5,000 to Chas. Williams for a grist mill.

A Pennsylvania steel forge company is negotiating with Toronto civic officials for a two acre foundry site on Royce avenue. Fifty men will be employed if the industry is established.

The Deparment of Public Works Ottawa, calls for tenders for lock and dam on St. Andrew's Rapids, Winnipeg.

The Standard Bank of Canada will open a branch at Belleville.

The Montreal Light, Heat & Power Co. will erect a power house at the Soulanges Canal, forty miles from Montreal.

The St. George Pulp & Paper Co., of St. George, N.B., had their mill destroyed by fire. Loss $25,000.

Port Arthur is to have a Dominion De Forrest station for wireless telegraphy.

The City of Brandon and the Great West Power & Machinery Co. have come to a deadlock in their negotiations owing to inability to provide a site.

Woodstock, Ont., will on Sept. 12, submit a by-law providing for a loan of $25,000 to the Canadian Bearings Co., of Hamilton. The company agree to erect three buildings at an expenditure of $10,000, and to install machinery worth $30,000. They will employ at least fifty men.

The preliminary arrangements for the Electrical Trades Exposition in the Fall of 1907 were made at a meeting of Montreal firms interested in the proposition, which took place this week. Five thousand dollars, a sum larger than will be required for the preliminary work, has already been subscribed. At the exposition there will be exhibits of all electrical apparatus, as well as that of allied trades.

The Quebec Railway Light & Power Co., finding that its power from Montmorency Falls proves inadequate at certain times, has entered on an extensive development about half a mile higher up the river. To provide for the season of low water the company has erected there, according to the plans of E. A. Evans, chief engineer and general manager, a dam 84 feet high, the highest in Canada, for such a purpose. It is 67 feet 4 inches wide at the base and 12 feet wide at the crest and will hold back 52,000,000 cubic feet of water.

H. W. Buck, the well-known electrical engineer at Niagara, contributes to the Outlook some interesting data on Niagara power. The total available water of the falls, says Mr. Buck, would represent about 3,500,000 horsepower. To generate one horsepower continuously for a year by a steam engine requires about thirteen tons of coal. To generate, therefore, continuously 3,500,000 horsepower by steam would require about 50,000,000 tons of coal per year. To generate electric power by steam with the most modern steam plant costs not less than $50 a horsepower a year, allowing for fixed charges and operating expenses. Niagara power can be generated and sold in large quantities for $15 a horsepower a year, or for $35 a horsepower a year less than is possible from the use of coal and the steam engine. From the above it will be seen that if all the hydraulic energy of the Falls were utilized for power purposes there would result to the country an annual saving of $35 a horsepower or 3,500,000 horsepower or $122,500,000, and in addition there would be an annual saving in coal consumption of 50,000,000 tons. These figures illustrate what it costs the people of this continent annually to maintain Niagara Falls as a spectacle. They represent the saving of those who would consume the power and not the profit of those who might own the power developments. This waste involved in prohibiting the development of Niagara power might be likened to a great conflagration in which 50,000,000 tons of coal were annually consumed. Such a conflagration might be one of the most magnificent sights in the world, and people might come from all parts to view it, but the human race would certainly be justified in using every effort to stop the waste by putting out the fire Moreover, it does not follow that even a very extensive use of the power will mar the beauty of the falls.

BUILDING NOTES.

Vancouver will erect a $6,500 fire hall.

Glace Bay, N.S., will build a $15,000 school.

Regina Methodists will build a $6,000 parsonage.

Thos. Fanning, Hamilton, will build a $4,300 house.

The Home Bank of Canada will build at Winnipeg.

Wallaceburg, Ont., will build a Carnegie library.

J. M. Brooks will build a hotel at Peterborough.

J. C. Drinkle, of Saskatoon, is building a $10,000 home.

Bull & Snell will erect a $40,000 elevator at Yorkton.

The Williams Piano Co. will build an apartment house in Toronto.

Vancouver issued $100,000 in permits in four days last week.

Knox church, Toronto, calls for tenders, all trades, for new edifice.

A new company called the Suburban Homes, will erect houses in Toronto.

Sussex, N.B., school trustees ask for tenders for a brick and stone school.

The estimates are that Saskatoon will have half a million dollars expended in building this year.

Dixon Bros., Campbellford, have been given a contract for the erection of a steel bridge for the Mattawa River, to cost $20,000.

CONCRETE: ITS RISE AND ITS APPLICATIONS.

The history of concrete dates back to the Roman period, and its growth seems to have followed and is proportional to the growth of the Portland cement industry. The word "concrete" to engineers and contractors has a very definite meaning, but to those not familiar with the subject, the word "concrete" often suggests a "tar sidewalk." Concrete is a substance composed of broken stone, sand, and cement, or sand, gravel, and cement mixed together with water in certain well-defined proportions determined by experience. The resulting mixture is a pasty, jelly-like substance, which can be placed in excavations or box-like forms and allowed to harden or "set," as it is called. In the course of twenty minutes or a half hour it will have undergone what is called the "initial set." In other words it changes its physical condition from that of a semi-fluid to that of a solid, and while it is not then hard it is a solid. The hardness of the "permanent set" will depend on many things. With good cement this hardness will grow with age, and there are some cements which show from tests a continual growth in strength and hardness for many years. There are many cements called "quick-setting" cements which take on a permanent set in a short time and show a high strength but it has been determined by experience and tests, however, that quick-setting cements are not so good or staple in the end as the slow-setting article, which grows in strength indefinitely.

With the increased production of Portland cement the use of concrete has been rapidly growing and to-day it is simply a question of expense, as concrete masonry can be built for very much less than stone masonry, the result being the

BOILER NIPPLE HISTORY

In 1901 the Pease Company placed on the market the "Economy" Boiler, with nipple-connected sections.

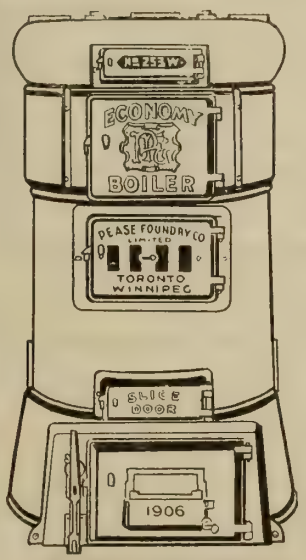
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It was the first Boiler of that type to be placed on the Canadian market.

* * * * * * * * *

Do you remember how the manufacturers of old-fashioned rubber-gasket-connected boilers ridiculed the idea?

* * * * * * * * *



THIS BOILER HAS STOOD THE TEST OF TIME

Have you noticed that the ridicule of 1901 has changed to the praise of nipple-connections in 1906?

* * * * * * * * *

Of course, there are differences in nipples and nipple-connections and the "Economy" Boiler nipple-connection is different from all others. We can show you why it is better, too

* * * * * * * * *

But the nipple connection is only one of the many good features of the "Economy" Boiler—features that are modern and attractive and that appeal to common sense and good judgment, and that make it easy for you to sell the Boiler and make a life-long friend of your customer in doing so

* * * * * * * * *

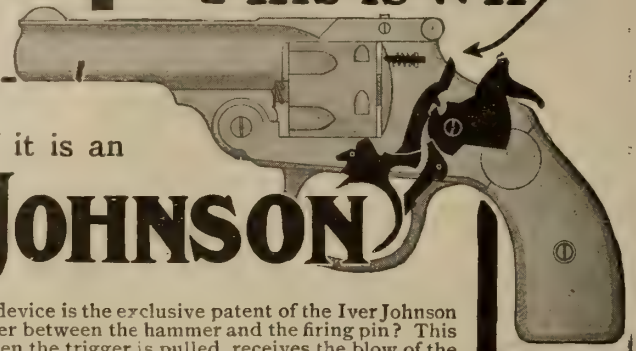
Now, would it not be worth your while to have a catalogue?

It costs one cent (post card) to get it and it starts the day your request is received.

PEASE FOUNDRY CO., Ltd., TORONTO
PEASE-WALDON CO., Ltd., WINNIPEG

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

marked displacement of the latter. It is used at the present time for making dwelling houses, factories, chimneys, dams, water tanks, railway ties, and fence posts. In fact, it is hard to name a structure in the present day that has not been built of concrete. The introduction of armored or reinforced concrete has still more widened its field of usefulness.

CONCRETE PRESERVES METALS.

That concrete preserves iron and steel and prevents it from rusting at all, even though it be partly rusted when imbedded in the concrete, is proven by two interesting experiments made by the Boston Transit Company during the construction of the East Boston tunnel.

Nine strips of sheet iron, 2in x 6in., were cleaned till bright and free from rust and imbedded in a hollow cylinder of concrete, 14 in. x 20 in., outside dimensions, the walls being 3 in. thick. When hardened this cylinder was kept filled with water and placed in the tunnel. For a while water percolated through the concrete readily, but at the end of two months it had become watertight. At the end of two years the nine strips were removed and found to be as free from rust and as bright as when placed in the concrete cylinder.

In the other experiment a badly rusted square plate was cleaned by filing so that its general surfaces were bright, but rust remained in many small pits. This was imbedded in a block of concrete, placed in water for two days and then dried in air several days. This wetting and drying process was kept up for two years, when the plate was removed. Its condition was the same as when placed in the concrete except that the composition of the old rust had changed some so that its color was yellow instead of reddish brown as formerly.

BUILDING BOOM AT HALIFAX.

Halifax has been experiencing somewhat of a building boom during the past Summer, a few of the buildings under construction being as follows: Bruce L. Stewart, residence, $2,000; E. Gibson, dwelling, $2,800; W. and C. H. Mitchell, offices and stores, $5,000; Davis & Fraser, new building, $12,000; J. McInnis & Son, building, $3,000; Major Palmer, residence, $3,000; Kaulbach & Schurman, college, $25,000; Provincial Exhibition Board, additions, $11,000; Mrs E. M. Casey, alterations, $2,000; G. Vaughan, residence, $1,500; S. A. Hiseler, residence, $3,500.

A special sale cannot be built on a foundation of hot air. You must have some real bargains to offer, and you must spend some money in advertising them. A few lines in an obscure corner in the newspaper will not do. Go about it as though you meant it—and mean it, too. Get up lots of enthusiasm and enthuse everybody about the store.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

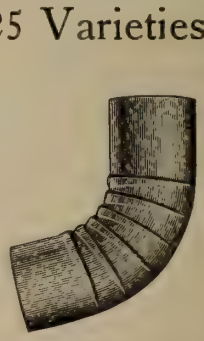
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U. S. A.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

$3,000 will buy a good hardware, plumbing and heating business in the prosperous city of Sherbrooke. Owner wishes to retire. Apply Box 107, Sherbrooke, Que. [tf]

HERE is what you want—a tinsmithing and plumbing business in sunny Alberta town, with 1,200 population; no opposition; $3,000 will handle business; lot and building 14 x 36; last year's business $8,000; act quick, good reason for selling. Address, S. Case, HARDWARE AND METAL, Winnipeg. [35]

SITUATIONS VACANT

WANTED—Four first-class tinners; must be sober and steady. Apply stating wages to Drawer 00, Edmonton, Alta. (33)

THREE first-class tinsmiths, with experience on furnaces, steady work, good wages for hustlers. Ralph, Morris & Ella, Ltd., Vancouver, B.C. [34]

HARDWARE salesman wanted, one who thoroughly understands hardware, must be good stock keeper and window dresser, state age, experience and salary required. Box 548, HARDWARE AND METAL Toronto. [34]

WANTED—Hardware salesman with about four years' experience. Write at once with references. Good position for the right man. Apply to The Bond Hardware Co., Limited, Guelph, Ont. [33]

WANTED—A junior hardware clerk with two or three years' experience. Apply by letter, stating age, salary expected, references, etc. H. H. Otton & Son, Barrie. [tf]

FOR SALE.

New Rolling Mill for Sale at Winnipeg for Manufacturing Bar Iron and Steel.

ONLY mill west of Ontario. Wrought scrap iron is the raw material. Up to now all raw scrap iron had to find a market with Eastern mills on a freight of $6.50 ton, and bar iron is shipped west on a freight of $13 ton, $19.50 ton in favor of this mill. This mill can produce bar iron at a cost of $27 ton, which sells to the Retail hardware trade at $50 to $54 ton at Winnipeg.

Twenty tons per day will net you a profit of $138,000 per year, price $69,000, $5,000 cash and balance to be paid out of earnings in one or two years, 6 per cent. interest; $20,000 will be ample as a working capital. If preferred will lease mill for $7.50 ton on output; have skilled superintendent and labor to operate mill on hand.

This is an excellent chance for the Western Retail Hardware Association to acquire this mill and manufacture their own bar iron, then they control the western iron trade, 300 members subscribing only $100 each will total $30,000, enough to get possession and leave $25,000 as working capital and pay for the mill out of the earnings.

All members of the association should take this up with their president or secretary at once, bearing in mind that the earnings will pay for the mill in less than one year, and that the cost of manufacturing bar iron will not exceed $27.00.

T. M. KIRKWOOD,
165 Lowther avenue, Toronto.
Late owner of the Bellev lle Iron and Steel Rolling Mills. (34)

See That Plate?

ISN'T IT A BEAUTY?

That's only one of the seventy-five perfect pieces which make up our beautiful Louis XIV Classification.

Every piece is of the same harmonious design. Many patterns and arrangements to suit all ceilings and tastes.

Every piece fits. A pleasure to erect.

Better try us—if you haven't already joined the happy throng.

We make a full and complete line of

ROOFING, SIDING, CORNICES, SKYLIGHTS, etc.



PLATE No. 1,000, 24"x24" and 24"x48"

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.

You Couldn't Get Better Rifles for the Price if You Tried from Now till Doomsday

Hamilton Rifles are decidedly all-around perfect rifles—the rifles are within the reach of the buyer, and the game is within the reach of the rifles.

Hamilton Rifle patterns are exclusive. You never see any others just like them. By having so much of the "know how" we are able to lop off so much of the usual rifle price.

Selling "HAMILTON'S" is easy work. Model No. 15 sells at $2.00, No. 19 at $2.50, and No. 23 at $3.50.

ORDER THROUGH THE JOBBER.

THE HAMILTON RIFLE CO.

Dept. 71. **PLYMOUTH, MICH.**

AGENCIES WANTED

ADVERTISER wishes to correspond with manufacturers and others with view to securing agencies for Vancouver and British Columbia. Four years' experience as successful salesman in British Columbia, resident here five years. First-class business references covering last thirteen years in England and British Columbia. P. O. Box 911, Vancouver, B.C. [34]

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue



The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT.

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

F. HYDE & CO.

31 WELLINGTON ST.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, **easily applied**, and of **uniform** and **durable** quality. Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS " SUPERIOR " ***FARLEY WORKS, SHEFFIELD, ENG***

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

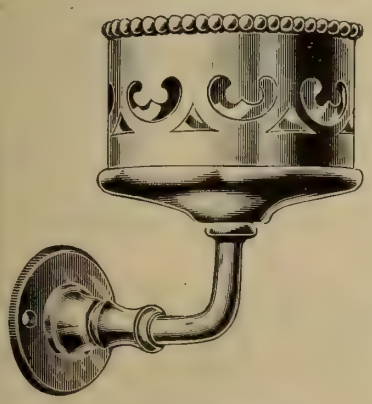
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This tumbler holder is a beauty, with solid beaded edge and inside tumbler support.

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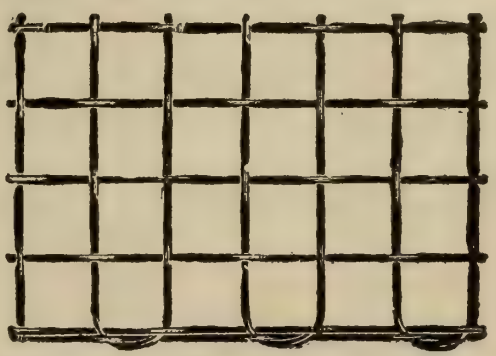
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Special Regalvanized Cloth for Apple and Fruit Drying.

Stock widths—24-30 and 36 inch. Other widths and meshes made to order.

Also ½-inch Galvanized Netting. Stock widths—24-30 and 36-inch. Stock lengths—25 and 50 yards.

Also Wire Cloth and Netting for all purposes.

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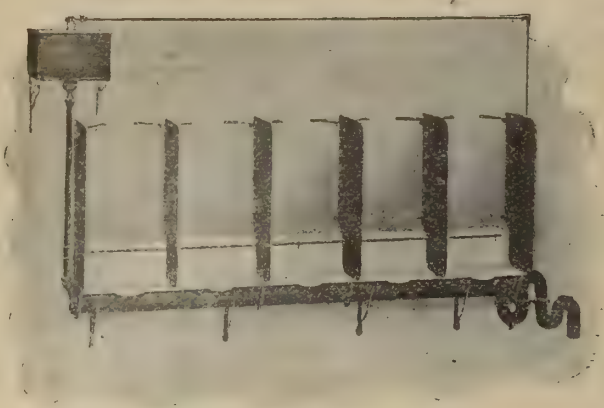


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Suitable for Public Institutions

The reputation of our goods is unequalled.

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VALVES AND INJECTORS



J.M.T. VALVE
Made in all the different valve patterns

When you offer your customer an Injector submit to him a machine that has a reputation for efficiency and durability.

The ***J.M.T. Injector*** has proved its superiority by the ever increasing demand for this High-Grade Boiler Feeder. It costs no more than the ordinary kind.

Thousands in use.

Sold by all jobbers and the better class of dealers.



J.M.T. Injector

J.M.T. Valves are used where the best valve obtainable is desired, because they're carefully constructed of highest grade material and workmanship, and give that lasting satisfaction so much desired by steam users. Made in heavy and extra heavy pattern—with Jenkins or Copper Disc, for high pressure.

For sale all over the Dominion.

THE JAMES MORRISON BRASS MFG. CO., Limited, 89-97 Adelaide Street West **TORONTO**

Manufacturers of HIGH-GRADE STEAM SPECIALTIES.

PLUMBING AND STEAMFITTING

APPRENTICESHIP COMMITTEE REPORT

Read at the Nat'onal Master Plumbers' Association Convention at Ottawa last week.

Your apprenticeship committee, appointed at your last annual meeting held in Winnipeg, beg leave to submit the following apprenticeship agreement for your approval.

This agreement made and entered into this ..... day of ....., 190.., by and between.....of the city of ....., party of the first part and .....of .....party of the second part and.....of..... parent or guardian of said.....party of the third part.

Witnesseth, that the said party of the second part hereby agrees to well and faithfully serve an apprenticeship with the party of the first part hereinafter mentioned, the term of said apprentice ship to be five years.

And the party of the third part, in consideration of the said party of the first part receiving the said party of the second part as an apprentice and the execution of this agreement does for himself, his heirs, executors and administrators, covenant and agree to and with the said party of the first part that the party of the second part shall in all respects well and faithfully serve the party of the first part and perform such work and duties as the party of the first part shall direct him, said party of the second part to perform during the entire term of this agreement.

In consideration whereof the said party of the first part agrees to instruct the said party of the second part in the.....art of trade, and to pay to the said party of the second part the following wage:

For the 1st year.....dollars per week.
For the 2nd year.....dollars per week.
For the 3rd year.....dollars per week.
For the 4th year.....dollars per week.
For the 5th year.....dollars per week.
For the 6th year.....dollars per week.

If the said party of the second part shall lose any time during any year of the said term from any cause whatsoever not the cause of the first part, such lost time shall be made up by said party of the second part before he shall be considered as entering upon his next succeeding year of service and the date of beginning each year of said term of service and on which he shall begin to be entitled to the compensation provided for that year shall be the day when any time so lost by the said minor during the last preceding shall have been fully made up by him.

And it is further agreed by all parties to this agreement that the party of the first part shall create a fund out of which the party of the firs' part will pay at the completion of the said term of apprenticeship to the said party of the second part the sum of one dollar for each week's work fully performed by said party of the second part under the terms of this agreement.

And it is expressly understood and agreed that should the said party of the second part be discharged at any time for failure to obey the said party of the first part or his or their proper agent or manager, or should he fail or neglect to well and faithfully serve the party of the first part during the entire period agreed upon for his apprenticeship, or should he fail, neglect or refuse to perform the terms and conditions of this



Delegates and their Lady Friends—National Master Plumbers' Association Convention at Ottawa, August 7, 8 and 9.

agreement in any respect whatsoever, that then and in either case aforesaid he shall not be entitled to receive any portion of the said fund and this agreement to pay said sum or any portion thereof shall be of no effect and it shall then be returned to the party or parties who paid it in. In no case whatsoever shall the premium hereby agreed to be paid be considered as wages.

And it is further agreed that should the party of the first part discontinue business, having in his employment such apprentice herein set forth as the party of the second part, the party of the first part shall transfer said party of the second part to any other masters engaged in the same line of business, and said transfers may continue to be made thereafter under the same condition until the full term of apprenticeship has terminated, and the party of the second part hereby agrees and consents to being so transferred.

If for any reason the party of the first part or any succeeding masters to whom the party of the second part may be transferred is unable upon his retiring from business to procure employment for the party of the second part with any other master, there shall be paid to the said party of the second part any money due him from the said fund at the rate of one dollar a week as aforesaid and issued to him a certificate stating the length of time said party of the second part has served as an apprentice and the reasons for the said party not having served his entire apprenticeship.

During the term of apprenticeship of the party of the second part as therein set forth the party of the first part while said party of the second part is in his employ and each successive master thereafter while said party of the second part is in his employ, shall deposit weekly with the secretary of the Master Plumbers' Association, one dollar for each week's work performed by the party of the second part. On the termination of the organization of the Master Plumbers' Association or on its refusal to longer receive such fund, then the parties hereto shall select a trustee to hold the funds already paid under this agreement to the Master Plumbers' Association and to receive all additional deposits which shoould be made after the said termination of organization or refusal to hold. It is expressly understood and agreed that after the party of the first part has made the said deposits of one dollar per week to the said Master Plumbers' Association or to its secretary or to any other person selected or chosen to hold the same, that the said party of the first part shall be free from any liability whatever, caused by the failure or neglect of the said party or parties to properly pay over the same to the party of the second part.

In case of any grievance arising between the party of the first part and the party of the second part said grievance in the event of the parties failing to agree shall be laid before a committee composed of the executive board of the .....who shall hear and determine the same and the decision shall be final.

In witness whereof the said parties have hereunto set their hands and affixed their seals at.....this..... day of.....190..

.....
Party of the first part.
.....
Party of the second part.
.....
Party of the third part.

In the presence of
.....
.....
.....



The "Bunch" that Represented Ottawa at the National Plumbers' Convention at Ottawa last week.

Certificate.

To whom it may concern. Greeting:

This is to certify that ..... has well and faithfully served his term of apprenticeship and has complied with all the terms of this agreement as herein set forth.

In witness whereof I have set my hand and affixed my seal this.....day of.....190..

.....

All of which is respectfully submitted.
Committee.

(Sgd.) Chairman, John Watson.

The part of the president's address touching on the Winnipeg strike brought forth some comment, and the reading by Mr. Gordon of the demands asked by the striking plumbers, which were extreme in many respects.

The report of the delegates to the National convention at Atlantic City in June was received and listened to with interest by the delegates.

Wednesday afternoon the visiting plumbers were the guests of the Ottawa plumbers and enjoyed a trip to Rockcliffe Park, around the loop and thence by steamer from Britannia to Aylmer, where at the Victoria Hotel they fared sumptuously. After dinner was served the visitors strolled around the park followed their own pleasure, which was more satisfactory than any scheduled programme as the weather was hot.

CARE OF HOT WATER BOILER.

When a hot water heating plant is put in disuse for the Summer months, the system should be left full of water, in order to exclude the air from the inside of the boiler, radiators and pipe system, to prevent corrosion.

The smoke pipe should be disconnected from the chimney flue, and the fire and flue surfaces thoroughly cleaned.

Let the fire and flue doors stand wide open, so that the water within the boiler and the surrounding atmosphere may equalize in temperature, which will prevent sweating or condensation on the outside, and reduce to a minimum the corroding effects on the fire and flue surfaces, due to acid, resulting from a union of soot and moisture.

If the water used is clean and free from mineral and vegetable matter, it will not be necessary to empty the system oftener than once in two or three years, or even longer. Should the water be impure and charged with vegetable matter, the system should be emptied every Fall, and refilled before starting a fire.—From How to Heat the Home.

SANITARY CLOSETS.

The Red Cross Sanitary Appliance Company, Winnipeg, have an indoor closet specially adapted to towns where there are no sewerage systems. It consists of a tank set below the floor line, on top of which the bowl is placed. It has an antiseptic tank containing chemicals which decarbonize the solids and made the closet odorless. The tanks are said to require emptying only three or four times a year.

SHOULD A MASTER PLUMBER HANDLE TOOLS?

By Frank H. Patterson, Springfield, Ill.

How often have you probably asked this question of yourself? There has never existed in former years an epoch, when this question might seem of as much significance as now, and when this statement is made, you ask, why?

The age in which we are now living is said to be the age of "money mad." Every avenue of industry, every profession, every mercantile business is being weighed, scrutinized, dissected and statistics and information are sought for by all persons who are eagerly and industriously fighting the battle of life. Now, if you observe carefully you will find the old order of things "turned topsy turvy." Years ago, and not many either, it was almost an unheard of occurrence that any man should have the audacity to engage in the plumbing business unless he were a practical man; one who had served an apprenticeship and had several years to his credit as a journeyman.

You would no doubt be greatly surprised to learn of the large number of master plumbers now in the United States who, when they first embarked in the business, knew practically nothing of it, but in the main were far-seeing and shrewd business men and possessing the essential requirements to manage a business, and they have, as a rule, made a success of it. These same individuals would probably have been successful if they had invested their capital and business ability in the dry goods, hardware or shoe business. Now, these men are not practical plumbers and never will be, but they command your respect. Why? Because they are a success and no man who fails in business can merit the respect and wholesome regard of his fellows in the same measure as the lucky fellow who wins.

Now, this brings the main subject forward again. How often have you seen the plumbing shop with a slate hung on the outside of the front door, with the well-known heading printed thereon, "Leave Orders Here." Some one calls and wishes to talk with the proprietor about certain conditions of the plumbing in his home; it is not a case where he wishes to leave an order; it is a case of consultation. Well, he finds the door locked; he grumbles and seeks another establishment down the street where he finds the proprietor in and ready to talk to him in reference to his work, the first place he visited was run by a practical plumber, but he was out at work; this next place he called was run and operated by a plain business man who was not capable of handling tools but knew the business theoretically and employed mechanics. The result was, that the customer left his order to have his work remodeled; this same master plumber succeeded.

The practical plumber worked hard with the tools of trade, but the public said: "Well you can never find him when you want him," and this rule holds equally good in reference to the master plumber who depends upon a shop boy, bookkeeper or any other person to remain in his establishment and conduct his business even temporarily, while he takes his tools and goes out to construct work. It does not seem to suffice how much knowledge of the business these clerks, bookkeepers, etc., possess, the custom desires and insists upon talking with and consulting the "boss." This is, primarily, one of the reasons why the master plumber should not handle the tools of trade.

In the large cities, it would be impossible for a master to conduct a large business and attempt to handle tools. It requires all of his time to figure and estimate work, and look after the construction of same; in his case, he absolutely would not have time to handle tools. In the cities of moderate size it would possibly be different, inasmuch that the master would have a part of his time to use tools if inclined. In any case, the master, if he be a practical mechanic, would always feel more self-reliant than the proprietor who never started from the bottom, but it does not follow, and facts do not prove, that this knowledge and self-reliance as a practical mechanic, places him on the successful page, if he persists in handling tools, when he should have laid them aside and given his individual attention to the management and direction of his business.



Last Year's National Executive Officers.

From left to right: Secretary J. A. Gordon, Montreal; President F. G. Johnston, Ottawa; Past President A. J. Hammond, Winnipeg, and Treasurer Harry Mahoney, Guelph.

There are first-class journeymen who need the confidence of their employers who will handle the tools to the entire satisfaction of the boss and to his profit, providing he will use the same good business judgment in selecting and placing them that he uses in the general conduct of his business.

Is there such a fascination in using tools that it needs be necessary to continue to use them after stepping from the journeymen degree to that of master? In so many instances we hear the public say, so and so is a good mechanic and ought to succeed in his new business, and he probably would if he were schooled and trained in finances and business methods to the same extent that he has attained as a mechanic, but he is not. He is usually as unfit to manage a business when he starts as he was unfit to rough-in a complicated job of plumbing after he had worked six months as an apprentice, and right when he starts to conduct his business is the time to discontinue the use of tools and attend to his stock, books, directions to employers, and, lastly, but not least, be in his place of business to meet customers.

If a master plumber should occasionally use the tools it will generally follow that he is cross and irritable and not in a mood to meet his customers, or to perform the other duties which are sure to await him upon his return. This is positively true because of the change of vocation. A man to properly use tools and construct work must have each day some of that class of work to perform.

The question might be reduced to this phase. If a master desires or is inclined to handle tools it means that he is trying to save an outlay of money for a mechanic's labor, while he, in very fact, is neglecting the most important part of his business; the source or head from which all his income emanates—his store or shop as it is more commonly termed. A great many failures can be traced to the place where the master insisted on handling tools. If the trade is to be elevated, it must be accomplished through its members, and the surest way to do this is to occupy the position which you merit.

If you are to be a commissioned officer you cannot also be a private in the ranks, and you cannot afford to forget also the personal appearance which counts for so much in dealing with your customers, and that your greasy, mortar-covered overalls and cobwebbed cap are not designed for dress parade.

[Essay read at the National Association of Master Plumbers' Convention, held at Atlantic City, N.J., June 26, 27 and 28, 1906.]

SILVER AND ELECTRIC NOVELTIES.

Upon paying a visit to John Round & Son's showrooms in the Corestine building, Montreal, one is instantly impressed with the novelties that are shown and the originality of design that is apparent in every article. There is a craving to-day for original ideas, and John Round & Sons are certainly in the lead in the catering to the tastes of

those people who wish exclusive designs in silverware. The old stereotyped patterns and styles made in their thousands are dropping behind, and the demand is everywhere for something new in shape and independent in character. Round & Son are turning out most beautiful ideas in coffee sets, tea sets, fruit trays, etc., articles that are most unique, and appeal very strongly to those of artistic tastes. These individual patterns are all hand work, and if duplicated at all, are made in very small quantities, so that the purchaser has the satisfaction of getting an article which he may be sure will not become common nor will it be found on the table of any of his neighbors. Of course the cost of these exclusive designs is somewhat more than that of the ordinary article, but discriminating buyers find satisfaction in the possession of an exclusive design.

A good deal of attention is being given to candelabras for electric light. Two very handsome electric candelabras, with five lights, are now being shown, and one of the novelties is the mode of turning on the current Although each candelabra is connected with the table rent from the wall or ceiling plug, it is not necessary to raise from the table to turn the current on or off. A half revolution of the candelabra, lights or extinguishes the whole group of electric candles and the same idea is carried out in smaller groups of lights, even down to the individual candle.

A distinct novelty in cigarette cases is the "Diplomat." To extract a cigarette from the ordinary cigarette case, in which the cigarettes are kept in place by an elastic band, is at all times a troublesome matter, and frequently the cigarette is bent or broken before it is successfully removed. With the "Diplomat," however, the cigarettes are held securely in a stall which swings outward on a swivel when pressed with the thumb. In this way the cigarettes are free for easy removal.

The "Diplomat" is distinctly a new idea and will certainly be appreciated by men who carry small cigars and cigarettes.

WHY PLUMBING INSPECTION IS NECESSARY.

There are many small cities throughout the country having a system of sewer and water works where plumbing is installed in any way the so-called plumber desires, and without any thought of making the work sanitary or safe. His work is done solely for monetary consideration, writes J. F. Brady in the Plumbing Trade Journal.

In every place where plumbing work does not undergo inspection the above practice is very common; it may be found occasionally that conscientious men are also in the ranks of these plumbers and do their work as if it were to stand most rigid supervision; but these are indeed scarce.

In an article by Reuben S. Bemis, Plumbing Inspector, Providence, R.I., he stated that "44 per cent., nearly one-half, of the new plumbing examined by the inspector the first year after the law" (referring to the plumbing ordinance) "went into force, was found defective. As this new plumbing was done with the full knowledge that it was to be inspected, it is fair to assume that more care was taken than had formerly been the case by the plumbers with their work. Hence it can fairly be estimated that before the plumbing law went into force, more than half the plumbing done in the city was defective and unsafe." This goes to prove what happens in a large city; can we even imagine the vast amount of defective plumbing work which is going on in the numerous small ones around!

Plumbing, in common with other lines of business, under present conditions in some places, is retrograding instead of progressing, and there will be no relief until a spirit of competition which defrauds the consumer and endangers the life of trade, ceases!

The most successful way to stop reckless competition without working a hardship upon the people is to educate the people to know the importance of plumbing as a health factor and thereby to gain their support of the right sort of regulating law.

To cite, for instance, what character of work was done in London before laws were passed, I would state that some 25 years ago it was usual to lay nothing less than a 9-inch drain pipe for the main duct or drain of a usual London house, and some 10 or 15 years previous to that time the pipes were laid down in halves with a horizontal joint running the length of the drain.

And so it is that the board of directors or mayor of many of the small cities provides sewer and water facilities for his town and then the residents begin to equip their houses with plumbing conveniences, never once thinking that the man who is putting it in may be building a germ-breeding apparatus and before long pluck out their lives by the poisonous gases which are soon to emanate from a defectively constructed system. The so-called plumber in these places often does not know anything about traps, or even venting, and connects everything directly with the sewer.

Therefore, it is necessary to educate the people on this subject. Plumbing is indeed a science; it holds as important a position in the world's development as electricity and the other sciences, for it is only by well constructed plumbing work that the health of the citizens is preserved.

Hence, when a town decides to lay water and sewer systems, it should also consider the appointment of some one to superintend the work and who shall draft rules by which all such work shall be done in that town. This man, if he be properly qualified, can supervise both sewer and water installations and anything in this line, and a charge made for a permit for all work, and for each inspection would provide a revenue with which to pay his salary.

Inspector in Small Towns.

I think the best example of this is given by a small town in Maryland, Hyattsville, of about 2,200 people. Here they have sewer, water and gas. A permit is required to be obtained for any building, sewer or water work, which is done. There is one man appointed every term, one year, who has supervision over all this work, and the revenues derived from the fees mentioned, pays his salary out of which he employs a clerk to keep his records. He provides an office at his home, and this little town is one of the most progressive in the country.

Throughout the west, and other sections, will be found many small towns of from 3,000 to 5,000 people, which are not provided with laws on sanitation or an inspector yet have sewer and water works.

My attention was called recently to the fact that Kansas City, Kan., with a population of 51,418 in 1900, had no inspector of plumbing, yet cities in the same state and neighborhood with a much lower population, were working under laws and the supervision of competent men.

It was with much interest I noted that the American Society of Inspectors of Plumbing and Sanitary Engineers, have as one of their main objects, the appointment of plumbing inspectors of all towns of 5,000 and over, or where sewer and water have been introduced. This object alone is worthy of such a society's existence, but it is also working for the standardization of plumbing laws and regulations, and the registration and licensing of plumbers.

In this connection, the National Association of Master Plumbers is to be heartily encouraged in their work of organizing locals wherever possible because the establishment of such an organization in a town ultimately leads towards the appointment of an inspector of plumbing, or if such an official is in that town, to better installation of plumbing work.

Such an official with a corps of assistants is absolutely essential in all cities to see that plumbing is properly installed and to prevent some of the vicious, defective, and life-destroying work of some people who call themselves plumbers from imposing upon the citizens.

The average citizen knows little of plumbing, and if water is supplied to a fixture and runs off through the waste he cares or thinks little of the dangers to his family, particularly his wife and little children, who are kept more constantly in the house and who are subjected to breathing the foul air which may emanate from the fixture or piping system which has defective joints, a trap not ventilated, the seal of which has been siphoned by the discharge of some other fixtures and many other defective practices too numerous to mention. Yet this class of work is done by unscrupulous plumbers and men who simply care for the almighty dollar, and it is for this class particularly for whom an inspector of plumbing is most desired.

The necessity of having an inspector of plumbing for inspection of plumbing work is becoming evident not only to large cities but even to small villages, and if this official can be appointed outside of political influence and subject to removal by the mayor, on substantiated complaint, incompetency, or for accepting a bribe; and if the term of office is not for a year, but until such time as he proves his unworthiness, the town or city will be able to obtain a better man, and one who will throw his whole interest into his work, whereas, if the appointment is for but a year, he will probably use his position to feather his own nest to his own advantage.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 17, 1906.

A remarkably heavy business in plumbing supplies is still being done, and there does not appear to be any let-up in the demand for all classes of material. Last year's record midsummer business has been eclipsed by the fine run of orders received during the present season.

All prices are steady. The advance in solder noted last week has been well maintained, the stiffening of tin and lead having still further strengthened the market.

Many of the large buildings now in course of erection in Montreal are nearly completed, with the result that the demand for finishing materials on plumbing jobs is particularly large.

RANGE BOILERS — Market conditions are about as usual. We still quote as follows: Iron clad, 30 gal., $5; 40 gal., $6.50 net list; copper, 40 gallon, $22.50; 35 gallon, $27; 40 gallon, $30.75 net.

LEAD PIPE—There is no change to report. We still give the following discount: 15 per cent., f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—The normal business is being done. We still give the following discount: Discount on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

IRON PIPE—The situation is much more satisfactory at present, both on account of the large volume of business and the freedom from price-cutting. We are still quoting as follows: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — Although the season is now well advanced, business continues lively. We still quote: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—The advance made last week is steadily held, and we still quote: Bar solder, half and half, guaranteed, 24c.; No. 2 wiping solder, 21c.

ENAMELWARE—With the advance of the season the demand is improving, and brisk inquiries are reported. We quote: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quantity, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.: special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, Aug 17, 1896

There is a tendency to higher prices in solder this week on account of the advance in tin. The best is quoted by one or two jobbers as high as 27c., but from 23c. to 25c. are about the ruling quotations.

From present indications the demand for hot water boilers, radiators and all hot water and steam heating supplies will be greater this year than ever before. Large bills of goods are booked, and those in a position to guage the Fall business say there will in all probability be a shortage of these goods by the year's end.

The plumbing trade keeps up well, particularly in finishing goods, a great quantity of which is being sold.

Iron pipe is still undergoing more or less cutting in price, but latterly a steadier condition has existed.

LEAD PIPE — Quotations continue steady and demand brisk. We quote: Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS—Quotations continue as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The usual business is being done, with some price cutting. We quote: Black, 1 in. pipe $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67 1-2 per cent.; cast iron plugs and bushings, 67 1-2 per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 1-2 per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—The sales of radiators are increasing daily, and the indications are that this Fall will show the largest sales yet We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—The market is much firmer and quotations generally higher than last week. We quote: Bar solder, half-and-half, guaranteed, 25c.; wiping, 23c.

ENAMELWARE — Manufacturers are keeping well up in their shipments, although some lines are short. The demand for enamel goods is at its greatest and prices keep very firm.

HINTS TO PLUMBERS AND FITTERS.

Buy right, sell right and make a profit.

Establish your credit by being prompt in making collections and prompt in paying your bills.

Establish a reputation for good work. Employ careful, competent workmen, clean in their work, respectful to the customer.

A good workman is not destructive; he is constructive. He examines every foot of pipe and each fitting before putting under floors. He does not soil carpets or woodwork. He does not break the plaster or walls in the home, nor allow the ceilings to be flooded, either through open air valves, or other carelessness.

When a customer enters a complaint, investigate the cause at once, and apply the remedy.

When you submit a bid which carries a fair profit, maintain the price, and it will command the respect and confidence of your customer, and win in the race with the irresponsible cut rate competitor.

THE PAGE-HERSEY CHANGE.

W. W. Near, Guelph, and H. Friedman, Pittsburg, of the Page, Hersey Iron Tube & Lead Co., Guelph, were visitors in Toronto last week. The new corporation is capitalized at $2,000,000, and will go into the manufacture of lead pipe, etc., it is understood.

AN ECHO OF THE CONVENTION.

Editor Hardware and Metal : — The eleventh session of the master plumbers' parliament just held in Ottawa stands forward as the most remarkable in the history of the National Association. It was a challenge for the admiration and applause of the general trade which has been lampooned, caricatured and villified by a malevolent press. Did they allow that the plumbers' failings leaned to virtue's side, or will it ever be allowed? Nit. With their backs to the wall the local reception committee decided that the National Association would triumphantly assert itself, arrest hasty and ill-formed opinions and continue to do the work it is legitimately entitled to in this organic age. Is there a business man with a soul so dead, who to himself has never said, am I not right in applying means parallel with the law, that will secure a profitable remuneration for the responsibilities of business ? Let the absentees think it over and shake off their stage fright. Ottawa did like the heroine one loves to imagine—acted her part with courage, sincerity and majesty. She formed attachments and made everlasting friends of her visitors. How nice. How complimentary. Indicating in bold relief the moral fibre of the reception committee and the sorrow of those who were near it and yet not in it. Those who were humbled have been exalted. Shades of departed greatness linger no longer ; new hopes, new life are personified in new men. Onward, commercial soldiers, prove by your wit, courage and integrity that you are second to no class, that your calling gives you an eminence greater than all professions, that your work in this abundant country is only at the beginning, that your methods of business, if fair and square to yourselves, will be fair and square to the public, but if unfair and injurious to yourselves, it will be likewise to the public. Now for order in business. Give the attorneys and lawyers a rest. Hurrah for Montreal, Winnipeg, North Bay and Ottawa. Ottawa, Ottawa, Ottawa. It buzzes like a bee in a curl.

HE HAD TO STAND UP.

An American doctor built an elegant home and his bathroom was exceptionally beautiful, being of white marble with silver hardware; a music-box was concealed in the room. After completion of the home an Englishman came to visit the doctor. Many Englishmen show great respect for their sovereign and their country, and this one was no exception.

After showing his home to the Englishman the doctor remembered the fondness English people have for the bath, and escorted his guest to the bathroom, and while there turned on the music-box, wishing to give his guest a pleasant surprise as he bathed. Then he left his friend in the bathroom.

About an hour later the Englishman joined his host in the drawingroom. The doctor immediately asked what his guest thought of the bathroom. The Englishman replied : "It is beautiful, beautiful."

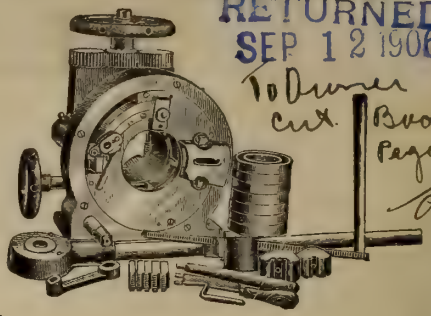
"Well," said the doctor, "how did you like my music-box ?"

"Bah ! That music-box ! The old thing played 'God Save the King,' and I had to stand up the whole time I was trying to bathe."

Southampton, Ont., ratepayers have passed a bylaw authorizing the town to build a filter basin, extend mains and improve the waterworks system.

M. Brearty, who recently opened up a steamfitting shop on Spadina avenue, Toronto, is installing a single pipe heating system in the Canada Biscuit Building, for Smith, Baggs & Heaven, Toronto.

A Certain Sense of Satisfaction



RETURNED SEP 12 1906 To Dunn Cut. Book 56 Page 2 a.a.w.

goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking. Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER



THEY ARE GUARANTEED.

DIAMOND BRAND FITTINGS

never go wrong. The guarantee makes that sure. Stimulate your business by "Diamond Brand" popularity.

OSHAWA STEAM & GAS FITTINGS CO., LIMITED

Wholesale Only OSHAWA, CANADA

Glauber

Cocks Stand FOR SUCCESS

The foundation of the successful plumber.

Any Size—any Kind.
Better Brass Goods
Cannot be Made.

Do you want the Best ?

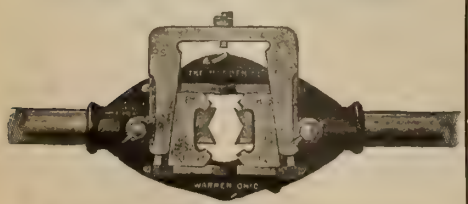
GUARANTEED 5 YEARS

Used from Coast to Coast.

GLAUBER BRASS MFG. CO.
CLEVELAND, O.

They Never Leak

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

BERLIN, - ONTARIO

Selling Agents for Canada



Light Strong
Durable Adjustable

THE GENUINE ARMSTRONG STOCKS AND DIES

Have for years met the most rigid requirements for mechanical excellence. They can do your work better than anything else you can buy.

Our latest Cata'ogue free upon request.

The Armstrong Mfg. Co.

292 Knowlton St.
BRIDGEPORT, CONN.

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

That double-depth first water section in an Oxford Hot Water Boiler.....

The first water section in the Oxford Boiler is twice as deep as the other sections, and its flues are bell-shaped—bigger below than above.

That's one of the things that makes it certain an Oxford Boiler will heat a house better for the same fuel-cost.

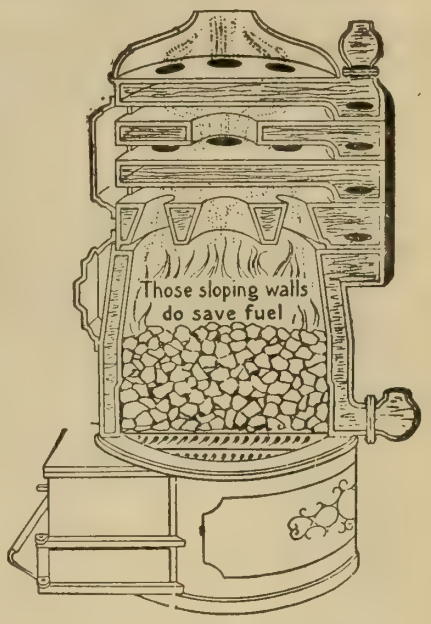
And it's one of the things that explains itself to the customer. He needn't know much about heating systems to see why it MUST save fuel.

There are just ten other things about an Oxford Boiler that the customer can see just as plainly. Every one of them shows him where he saves when he accepts **your** tender on a heating job . . . . if you've figured on the Oxford, and told him what there is to tell about an Oxford.

Do you know of another boiler with eleven betterments that the **customer** can see the reason for? That explains themselves? That sells boilers?

Just on the chance that the Oxford Boiler WILL pay you best to push—and it WILL, if you give it half a chance—suppose you ask us for particulars.

If you'll drop us a post-card request, we think we can interest you in a new proposition on



The Oxford System of Hot Water Heating

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

172

LET UNITED BRASS GOODS MAKE YOUR BUSINESS GROW

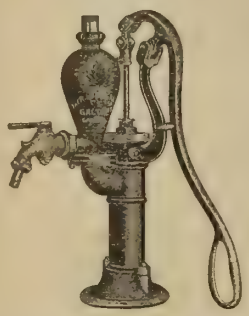
From the day they are put in until long after they have worn out **UNITED BRASS GOODS** are making friends and bringing new business to the plumber who placed them. You need the protection, the security, the help that **UNITED BRASS GOODS** give the plumber who uses them. Let us give you prices to-day.

United Brass Manufacturing Co.

CLEVELAND, OHIO, U.S.A.

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA

They Please

When a person enters your shop and says: "Do you keep the Daisy Boiler?" you want to be prepared to say "Yes,"

The fact that steamfitters, who have no interest at stake (except that of doing a satisfactory job) recommend

Improved Daisy Hot-Water Boilers



shows conclusively that this famous boiler has friends on all sides—merit-won friends too.

Every Daisy Boiler is guaranteed.

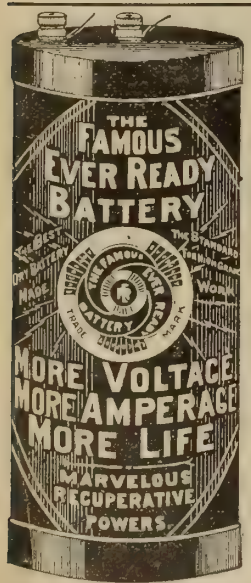
CLUFF BROTHERS

Lombard Street, TORONTO

Complete Stock of Pipe, Fitting, Etc.

Ontario Agents for

Warden King & Son, - Montreal



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



KERR'S GENUINE WEBER

GATE VALVES

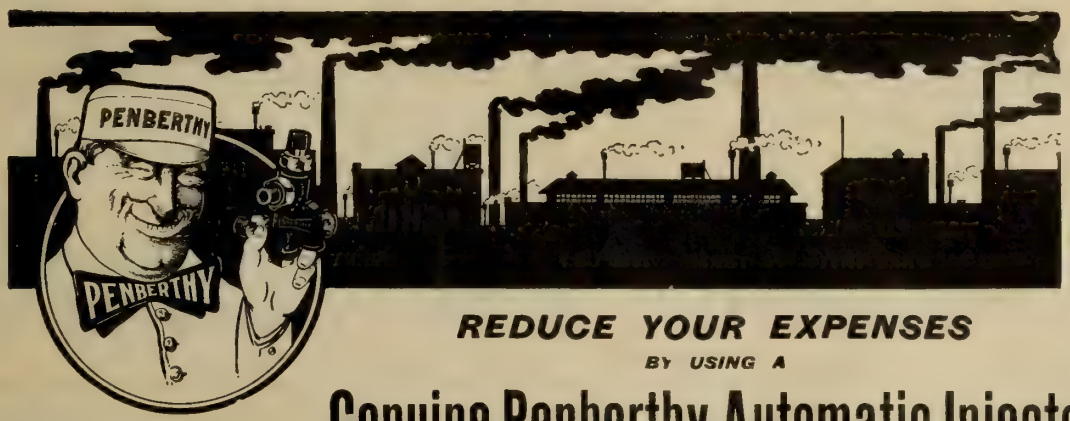
have many imitations, but none equal the "real" article made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

The KERR ENGINE CO.,

Manufacturers Limited

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



REDUCE YOUR EXPENSES
BY USING A

Genuine Penberthy Automatic Injector

IN THE BOILER ROOM.

Handles hot water 125° at from 60 to 80 lbs. steam pressure.
Lifts water 20 to 22 feet at 60 to 80 lbs. steam pressure.
Works high, 165 to 170 lbs. Works low, 20 to 22 lbs.

THE GENUINE BEARS THE TRADE-MARK.
There Is no Substitute.

WRITE FOR CATALOG

Manufactured by
PENBERTHY INJECTOR CO., Limited, Windsor, Ont.

GENUINE



Automatic INJECTOR
THE BEST, BY TEST.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

FAIRBANKS RENEWABLE DISC VALVES

Gate Valves
Globe Valves
Check Valves



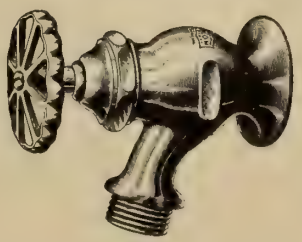
Fire Hydrants
Valve Boxes
Indicator Posts

COMPLETE STEAM PLANT EQUIPMENT

WATERWORKS SUPPLIES

THE CANADIAN FAIRBANKS Co., Ltd.
MONTREAL TORONTO WINNIPEG VANCOUVER

MUELLER
COMPRESRION SILL COCKS



Body threads engage all the stem threads during compression. Stem will not chatter or work loose on account of premature wear of top thread. Tee or wheel handle or loose key, straight or bent nose.

UNCONDITIONAL GUARANTEE
THE MARK OF DECATUR H⊙M ILL. U.S.A. REGISTERED TRADE-MARK MUELLER GOODS

H. MUELLER MFG. CO.
Decatur, Ill., U.S.A. New York, N.Y., U.S.A.

LOOK TO US AND THE PEOPLE WILL LOOK TO YOU.

We are the pioneer people—old in experience, young in method.
We are past masters in the art of making

READY ROOFING, TARRED FELTS, SHEATING, WRAPPING and BUILDING PAPERS

"BLACK DIAMOND" TARRED FELT AND "JOLIETTE" AND "CYCLONE" SHEATHING ARE OUR BRANDS

ARE YOU ON VERY INTIMATE TERMS WITH US? EVERY DAY IS "ACQUAINTANCE" DAY.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Aug. 17, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	$42 00	$44 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C,14 x 20 base	$6 50
IX. 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C. 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

7½x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "		2 17½ 2 20
Tire steel	2 27½	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I " warranted		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
CrucibleSteel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond		0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard GenuineBabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Bo Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00	10 00
" ¼ "		5 60
" 5-16 "		4 45
" ⅜ "		3 85
" 7-16 "		3 70
" ½ "		3 55
" 9-16 "		3 45
" ⅝ "		3 35
" ¾ "		3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	20 50

Bars.

Cut lengths, round, ½ to ⅞ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 25	7 50
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks	8 25

LEAD.

Imported Pig, per 100 lb	4 30	4 40
Bar, " "		4 50
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's.....per lb	0 27	0 28

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch	2 09	2 92
⅜ "	2 09	2 92
½ "	2 42	3 27
¾ "	3 05	4 20
1 "	4 37	6 02
1¼ "	5 96	8 21
1½ "	7 15	9 86
2 "	9 54	13 10
2½ "	14 50	21 80
3 "	19 00	28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock.....net	1 75
No. 4 " "	1 90
No 7 Fuller's	2 35
No. 4½ "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 ..... 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon.....net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, dis. 6 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

WRITE FOR TRADE DISCOUNT

TORONTO, - ONTARIO

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

½-lb. per lb.	0 37
1-lb. or over "	0 34

SOLDER.

	Per Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 25½	0 24
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.	
Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4		4 75
Munro's Select Flake White		6 50
Elephant and Decorators' Pure		6 30
Monarch		6 50
Standard Decorator's		6 25
Essex Genuine		5 75
Brandram's B. B. Genuine		7 50
" Anchor," pure		6 00
Sterling Pure		6 00
Ramsay's Pure Lead		6 00
Ramsay's Exterior		5 75
Crown and Anchor," pure		6 00
Sanderson Pearcy's		6 30

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " ½ gal.	1 40
" " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints, gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 45c. per lb., f.o.b. Montreal.
Shellac, bone dry, 55c. per lb. f.o.b., Montreal
Shellac, T. N. orange, 48 to 49c.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes. 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, conepoint	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS.

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross 7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3 $11; No. 4, $13; No. 5, $16; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10 cent
Arcade	70 " 10 "
Kearney & Foot	70 " 10 "
Disston's	70 " 10 "
American	70 " 10 "
J. Barton Smith	70 " 10 "
McClellan	70 " 10 "
Eagle	70 " 10 "
Nicholson	66⅔ "
Royal	80 "
Globe	70 to 75 "

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent, For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	9 00
" " ¾ "	"	10 00
" " ⅞ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10 1 20

Sledge.

Canadian	per lb.	0 07 0 8½

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.		
Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge— to 70 in.	per 100 lb.	4 50
12 in. up	"	3 25
Spring, No. 20, per gro. pairs		10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00 4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list	Oval head
M.R.M. Co. brand, 55 per cent.	
"Monarch," 50 and 7½ per cent.	
'Peerless" 50 per cent. dis.	

HORSESHOES.

F.O.B. Montreal

M.R.M. Co. brand, base	3 65
New Pattern "P B." horseshoes	3 50

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	.... 2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 0 90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz

Cabinet.

Eagle discount 30 per cent

Padlocks.

English and Am	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire.
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	6 75
Plumbers	"	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.)

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS.

English ....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle..... ..... "	0 22	0 33
Screw .... "	0 35	2 50
Awning		

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout ...	1 80	3 16

PUNCHES.

Saddler s .. ..per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood..... per doz. net 1 20 up.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's..... ..	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros ' "Klean Kutter'	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Kivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	0 11½
Cotton, 3-16 inch and larger.....0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord. 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame. 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3 in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose.....	$17 50	.....	$16 30
Bear	15 00	.....	15 30
Fox	12 50	....	14 30
Black Cat....	10 00	.....	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'.....	4 50	11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., ...	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.

German.....per doz.	4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	...	0 29
Mattress .....per lb	0 33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2.....	...	5 50
Saw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....		$2 15
10 "	6c.	xtra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17 $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING

Galvanized barb.....		2 60
Galvanized, plain twist		2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 45
" No. 11	3 10
" No. 12	2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square " "	52 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	32 00
Royal Canadian, 11 in. "	29 00
Royal American, 11 in.	29 00

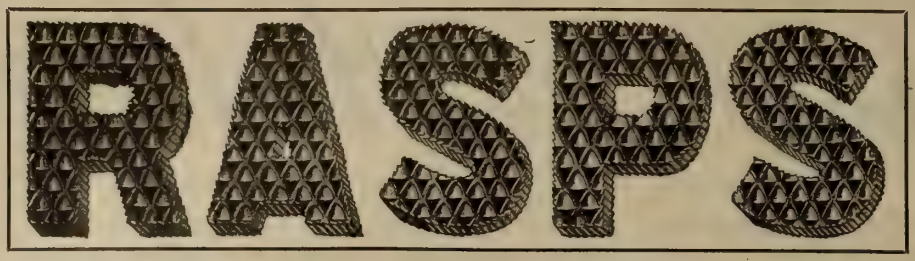
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WROUGHT IRON WASHERS

Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

American Shearer Mfg. Co..... 35
Armstrong Bros. Tool Co 15
Armstrong Mfg. Co 58
Atkins, E. C., & Co..... 9
Atlas Mfg. Co..... 12

B

Barnett, G. & H., Co....outside back cover
Barrett, Jos., & Sons..... 68
Batty Stove Co..... 12
Bell, Thomas, Sons & Co..... 41
Birkett, Thos., & Son Co. 1
Borden Co 65
Bowmanville Foundry Co..... 35
Brantford Roofing Co..... 9
Burr Mfg. Co..... 12
Busy Man's Magazine, The..... 12

C

Cameron & Campbell..... 35
Canada Foundry Co 12
Canada Iron Furnace Co..... 39
Canada Metal Co..... 12
Canada Paint Co..... 44
Canada Paper Co 12
Canada Smelting Works 39
Canadian Bronze Powder Works..... 41
Canadian Fairbanks Co 58, 61
Canadian Heating & Ventilating Co.. 17
Canadian Sewer Pipe Co..... 39
Canadian Shovel & Tool Co..... 4
Carriage Mountings Mfg. Co 51
Caverhill, Learmont & Co..... 7
Chicago Spring Butt Co..... 1
Clauss Shear Co..... 63
Cluff Bros..... 60
Consolidated Plate Glass Co..... 46
Consumers' Cordage Co..... 2
Covert Mfg. Co 35
Crain, Rolla L..... 45
Cumming Mfg. Co..... 11
Crtte, C. M. & Co..... 68

D

Davenport, Percy P..... 68
Davidson, Thos., Mfg. Co..... 4
Dennis Wire and Iron Co..... 13
Deseronto Iron Co..... 39
Dieckmann, Ferdinand..... 48
Dominion Cartridge Co. 10
Dominion Sewer Pipe Co 53
Dorken Bros. ..... outside front cover
Dowswell Mfg. Co 50

E

Eadie, H. G..... 39
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co..... 50

F

Fenner, Frederick 41
Forman, John 60
Forwell Foundry Co 58
Fox, C. H..... 16
Francis-Frost Co..... 17
Frothingham & Workman 16

G

Galt Art Metal Co..... 49
Gibb, Alexander..... 16
Gilbertson, W., & Co..... 39
Glauber Brass Co..... 58
Grautoff, B..... 16
Greening, B., Wire Co..... 51
Guelph Stove Co..... 22
Gurney Foundry Co..... 17, 59
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Cotton Co..... 13
Hamilton Rifle Co..... 49
Hanover Portland Cement Co..... 15
Harris, J. W., Co..... 14
Hart & Cooley Co..... 68
Heinisch, R., Sons Co..... 15
Henderson & Potts Co 42
Heney, E N., & Co..... 68
Hobbs Mfg. Co 43
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 16
Hyde, F. & Co 50

I

Imperial Varnish and Color Co..... 40
International Portland Cement Co.... 15

J

Jamieson, R. C., & Co..... 41
Jardine, A. B., & Co. 39
Johnson's, Iver, Arms and Cycle Works 48

K

Kemp Mfg. Co..... 20
Kerr Engine Co..... 60

L

Lamplough, F. W..... 45
Leslie, A. C., & Co. outside front cover, 39
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 51
London Foundry Co..... 9
Loughead, J. S., & Son 12
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 62
McCaskill, Dougall & Co..... 41
McClary Mfg. Co..... 18
McConnell, R. J 35
McDougall, R., Co..... 60

M

Maple Leaf Harvest Tool Co 8
Marlin Firearms Co..... 13
Merrell Mfg. Co..... 65
Metal Shingle and Siding Co..... 13
Metallic Roofing Co 37
Meyer Bros 19
Millen, John & Son ....outside back cover
Mitchell, D., & Co 16
Mitchell, H. W..... 16
Morrison, James, Brass Mfg. Co..... 52
Morrow, John, Machine Screw Co 15
Mueller, H., Mfg. Co 61
Munderloh & Co..... 65

N

Newman, W., & Sons 35
Nicholson File Co..... 66
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 39
Novelty Mfg. Co 10

O

Oakey, John, & Sons..... 39
Ontario Tack Co..... 38
Ontario Wind Engine and Pump Co .. 12
Orford Copper Co..... 39
Oshawa Steam & Gas Fitting Co..... 58
Owen Sound Wire Fence Co..... 10

P

Paterson Mfg. Co..... 64
Pearce, Frank, & Co 16
Pease Foundry Co. 47
Pelton, Godfrey S 41
Penberthy Injector Co..... 60
Peterboro' Shovel Co..... 14
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 17
Phillips, Chas. D 15
Phillips, Geo., & Co..... 51
Pink, Thos 11

R

Ramsay, A., & Son Co..... 43
Reid, David, & Co..... 16
Robertson, James Co....inside back cover
Rochester Lamp Co. 67
Roper, J. H 53
Round, John, & Son..... 15

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 43
Scott, Bathgate & Co..... 16
Sells Commercial..... 13
Seymour, Henry T., Shear Co..... 15
Shantz, I. E., & Co..... 58
Sharratt & Newth 12
Shaw, John, & Sons..... 68
Sherwin-Williams Co..... 38
Silica Barytic Stone Co..... 15
Stairs, Son & Morrow..... 66
Standard Ideal Sanitary Co..... 52
Standard Paint and Varnish Works... 41
Star Iron Co..... 18
Steel Trough and Machine Co..... 12
Stephens, G. F., & Co..... 35
Sterne, G. F., & Son 16
Stewart, Jas., Mfg. Co..... 16

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co. outside back cover
Toronso Foundry Co..... 66

U

United Brass Mfg. Co..... 59

V

Vickery, O..... 15

W

Wallace Barnes Co 60
Welsh Tinplate & Metal Stamping Co. inside back cover
Western Wire Nail Co 50
Wilcox Mfg. Co..... 14
Winnipeg Paint and Glass Co 35
Wright, E. T., & Co 18

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter.
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

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Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
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Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

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Guelph Spring and Axle Co., Guelph.

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Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

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Silberstein, A. L., New York.

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Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

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Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell, Toront

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

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Bradstreet Co.

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Enterprise Mfg. Co., Philadelphia, Pa.

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Montreal Rolling Mills Co., Montreal.

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Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

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Maple Leaf Harvest Tool Co, Tillsonburg, Ont.

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Heney, E. N., & Co., Montreal.

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North Bros. Mfg. Co., Philadelphia, Pa.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

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Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
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Cumming Mfg. Co., Renfrew.

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Crain, Rolla L., Co., Ottawa.

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Pink, Thos., & Co., Pembroke Ont.

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Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co, Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co, Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

You need this Sifter
So do your Customers

THE METALLIC ASH-SIFTER

MADE TO LAST—THAT IT DOES
MADE TO SATISFY—THAT IT DOES
MADE TO SELL—THAT IT DOES

You're the man who ought to send for our Booklet

C. M. CUTTS & CO.

SOLE MAKERS TORONTO JCT., ONT.

Established 1795.

JOHN SHAW & SONS

Wolverhampton, Limited

Branches at
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Melbourne,
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GENERAL HARDWARE AND METAL MERCHANTS

COIL CHAIN, BLACK SHEETS, CANADA PLATES, TIN PLATES, ETC.

J. H. ROPER, Representative, - 82 St. Francois Xavier St., MONTREAL



STAY-ON

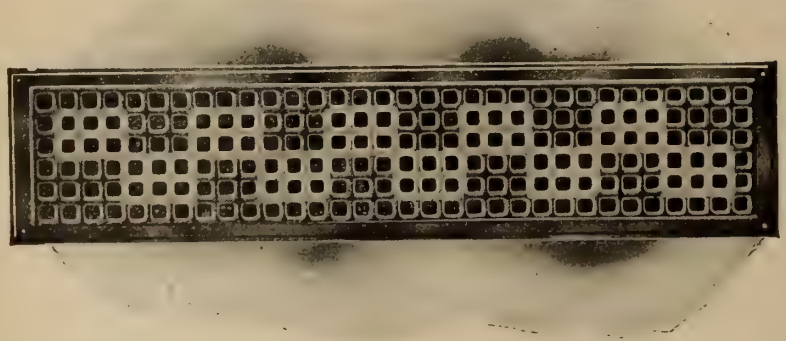
Horse Blankets

"Imperial Crown" Brand

The difficulty with most Horse Blankets is that no matter how you attach them to the horse, they will work off In the special make of our **STAY-ON BLANKETS** this difficulty is overcome. We have spent labor and money to perfect all kinds of horse clothing, and we are pleased to demonstrate to all the advantages derived from the use of our specialties. You pay no more for our goods than you do for inferior qualities.

Largest Manufacturers in Canada

E. N. HENEY CO., Ltd., Montreal

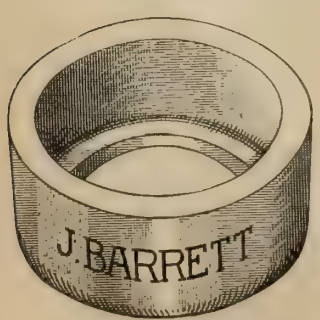


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For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.

New Britain, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

622 McIntyre Block, - WINNIPEG, MAN.

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KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

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MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

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Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

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PRESSED, STAMPED, and MACHINE-MADE

ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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London Office and Warehouse—24 and 26 Holborn. New York City Branch—[illegible] Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



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Black Diamond File Works

G. & H. Barnett Company

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Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

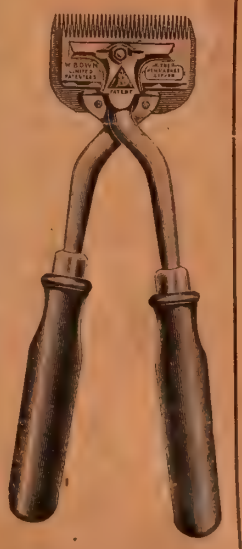
THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.



NEWMARKET HORSE CLIPPER

This celebrated Clipper can be obtained from all the principal dealers.

B. & S. H. THOMPSON & Co.

LIMITED

Manufacturer's Agents

53 ST. SULPICE STREET, MONTREAL

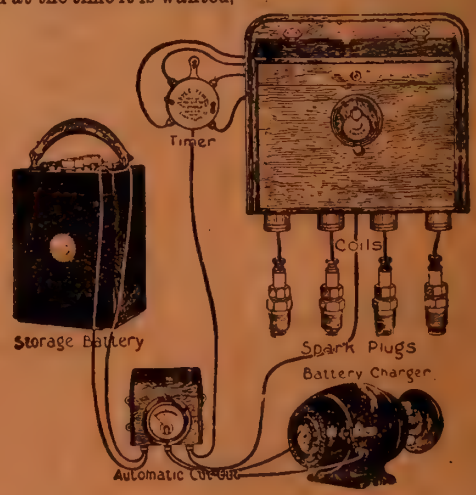
Dominion of Canada Sales Agents UNITED STATES STEEL PRODUCTS EXPORT COMPANY Sheet Steel and Tinplate Departments.

WORRY IRRITATION LOSS OF TIME

is the inevitable result of defective irregular ignition whether it be in Gas Engine, Automobile or Motor Boat.

THE 1906 APPLE IGNITION SYSTEM

avoids all this and also saves the expense of renewing battery cells. Study this illustration showing the dynamo for generating current and storage battery for holding it; with other accessories giving **a sure spark; a hot spark, a live spark, each time, and at the time it is wanted.**



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JOHN MILLEN & SONS, LTD.

321 St. James St. MONTREAL

132 Bay Street TORONTO

Maritime Board of Trade Number

HARDWARE AND METAL

VOL. XVIII. NO. 34.



The City of Amherst where met the Maritime Board of Trade.

AUGUST 25, 1906

THE MACLEAN PUBLISHING CO., Limited

Montreal Toronto Winnipeg

SCOTIA BRAND
READY MIXED PAINTS

These Paints resist the action of the weather, and are suitable for all kinds of outside and inside painting.

We shall be pleased to mail Color Cards and quote prices at all times.

WM. STAIRS, SON & MORROW
LIMITED

General Hardware, Metals, Plumbing and Mining Supplies

HALIFAX, N. S.

SOLE AGENTS FOR MARITIME PROVINCES

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, AUGUST 25, 1906 NO. 34.

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Houses

FLEUR DE LIS

"FLEUR DE LIS"

is no longer a stranger, but has proved its claim to be at least equal to any brand except "QUEEN'S HEAD." Quality guaranteed and price low.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.



TO THE HARDWARE TRADE

In the

HUDSON PATTERN APPLE-PARER

we offer you a machine that is made by skilled mechanics and guaranteed by a reliable house.

That's more than can be said of many of the American parers, which perhaps you have been asked to buy, but which you certainly could never sell.

The HUDSON PATTERN APPLE-PARER is substantial right through. It works perfectly. Critics say it is the finest model in the world.

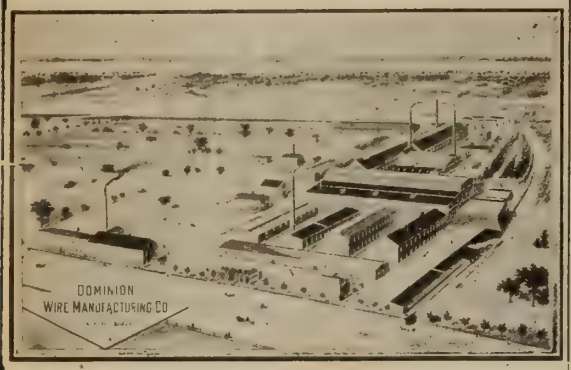
Your jobber should be able to give you further particulars, but if he cannot, write direct to

TAYLOR-FORBES COMPANY, LIMITED

MONTREAL BRANCH, 122 Craig St. West
Head Office and Works, GUELPH, ONT.

AGENCIES:
H. C. ROGERS, St. John, N. B.
W. A. MACLENNAN, Vancouver, B. C.

See Classified List of Advertisements on Page 84.



DOMINION WIRE MANUFACTURING CO. LTD.

MONTREAL - TORONTO

——SEASONABLE REMINDERS——

HAY-BALING WIRE

Quality Right—Price Right—Shipments Right.

WIRE NAILS

Our stock of Wire Nails of all kinds in kegs, boxes and one-pound papers is well-assorted and we can make prompt shipments.

WOOD SCREWS

IRON —BRONZE
BRASS—NICKEL-PLATED

FLAT, ROUND AND OVAL HEADS

Send Us Your Next Order—We Will Appreciate It.

WHAT WE HAVE WE'LL MOVE

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

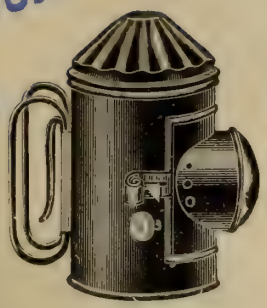
Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

POLICE LANTERNS



No. 225 A

Maroon Japanned, 2¾ in. Lens, 7 in. high, with reflector, and outer wick raising attachment.



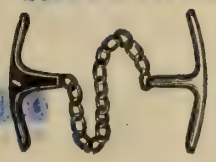
No. 255 A

Maroon Japanned, 2¾ in. Lens, 6¼ in. high.



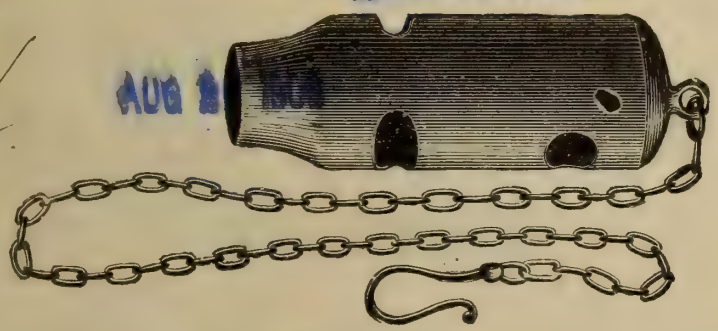
Hand Cuffs

No. 1 Bean's Patrolmen's Hand Cuffs. Wgt., 12 ozs.



Chain Twisters

No. 1 Bean's Single Grooved, Nickel-plated. Wgt., 3 ozs.



Police Calls

Bean's 12 in. Chain and Hook, Nickel-plated.

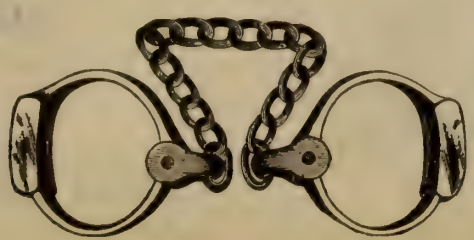


Sole Leather Clubs

Bean's 12 in. long, Sole Leather Butt, Braded Leather Handle, Rawhide Loop, Iron Swivel in Head. Weight, 12 ozs.

Leg Irons

No. 8 Bean's 12 in. Chain, Nickel-plated. Wgt., 27 ozs.





ON THE SIDE

You can make more than you imagine by stocking a small supply of police goods as a side line.

Every town that can boast of having a policeman has need of these goods. Why not get the orders instead of letting them go to the large houses in the city? You can do it as well as not, if you only go to the trouble of letting the corporations of your own and surrounding towns know that you keep a stock on hand, and can sell them at the same prices that they can be had for in the larger cities.

It's strange but true, that as long as the world goes round, men will break the law, and you as well as anybody else, might as well reap the benefits to be derived from the mis-deeds of others.

If you are interested enough to ask our prices, you'll not regret it.

—TRY—

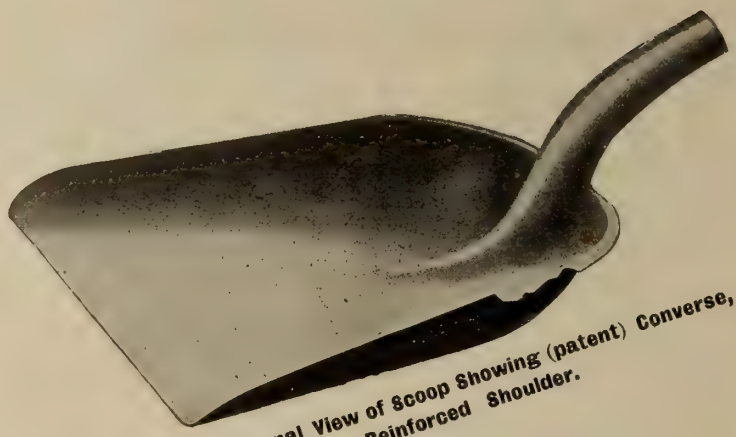
LEWIS BROS., LTD.

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OTTAWA TORONTO WINNIPEG VANCOUVER CALGARY

MOOSE SCOOPS

Solid Cast Steel



Sectional View of Scoop Showing (patent) Converse, Reinforced Shoulder.



The Canadian Shovel & Tool Company,

LIMITED

HAMILTON, CANADA



"DAVIDSON'S"

PREMIER ROYAL

COOKING RANGE

The Very Latest Design and Fairly Bristling With Good Points and Labor Saving Devices.

A well made range of plain design. Ornaments sparingly used—so that the castings have a smooth mirror surface. Easy to clean and THOROUGHLY HIGH-CLASS.

Made in 3 Sizes and 6 Styles.

(Commands a good price.)

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The

Thos. Davidson Mfg. Co.

Limited

Montreal and Winnipeg

STYLE "E"

H. S. HOWLAND, SONS & CO. LIMITED

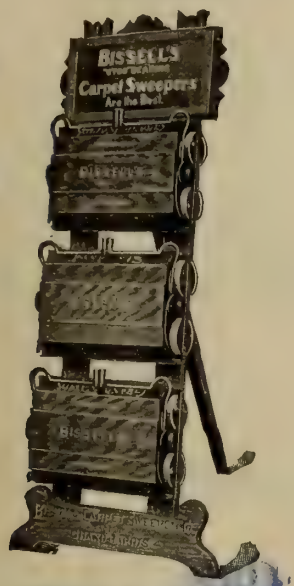
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

Bissell's "Cyco" Bearing Carpet Sweepers



Bissell's No. 3 Easel

Furnished gratis with one half dozen or more high-grade Bissell's Sweepers.

Bissell's "Cyco" Bearing Carpet Sweepers

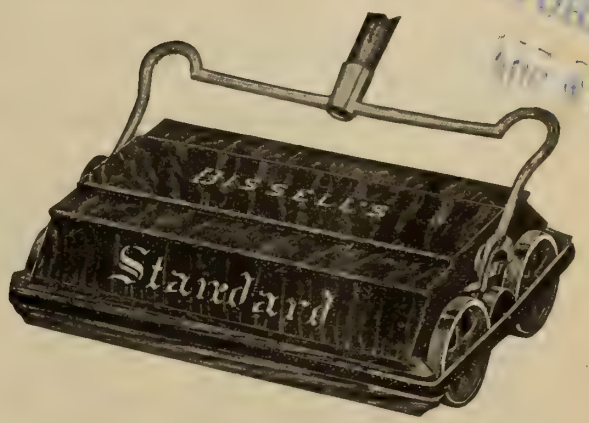
save carpets, time, labor, and health.



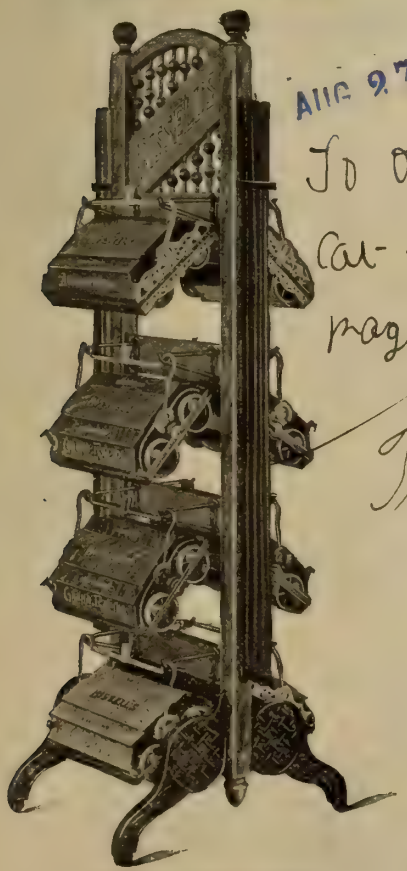
"Champion" Sweeper

"Cyco" Bearing Carpet Sweepers

have four rubber-tired outside wheels, rubber furniture protector spring dumping device. Both sides open with one pressure. Pure bristles brush.



"Standard" Sweeper



Bissell's Grille Easel

When requested we will include this easel gratis with first order for two dozen or more "Cyco" Bearing Sweepers to be shipped at one time.

Bissell's

Sweeper is quickly shown in the sewing room. It picks up the fine clippings, pins and needles without stooping and without effort.



"Grand Rapids" Sweeper

RETURNED AUG 27 1906
To Owner
Cat. Book 5-4
page 1
RETURNED AUG 27 1906

H. S. HOWLAND, SONS & CO, LIMITED

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory: Dufferin Street, Toronto, Ont.

We Ship promptly

If you shoot yourself and have not used "KYNOCH'S AMMUNITION" you have missed one of the pleasures of life.



Kynoch's Cartridges are loaded with "Axite," the new smokeless powder which gives increased velocity with flatter trajectory, than other powders without increased pressure.

The residue deposit in the barrel after firing this ammunition reduces the friction between bullet and barrel.

The accuracy is greatly increased, and the recoil comfortable.

A trial of this ammunition is all that is needed to have you enlisted as a regular customer for it.

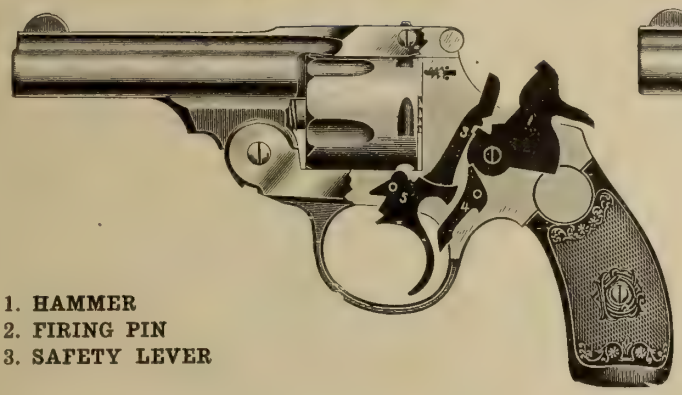
A further supply has just arrived, which we distribute through hardware dealers only.

Caverhill Learmont & Co

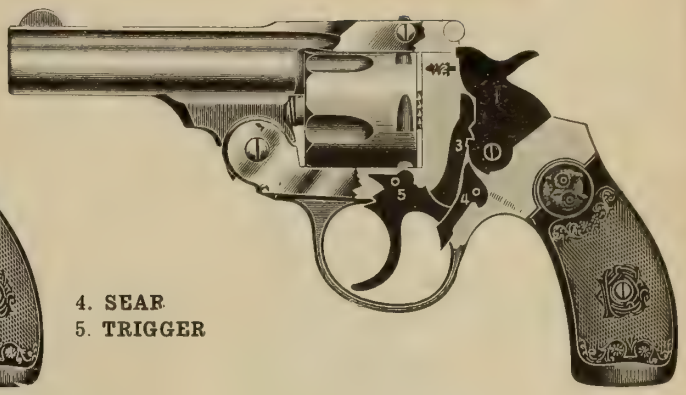
Montreal and Winnipeg

When buying Revolvers why not order Iver Johnson make. They are so made that accidental discharge is impossible.

SAFE REVOLVERS



1. HAMMER
2. FIRING PIN
3. SAFETY LEVER

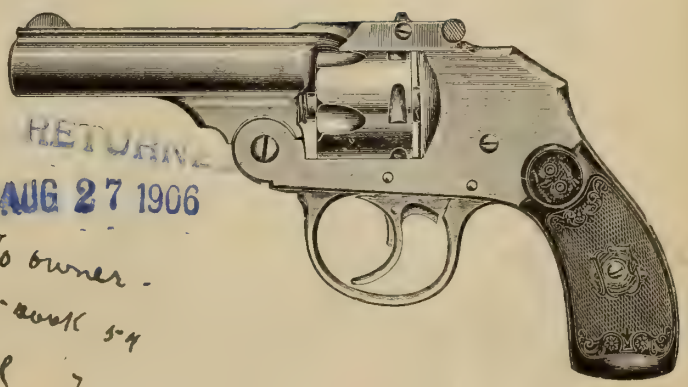


4. SEAR
5. TRIGGER

Notice construction ; see intervening lever (part 3) which is released by trigger only. Under no circumstance can the hammer of the revolver be brought in contact with the firing pin except by pulling trigger which releases this safety lever.

RETURNED

ALL CALIBRES IN STOCK in BLUED or NICKEL FINISH



AUG 27 1906
To owner.

Selling Iver Johnson Revolvers at List Prices, shewn in our Blue Book, leaves the Dealer a Good Margin of Profit.

Caverhill Learmont & Co

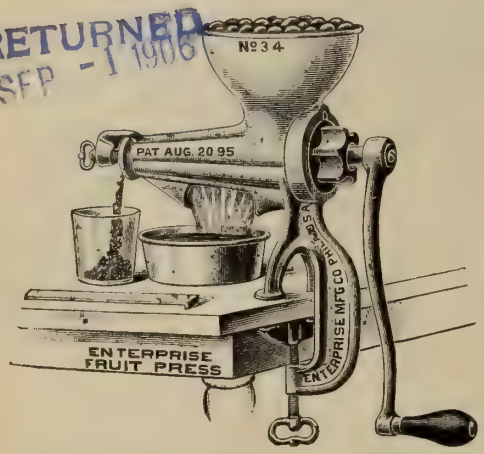
Headquarters for Iver Johnson's Revolvers and Winchester Rifles.

MONTREAL AND WINNIPEG

Have You Opened a Women's Department in Your Store?

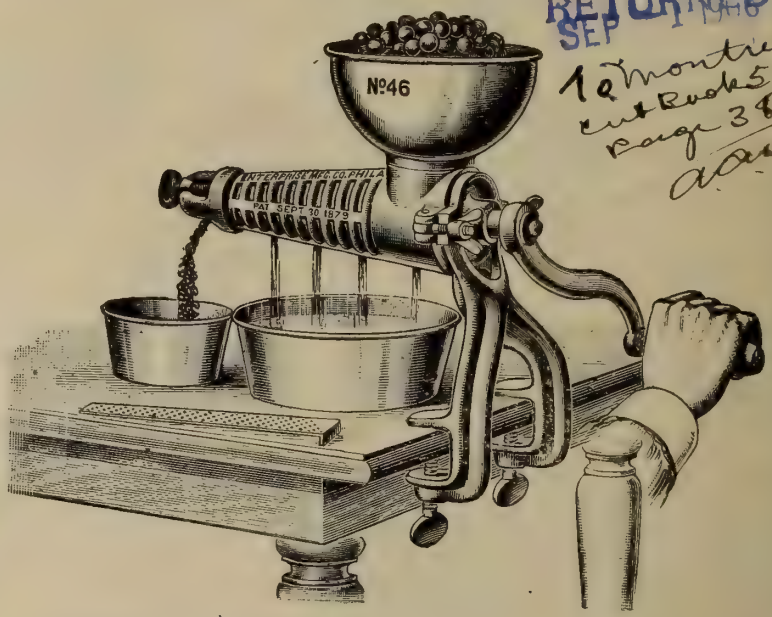
If you have one it should be stocked with these goods. They will sell during the next few months. The **"Enterprise" Fruit and Jelly Press** is one of those labor-saving devices for the kitchen that is making the drudgery of household work a thing of the past. The fruit in passing through the machine is not touched by the hands. The process is thoroughly hygenic.

RETURNED SEP -1 1906

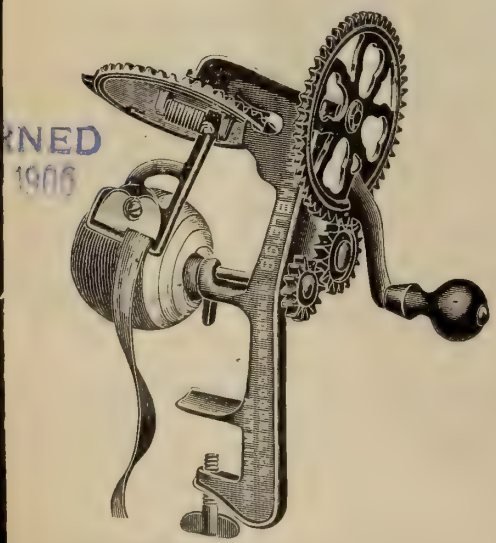


No. 34—Hopper holds one quart. The pulp comes out dry at the end of the machine, the juice runs into a dish below.

RETURNED SEP -1 1906
1a Montreal
cut Book 54
page 38



No. 46—Hopper holds 3 quarts. Same as No. 34 but larger. These machines separate seeds and skins from grapes, berries, tomatoes, etc., and make jelly making a pleasure.



98 TURNTABLE—Pares, Cores and Slices.

Apple Parers are as necessary a part of the kitchen equipment as anything else one can mention. You can hardly do business without them if women deal at your store.

ASK OUR TRAVELLERS FOR PRICES OR WRITE DIRECT.

RETURNED SEP -1 1906



THE "HUDSON"—Pares and Cores.

HARDWARE F.&W. Limited, MONTREAL

(FROTHINGHAM & WORKMAN, Limited)

There is something very pleasing about the design of the "Crown" locks.

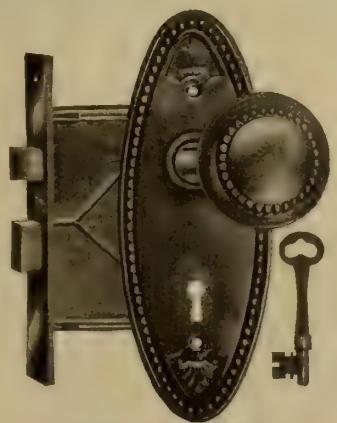
The rope of beads forms a sort of frame for the smooth mirror-like surface within, and the crown at the top and the simple ornament at the bottom take away the plainness and severity which otherwise would be felt.

In construction the locks have points as favorable as the design. The entire lock is of wrought steel and unbreakable. The bolts work freely and smoothly.

Are not these features you desire in stock of locks?

We have the "Crown" design in steel, bronze pla ed, and in wrought bronze, each in two finishes.

Ask our travellers to show you our full line of locks.



"CROWN" DESIGN

F. & W.

One square yard in a show case will contain a large enough line of pocket cutlery for the ordinary store.

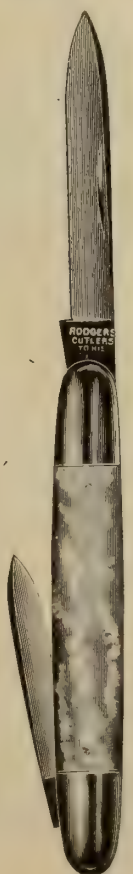
And no other square yard in the store can be stocked with more profitable goods.

You probably sell a pocket knife on the average every hour.

How much do you make on cutlery? From 50 to 100%, or probably $2.00 to $3.00 per day off that square yard.

Don't you wish you had 100 other square yards equally profitable?

We have 450 different numbers of pocket cutlery in our stock. If you have poor selling lines drop them. Make your square yard more profitable. Our travellers will show you samples.



No. 520



No. 456

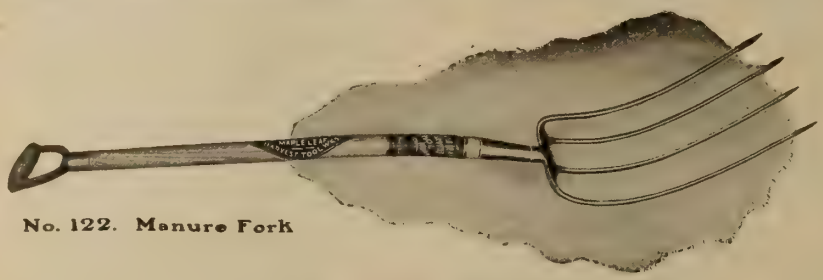
HARDWARE F. & W. Limited, MONTREAL

(FROTHINGHAM & WORKMAN, Limited)

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



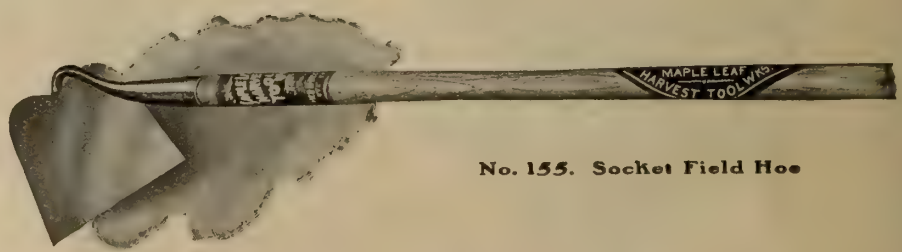
No. 122. Manure Fork



No. 108. Hay Fork



No. 243. Beet Fork



No. 155. Socket Field Hoe

To THE MERCHANTS:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

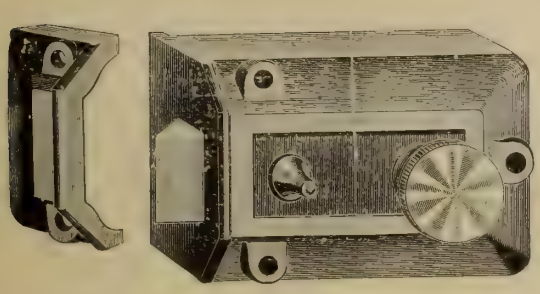
TILLSONBURG, ONT.

BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

REGISTERED TRADE "B" BRANTFORD ROOFING CO. LIMITED MARK
BRANTFORD, CANADA

For the convenience of our "NORTHWEST" customers we purpose carrying stocks at
WINNIPEG REGINA CALGARY
Brantford Roofing Co., Limited, - Brantford, Can.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

ATKINS ALWAYS AHEAD

O So EZ



Wood Saw Time is Coming

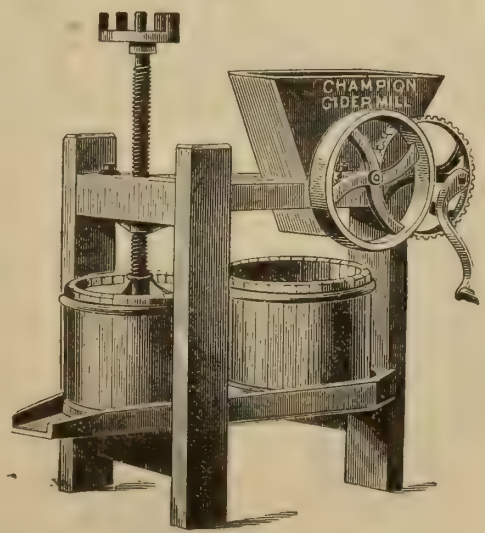
Atkins ahead again. Send in your orders early. The name of ***"ATKINS"*** is a "Buy word" with Wood Saw users.

SEND FOR CATALOGUE N.

E. C. ATKINS & CO., Inc.

Home Office and Factory, INDIANAPOLIS
Canadian Branch, 56 King St. E., TORONTO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skeins,

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA



Canada is our Home Market—
we cannot afford to sell in
this country any goods
but the best—

Canada is a dumping ground for
foreign makers,

If you want Standard goods
specify when ordering.

"DOMINION"

Cartridges and Shot Shells

Dominion Cartridge Co.

Limited

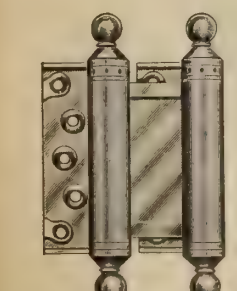
Manufacturers, Montreal

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

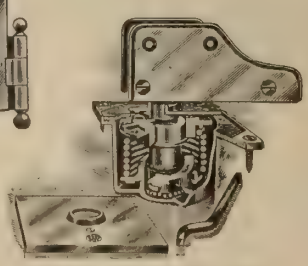
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST



Nowhere Else Can You Get Our Quality at Our Prices

That is a fact!

All "**DILLON**" strand wires are High Carbon Hard Spring, which makes No. 9 wires, 500 lbs. stronger than the ordinary No. 9.

Yet your customers are not charged one cent more for the "extra;" and your profits are not tampered within the slightest degree.

Truly, "**DILLON**" methods are **fair methods** just as "**DILLON**" quality is **high quality.**

If you haven't our
Booklet at hand write
for another copy. . .

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MANUFACTURED BY

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Pembroke, Ont., Canada.

TOWEL ROLLERS

CAN OPENERS

The "BEST" Mop

unequalled as a profit-maker and trade builder.

AN IDEAL MOP OF EXTREME SIMPLICITY, NEATNESS, AND DURABILITY

And, Mr. Grocer, if you want to handle a reliable and satisfactory Mop, not only ask of it from your jobber, but insist on the "BEST."

—MADE BY—

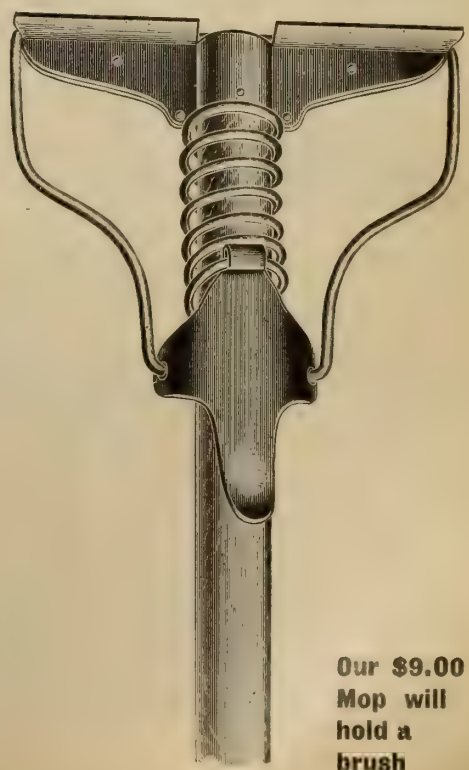
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Limited

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Western Representatives:
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608 Ashdown Bldg., WINNIPEG, Man.

THE "BEST" MOP



Our $9.00 Mop will hold a brush

WOODENWARE OF ALL KINDS

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This design a guarantee of quality.

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STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

WRITE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, SARNIA, ONT. Mfrs. of Hubs, Spokes and Bent Goods.

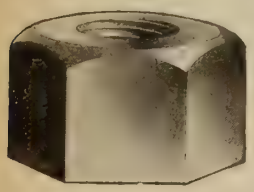
We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.



We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD, 21 St. Peter St., Quebec, P. Q.**



COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws ***Thumb Screws***
Set Screws ***Machine Screws***

SPECIAL DISCOUNTS TO THE TRADE

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

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Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

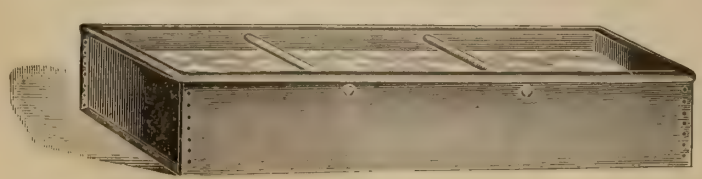


To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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TANKS

Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

The Steel Trough and Tank Co., Limited, - Tweed, Ontario



Cole's Spiral Tubular Radiator

Can be used on any stove

Best radiator — at half the cost of inferior goods.

Only radiator made adapted for both hard or soft coal. Size pipe collar 5, 6 and 7 inches.

These radiators give the best satisfaction and have yet to receive a single complaint.

FOR SALE BY

E. T. Wright & Co, - Hamilton



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

WORK AND PRICES RIGHT

GALVANIZING

ONT WIND ENGINE & PUMP CO. LIMITED

TORONTO, ONT.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn., U.S.A.

The Dealer's Reputation depends on the quality of the Goods he sells.



H&R REVOLVERS

Are known around the world for their safety, accuracy, durability, perfect design and general superiority.

Only the most skilled mechanics and only the finest quality of material employed in their manufacture. Every piece is finished to the 1000th part of an inch and fits perfectly. ***No Rattle*** in "H & R" such as a quick shake reveals in other makes.

Every revolver that leaves the factory has passed the most rigid inspection and is guaranteed perfect. Barrel and cylinder drilled from solid piece of finest forged steel; solid steel frame; handsome rubber stock affording good grip.

Noted for smooth action, perfect accuracy and power. Don't experiment with an unreliable make because low price is offered as a tempting bait.

The retail price ranges from $2.50 to $8.00 and each model is the greatest value ever offered for the price. They are the kind that do not come back, but give permanent satisfaction.

Put in a full line and you will be pleased with the results. Your jobber can supply you.

HARRINGTON & RICHARDSON ARMS CO.

Makers of the H & R Famous Safety Hammerless

314 PARK AVE. **WORCESTER, MASS., U.S.A.**



Louden's Standard Jointed Barn Door Hangers

CANNOT JUMP THE TRACK.

They always run easily and give satisfaction.

Everyone who uses them is more than pleased.

They also have track cleaners which throw all obstructions off the track, instead of letting them wedge under the wheels, as other hangers do. This feature is fully covered by our patent.

They will run on any 1¼ x 3/16 Barn Door Track.

Like all other Hangers that we make, they are the best that are made.

LOUDEN MACHINERY CO., Guelph, Ont.

We make the largest and best line of Hay Tools on earth for either field or barn.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

CLASSICAL METAL CEILINGS

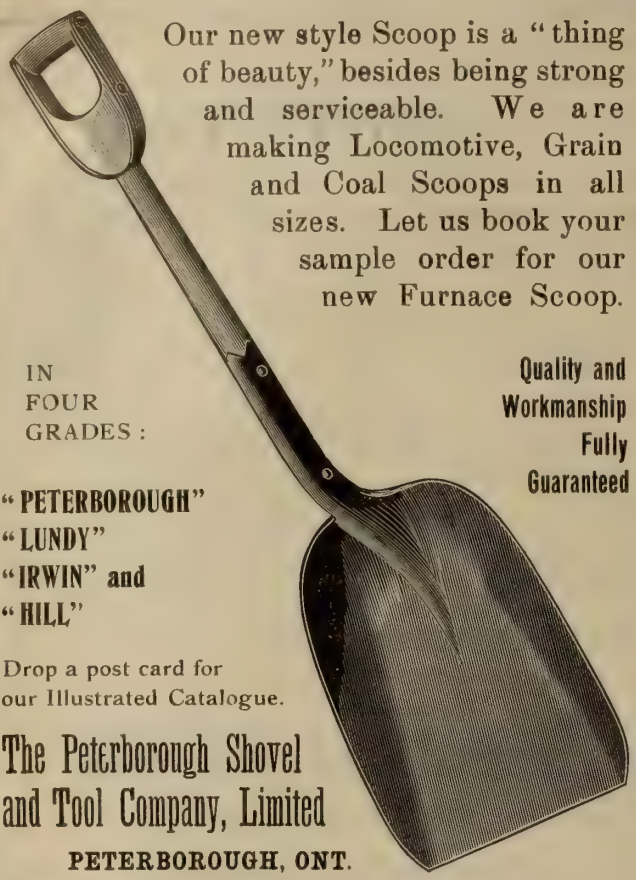
are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited
Preston, Ontario



Our new style Scoop is a "thing of beauty," besides being strong and serviceable. We are making Locomotive, Grain and Coal Scoops in all sizes. Let us book your sample order for our new Furnace Scoop.

IN FOUR GRADES:

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"LUNDY"
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Quality and Workmanship Fully Guaranteed

Drop a post card for our Illustrated Catalogue.

The Peterborough Shovel and Tool Company, Limited

PETERBOROUGH, ONT.

Ventilation Is Important

as a feature of modern buildings.

There are many buildings and residences whose occupants are afflicted with drowsiness and headaches, because the ventilation is imperfect or has been altogether neglected.

THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, **The Aeolian Ventilator** is very ornamental in appearance, while also possessing exceptional lasting qualities.

We like to talk about the "Aeolian" Will you write us for particulars?

Read this testimonial:

OTTAWA, June 4th, 1903.

Messrs. THE J. W. HARRIS CO., LIMITED, Montreal.

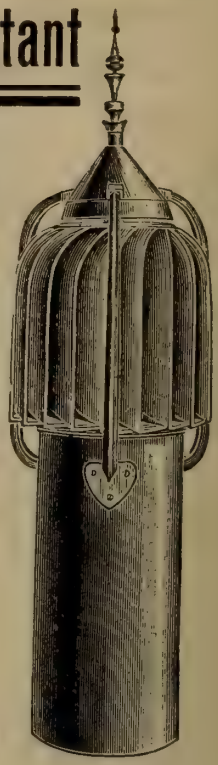
GENTLEMEN,—In reply to your letter of 1st of June inst., beg to say "AEOLIAN" Ventilators we got from you have always proved satisfactory to us and we can recommend them when such an article is required.

Yours respectfully,
McKINLEY & NORTHWOOD.

The Price is Inconsiderable in Comparison with the Results

Manufactured by

THE J. W. HARRIS COMPANY, LIMITED
SUCCESSORS TO LESSARD & HARRIS, CONTRACTORS
Montreal



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired.)



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

Best English Bars, Hoops (W.I.W.), Sheets
"Sword and Torch" Dead Flat Galvanized Sheets
English Pig and Sheet Lead
Straits and Lamb and Flat Ignot Tin

If you are thinking of importing at present, let me have your specifications.

Closest Prices for Wholesale Buyers

J. A. HENDERSON, **Board of Trade Building,** **MONTREAL**

GENERAL HARDWARE AND METALS

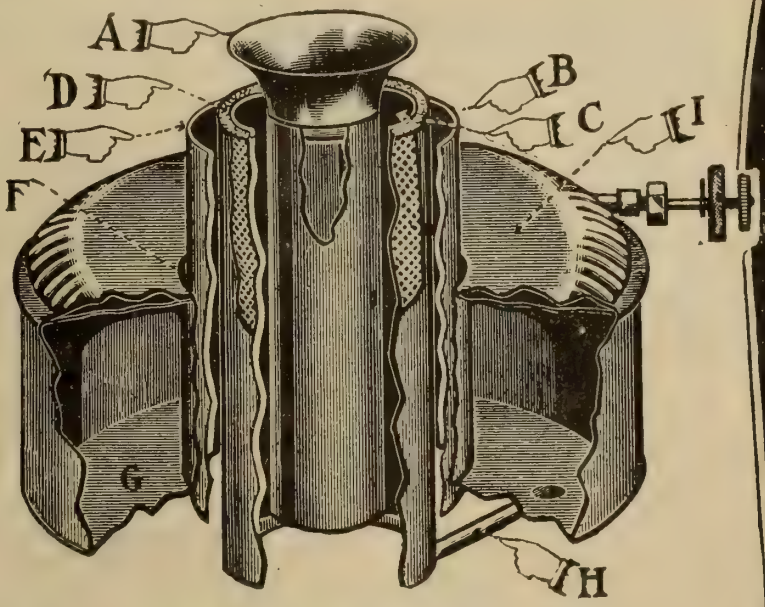


THE ALUMINUM OIL HEATER

Sales nearing the million mark, because we've got the heater that gets the trade.

Get our printed matter and prices before buying elsewhere.

Remember, the Aluminum is the only Oil Heater which heats by radiation as well as by circulation—the only Oil Heater with partition in drum to deflect the heat and prevent it going straight up.



OUR SAFETY BURNER DOES IT

A—Flame Spreader ; **B**—Air Space outside Wick Tube ; **C**—Air Space inside Wick Tube ; **D**—Wick ; **E**—Outside Casing to Burner ; **F**—Air Space between Fount and Outer Casing ; **G**—Fount for Oil ; **H**—Feed Pipe ; **I**—Shield resting on top of Fount with air space underneath.

Look at this burner. Notice solid flame spreader. No perforations there to clog up.

See those generous air passages which makes ventilation and combustion perfect. No possibility of explosions there. Simple in operation as a lamp. Any child can take out and put in wick. Remember, the Aluminum is the only Oil Heater that radiates heat like a base burner, from all points.

Get orders in early.

LEWIS BROS., Ltd.

Agents for MONTREAL, TORONTO, OTTAWA, WINNIPEG, VANCOUVER, CALGARY.

EMERSON & FISHER, Ltd.

Agents for NEW BRUNSWICK, NOVA SCOTIA and PRINCE EDWARD ISLAND

NONE IN AMERICA

Manufacture a larger variety of Cordage, Twine, etc., than

CONSUMERS CORDAGE COMPANY

LIMITED

Mills: MONTREAL, Que., HALIFAX, N.S.

Manila, Sisal, Italian, Russia, Jute. Dry and Tarred **Cordage** in any form.

Bale Rope, Hide Rope, Paper Cord.

Lariat Rope, Transmission Rope, Yacht Rope, 3 and 4 Strand. **Lathyarn, Drilling Cables, Bolt Rope,** Snap Halters, **Clothes Lines,** Snap Plow Lines, **Lobster Marline, Head Ropes, Norsels.**

Halyards, Deep Sea Line, Spunyarn, Marline, Houseline, Hambroline, Ratline, Bell Rope, **Packings,** Core Ropes.

TWINES

Parcelling, Rolling, Seaming, Sewing, Spring, Wrapping.

BRANCHES

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Consumers Cordage Co., Ltd., St. John, N. B.

MacGowan & Co. Vancouver, B. C.

Tees & Persse, Limited, **Winnipeg, Man.,** with branches in **Calgary & Edmonton**

George Wood, London, Eng.

BINDER TWINE

Crescent, 500 ft. per lb.
Standard, 500 " "
Raven, 550 ft. per lb.
Tiger, 550 " "
Blue Ribbon, 650 ft. per lb.
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Sheffield, England

JOHN ROUND & SON, Limited

Manufacturers of

HIGHEST GRADE TABLE CUTLERY,
SILVER PLATED AND NICKEL SPOONS AND FORKS,
PEARL HANDLE DESSERTS AND FISH EATERS IN CASES,
COMBINATION CABINETS, OAK GOODS, Etc.

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ESTABLISHED 1847

Hotel Silverware Our Specialty

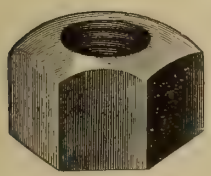
(We guarantee the actual deposit of silver on each individual dozen.)

For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

CANADIAN OFFICES AND SALES ROOMS

CORISTINE BUILDING, MONTREAL

WRITE FOR CATALOGUE



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

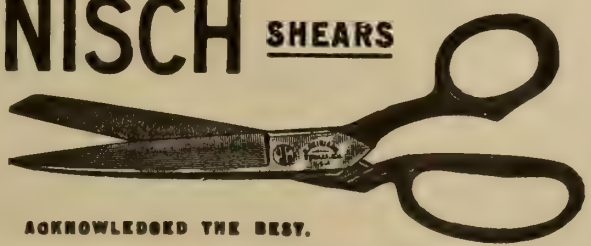
Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipment

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office

Ingersoll, Ontario.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Walter Mills, General Manager
Ask for quotations for Septic Tanks.

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who are open for a situation are requested to register their names with the MacLean Publishing Co., at any of their offices. Inquiries are occasionally made by manufacturers and wholesale houses who contemplate establishing their own advertising department.

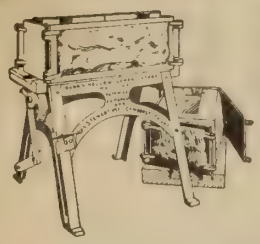
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

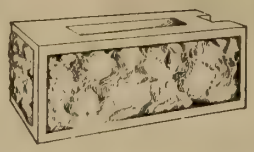
Emlyn Engineering Works
NEWPORT, MON., ENGLAND



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

Just write me this very moment asking questions about my prices on Enamelled Baths, Lavatories, Sinks, Closets, etc.

By return mail I'll give you the best reasons you ever saw for ordering—prove my ability to quote low, ship fast and throw in a pile of reliability to boot.

WRITE! WRITE! WRITE!

ORLANDO VICKERY

178-180 Victoria Street TORONTO



A DEALER

bought some of

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

and found that in comparison with "others" it went farther and dried quicker.

We pride ourselves on being full-blooded relatives of Quality.

"Price" particulars go from our office with speed.

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

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Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants, 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B C. Code

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Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

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22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

ONE CENT

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.

The Equal of Any—Better Than Most

We want you to understand, Mr. Dealer, that SPEAR & JACKSON is a byword for quality in

HANDSAWS

Our first endeavor is to make the BEST saws ; our second to make them as low-priced as possible. Note the "as possible." It means that we countenance no sacrifice of quality to attain the "cheap" end. Because of our long experience and our modern plant, we are equipped to compete with Canadian and American saw-makers—to YOUR advantage. Write to us TO-DAY. We will send you an illustrated Price List.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic address: **"Spear, Sheffield"**



FIRST FLOOR OUTFIT, one of fifty styles.

Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CLEANLINESS, SAFETY, CONVENIENCE, LABOR and TIME SAVED

AND, THEREFORE,

MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:

530 Front St. West - - TORONTO, ONT.



Height 7 inches.

"Little Bobs" Lantern

MADE IN

PLAIN TIN

ANTIQUE FINISH

AND BRASS

Has been made for years in Brass, and still a good seller.

The Tin is nearly as good and costs about one-half of the price of the Brass Lantern.

Packed half gross in a case.

BANNER *COLD BLAST LANTERNS AND BURNERS ARE LEADERS*

Ask for them.

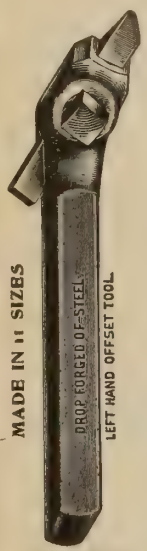
ONTARIO LANTERN AND LAMP CO., LIMITED

HAMILTON, ONT.

ARMSTRONG TOOL HOLDERS

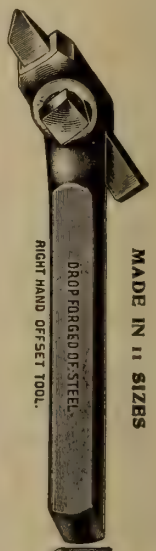
Make ONE Pound of High Speed Tool Steel Equal to TEN Pounds in Forged Lathe and Planer Tools.

THEY SAVE ALL FORGING 70 per cent. GRINDING



MADE IN 11 SIZES





MADE IN 11 SIZES

Armstrong Patents.

February 16, 1886
February 23, 1893
March 12, 1895
April 18, 1898
November 8, 1898
November 14, 1899
September 29, 1900
January 29, 1901
May 28, 1901
May 27, 1902
August 19, 1902
April 14, 1903
December 1, 1903
January 10, 1905

We make A COMPLETE LINE. A Tool Holder for Every Operation on the Lathe and Planer.

MR. DEALER

It will pay you to Catalog and Push the Armstrong Tool Holders, Ratchets and Specialties.

Well Made.

Forcefully Advertised.

Used by all Machine Shops.

Read Beneath What Big Dealers Say.

"We certainly could not sell the quantity we do if they were not giving universal satisfaction."
—Montgomery & Co., New York

"Have decided to handle yours exclusively, for when once sold we never have any trouble with them."
—The Scott Supply & Tool Co., Denver

"Everybody likes them. The tools are all right and the price is right."
—Chas. H. Besly & Co., Chicago

"It is one of the best selling articles that we over handled. We have sold them for years and do not recollect having a single complaint."
—Chandler & Farquhar, Boston

"We are pleased to say that the sale of your Tool Holders in Great Britain is exceeding our expectations. Wherever we have introduced the Armstrong Tool Holders they are giving perfect satisfaction."— *Chas. Churchill & Co., Limited, London, England*

UNIVERSAL RATCHET DRILL



Two inches of motion at end of handle in any direction will drive the drill.

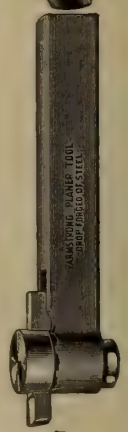
Drop Forged of Steel. Working Parts Hardened

When the other ratchets you have are useless for lack of room to move the handle get an "Armstrong Universal" and it will do the job.

A PLANER TOOL

like this is always ready for business, and will, with a properly ground set of cutters, do the work of a dozen forged tools.

5 SIZES





Boring Tools. 7 Sizes



Drop Head Tool Holders, for European Lathes. 5 Sizes.

Cutting-off Tools, straight, right and left hand offset shank. 7 Sizes each.

Write for Latest Catalog Showing Complete Line

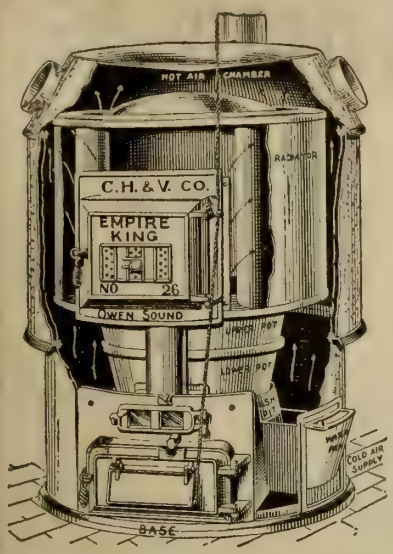
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"THE TOOL HOLDER PEOPLE."

106 N. Francisco Ave., Chicago, U.S.A.

Imitations Are Unsatisfactory—Infringements Are Unlawful.

OUR BOOKLET—GET IT



To learn all the good points of the

"Empire King" Furnace

is your bounden duty. Our Booklet is quite willing to be instructor.

Just you put your name and address in our possession and then we'll start to look after the Increase of your Profits.

The Canadian Heating & Ventilating Co.
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE TRADE MARK

ASBESTOS STOVE LINING

Every stove dealer should have a supply.

Durable Economical Serviceable

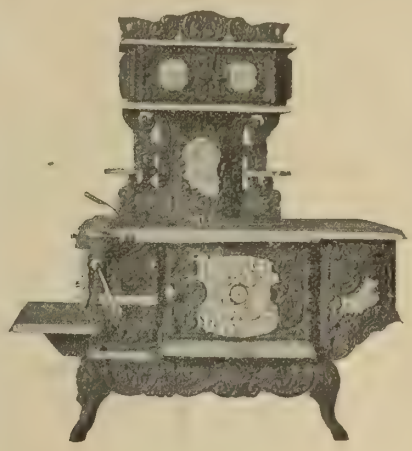
Used as a fire-mortar for laying fire-brick in boiler furnaces and for lining and repairing stoves and ranges.

6-lb. pkgs. and bulk.
Labelled with full directions.

THE FRANCIS-FROST Co. LIMITED
223 QUEEN ST. EAST
TORONTO, - - - CANADA

The Woman Who Sees It, Wants It. . . .

The range that puts the "I-want-that-kind" notion into people's heads happens to be the range that earns you most profits and that you get most help in selling.



Naturally, the Imperial Oxford isn't a cheap range, in any sense of the word. And yet it sells easier than low-priced ranges, even to folks who haven't much money to spend—simply because there are things about the Imperial Oxford that a woman **knows** are ahead of any range she ever saw.

Visit the Exposition and visit us, too: . .

You will be most welcome at our exhibit in the STOVE BUILDING at the Exposition, where we shall make a notable display. You are specially invited, also, to inspect either of our mammoth factory plants at 500 King Street West, and at Toronto Junction. Come and be interested.

The diffusive oven-flue, for instance—practically a guarantee that the Imperial Oxford will do baking perfectly—what woman can't see the matchless value of that, once you show her why it is so?

But how can you show her—and how can you know what the Imperial Oxford would do for your store—until you ask us to show you?

We can take a hint from a postcard, if you sign it.

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

110

Toronto Exhibition

If you attend the Toronto Fair come in and get acquainted with our office staff and inspect the goods.

Make our office your business headquarters.

The travellers will be home and you will be most cordially welcomed by all.

Cars to the Exhibition pass the door

Seven minutes from Union Station. Five from cor. King and Yonge.

The McCLARY MFG. CO.

King Street West, = TORONTO

A. D. KENNELLY, Manager

London Montreal Winnipeg Vancouver St. John, N.B. Hamilton

THE CELEBRATED **C. P. MFG. CO.** **BRAND**

WIRE EDGE READY ROOFING

PATENTED

Adapted to any kind of Roof. Not affected by Gases or Acids. Resists Fire better than Tin or Slate. Cannot Rust or Corrode.

Can be used on Roofs of any Pitch. Is insured at same rate as Metal Roofs. Any ordinary Workman can apply it. Costs less than any other Roof. Will Outwear all other Roofs.

THE CARRITTE-PATERTON MFG. CO.

ST. JOHN, N.B. ═══ HALIFAX, N.S.

THE PORTLAND ROLLING MILLS, Limited

ST. JOHN, N.B.

Manufacturers of Merchant Bar Iron and Steel.

LOCOMOTIVE AND CAR AXLES

No order is too large for us to handle and none too small not to receive our utmost attention.

RAILWAY FISH PLATES and ANGLE BARS, RAILWAY and SHIP SPIKES, SCREW AND WHARF BOLTS, CUT NAILS AND TACKS.

We are the largest manufacturers in the Maritime Provinces of all goods named.

In our Horse Shoe Department the sales are the witnesses of our make of shoes being over one hundred per cent. more this year than any previous. We only use the highest grade of stock; our pattern is not excelled and the workmanship and finish are of the best.

Get our prices on all goods manufactured, and our quotations on any odd lines you may require.

QUALITY OF GOODS FIRST AND LAST.

WM. BRUCKHOF, Managing Director.



Do You Care to Make Savings in Your Purchasing?

And also give entire Guarantee on Your Sales.

We are leaders in Sporting Goods Requisites and carry everything in this line

Snow Shoes

of the best Indian make. Extra quality gut.

Childs' Tufted,	*9 x 30,*	price per doz. pairs		*$15.00*
Boys' "	*10 x 33,*	"	"	*17.50*
Ladies' "	*11 x 36,*	"	"	*20.00*
Club, Plain,	*12 x 42,*	"	"	*22.50*
Men's "	*14 x 42,*	"	"	*25.00*
Shanty, "	*16 x 48.*	"	"	*27.50*



New Victor

SINGLE BARREL 12 and 16 Gauge SHOT GUN **$3.45**

PRICE IN CASE LOT

10 in a case. Quanity less—10c. extra on each gun.

This Gun is as fully guaranteed as any single gun made. For close, long range shooting they have no superior.

Write for Our Trade Price List

A. E. BREGENT, 192 East St. Catherine St., - MONTREAL

RECORD FOUNDRY and MACHINE CO.

MANUFACTURERS OF

Up-to-date Heating Devices

Our Record Admiral Furnaces

Have latest improvements

Direct and Indirect Draft

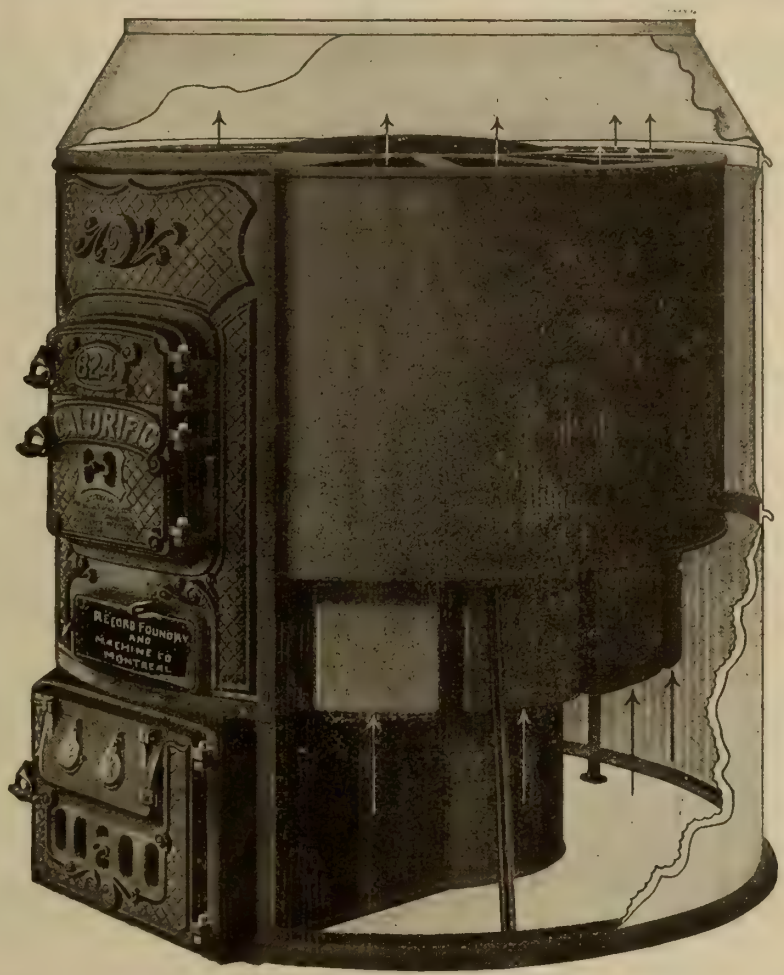
Improved Record Grate

Patent Square Fire Pot

Improved Dust Flue

Made in 6 Sizes:

No. 35, 39, 43
" 47, 51, 55



Penn Esther Ranges

MADE IN

PLAIN, SEMI-PLAIN and ORNAMENTAL, STRONG, DURABLE and HEAVY

The Calorific Warm Air Heat Producer

Made in four distinct sizes: No. 818, 821, 824, 830.

ECONOMICAL IN FUEL. EASY TO MANAGE.

We manufacture the largest and most complete line of STOVES, RANGES and FURNACES in Canada.

OUR CATALOGUES WILL INTEREST YOU - - - OUR DISCOUNTS WILL CONVINCE YOU

WHEN LOOKING WHY NOT LOOK HERE

FOUNDRIES

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SALES AGENCIES

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VANCOUVER, B.C. CALGARY, ALTA. ST. JOHN, NFLD.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.



Australasian Hardware and Machinery.

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

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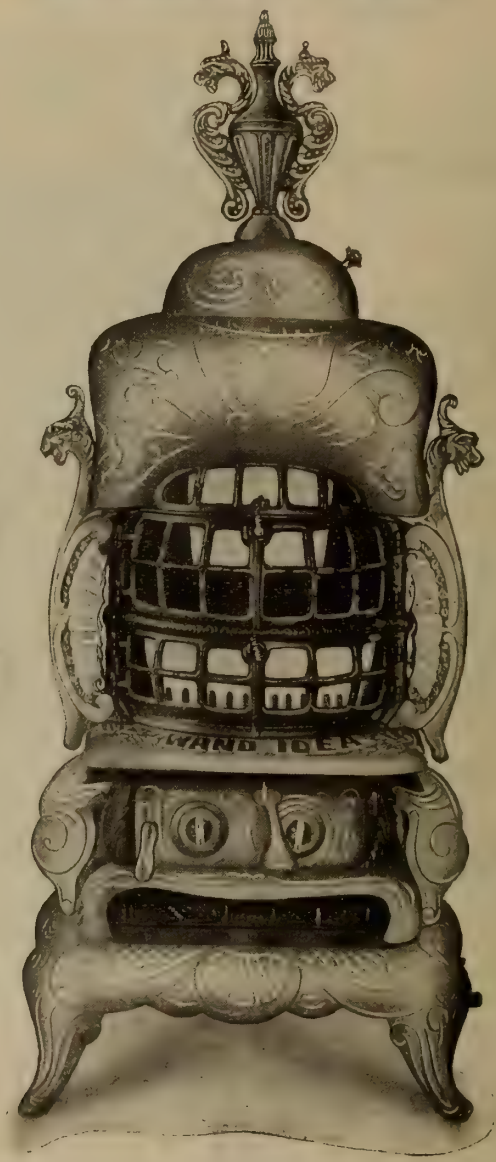
Specimen Copies Free on Application.

"The Best Goods at Right Prices"
(OUR MOTTO)

THE

"GRAND IDEA"

As Economical as a Miser



No. 714 and 715, Straight. No. 715, with Oven.

EVERY STOVE A DOUBLE HEATER

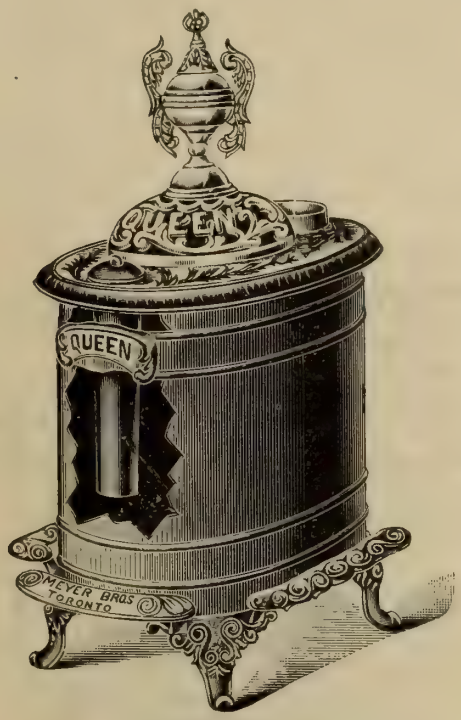
The large circular flues take the cold air from the floor through the lower bottom, and discharge it, thoroughly heated, either in the room where the stove stands, or through pipes to the floor above.
Has duplex grate with shaking ring.
Loose fire pot, easily turned, and can be taken out through the front door.
Automatic magazine cover. **Write for prices.**

Guelph Stove Co., Ltd., Guelph, Ont.

Toronto Montreal Winnipeg Calgary

QUEEN TOP DRAFT
Heating Stove

ONLY TOP DRAFT STOVE MADE IN CANADA



Patented Feb. 1st, 1896

Sole Agency Given. 75,000 Sold in Canada.

We Have the Right Goods

WHICH WILL SELL QUICKLY

Catalogue and Prices Mailed on Request.

Patentees and Manufacturers

MEYER BROS., 87 Church Street, TORONTO

Interesting Exhibit for Hardware Dealers

Every Hardware Merchant in Toronto during the two weeks of the Exhibition should not fail to see the exhibit of Shelving, Shelf Boxes and Screw Cases in the New Process Building, near the Main Entrance.

We will demonstrate to you that the Bennett Steel Shelf Box saves 20 per cent. space, is the strongest Shelf Box on the market, and you can see for yourself from the Exhibit that there is nothing more attractive made.

Look for our Exhibit in Centre Aisle, near the Main Entrance of the New Process and Manufacturers' Building.

CAMERON & CAMPBELL

TORONTO

THREE IN ONE

Kemp's Improved Steam Cereal Cooker

MADE IN THREE SIZES



104—inside dish, 4 pts.
106— " " 6 "
108— " " 8 "

Cheapest and Most Useful Kitchen Utensil Ever Invented.

Very little higher than an ordinary saucepan. Stocked in DIAMOND, PEARL and GARNET.

KEMP MANUFACTURING CO.

TORONTO, CAN.

The Kemp Mfg. Co. of Montreal,
58 McGill St., Montreal

The Kemp Mfg. & Metal Co., Ltd.
McDermot Ave. E., Winnipeg, Man.

MARITIME BOARD OF TRADE

Sea-Board Provinces One in Business Interests—Merchants Parliament Advocates Political Consolidation into One Province—Splendid Gathering at Amherst, N S. Many Important Subjects Discussed.

Progress and enthusiasm were the dominant notes of the twelfth annual convention of the Maritime Board of Trade which was held at Amherst, N.S. under most favorable auspices on August 15 and 16.

The subjects discussed were of great importance and several resolutions of considerable importance were put through.

Rev. Father Burke was again on hand from Prince Edward Island and put forward with greater vigor than ever the project of the tunnel.

At the election of officers a very popular and capable man, Mr. W. S. Fisher, of St. John, was elected president.

There was a fine attendance of delegates from all parts of the Maritime Provinces.

Captain Read, the president, called the meeting to order promptly at ten o'clock. On the platform besides himself were C. J. Silliker, mayor of Amherst; John McKeen, president of the Amherst Board of Trade; W. S. Fisher, first vice-president of the Maritime Board of Trade, and Charles M. Creed.

Captain Read was applauded when he called upon the mayor of Amherst to address the gathering.

The mayor of Amherst, C. J. Silliker's opening address was one of welcome. He asked the delegates to make themselves at home. The members of the council had consulted the different managers of the manufacturing plants, and every delegate would be permitted to visit these works without the usual red tape of having a pass.

He apologized for the tearing up of the streets which had been necessary at this time. He hoped for a good profitable time and he knew that would be the case.

President of Amherst Board of Trade, Mr. John McKeen, said on behalf of the board that it was gratifying to see the splendid response to the invitation of the Amherst board. The local members had looked forward to the meeting. They found on the day of opening that there were more delegates than Amherst could accommodate in hotel life. Citizens had come to their rescue and their loyalty was appreciated by the board. It was the desire of Amherst to make the visitors happy and it would be accomplished if all would co-operate.

Referring to Amherst, he said that the city had nearly doubled in population during the year. Yet the building operations had not kept pace with the growth of population; but Amherst was going ahead in every respect. He again welcomed the members.

Roll Call of Delegates.

Following are the names of delegates present:

NOVA SCOTIA.

Amherst—Harvey Pipe, E. B. Elderkin, J. A. Crossman, John McKeen.

Annapolis—A. E. Atlee.

Berwick—H. G. Harris.

Canning—A. D. Payzant.

Canso—C. H. Whitman.

Halifax—W. H. Stefns, Hon. W. Ross, J. S. Creed, J. E. De Wolfe, W. J. Clayton, Geo. E. Faulkner, John W. Regan, A. M. Bell, I. C. Stewart, A. N. Whitman, G. S. Campbell, A. T. Weldon.



W. S. FISHER, ST. JOHN, N.B.
President Maritime Board of Trade, 1906-7.

Kempt, Queens County—Thomas Keillor.

Kentville—W. G. De Wolfe, Wm. Fraser, E. J. Ward, H. G. Harris, C. W. Webster.

Kings County Board—J. A. Kinsman, S. A. Bowser.

Truro—C. E. Bentley, G. O. Fulton, G. A. Hall.

Windsor—B. W. Mills, H. A. Lynch.

Yarmouth—C. H. Armstrong, Robert Caie, R. S. Crawford.

Sydney, C.B.—J. S. McKinnon, H. F. McDougall, H. E. Kendall, J. H. Young, J. W. Dawson, H. G. Hagen, A. S. Curry, F. L. Dixon, S. P. Challoner.

North Sydney—J. M. Armstrong.

NEW BRUNSWICK.

Chatham—J. L. Stewart, W. L. T. Weldon, W. B. Snowball.

Moncton—Hon. F. J. Sweeney, A. E. Williams, G. L. Harris, John Abram, F. W. Gumner, Jas. M. Ross, H. G. Chanter, F. W. McDougall, C. P. Harris, T. J. Welsh, E. C. Coll, W. H. Edgett.

Sackville—Hon. Josiah Wood, S. W. Copp, F. B. Black.

St. John—W. S. Fisher, W. H. Thorne, J. M. Sutherland, T. H. Estabrooks, Jas. Pender, W. W. Frink, C. M. Bostwick, P. W. Trider, W. M. Jarvis, Robt. Maxwell, Thos. White, W. F. Hathway, W. E. Anderson, J. A. Likely, Newton Harvey.

PRINCE EDWARD ISLAND.

Alberton, West Prince—Rev. A. E. Burke, W. H. Dennis, Jas. E. Birch.

Summerside—Joseph Read, W. A. Brenan, Wm. Stewart.

Charlottetown—S. N. Crabbe, Hon. Geo. E. Hughes.

Newspapers—A. M. Belding, St. John Telegraph; G. S. Gowe, St. John Sun; C. D. Cliffe, MacLean Trade Papers, Toronto.

Mr. De Wolfe remarked that a number of delegates were not present at the roll call and he advised that a full list would be issued before closing day.

Mr. De Wolfe further suggested that as a full report had been issued in the MacLean trade papers, of all the proceedings, the reading of the minutes might easily be dispensed with. This was unanimously adopted.

A committee was then appointed as follows to select a sort of menu for the convention: Vice-President R. S. Fisher, W. H. Thorne, E. L. Derkin, J. McKeen, Rev. A. E. Burke, G. A. Calkin, W. H. Sterns, S. P. Challoner, Hector McDougall.

While the committee was away Mr. Creed read letters of regret from Governor Snowball, R. L. Borden, W. S. Fielding, Hon. Senator Josiah Wood, Sackville; P. Gifkins, general manager D. A. R.; D. Pottinger, general manager I.C.R.; J. M. Lyons, general passenger agent, I.C.R.; Lieut.-Col. J. B. MacLean, Toronto; the secretaries of the Montreal, Ottawa, Toronto and Hamilton Boards of Trade and the Montreal Star and Toronto Globe.

SECRETARY-TREASURER'S REPORT.

Mr. Chas. M. Creed was loyally applauded when he arose to read his annual report, as follows:

Gentlemen,—Your secretary-treasurer begs herewith to hand you his report for the current year.

All the various resolutions and recommendations passed at the last annual meeting were forwarded as directed, and copies of important resolutions requiring the prompt attention of the Federal Government were forwarded to the

ministers of the different departments as speedily as possible after the annual meeting, those concerning the provincial governments were forwarded to the premiers of the same and copies of all resolutions were mailed to every board of trade in the Maritime Provinces.

On January 9, as usual, copies of all resolutions were mailed to W. S. Loggie, M.P., Chatham, N.B.; J. J. Hughes, M. P., P.E.I.; Dr. J. B. Black, Windsor; H. J. Logan, M.P., Amherst, and B. B. Law, M.P., Yarmouth, in advance of the meeting of the Federal Parliament in order that they could become familiar with them.

After the opening of the Federal Parliament copies of all resolutions were forwarded to the ministers of the various departments, and to all members from the Maritime Provinces.

The correspondence connected with the same as also from the boards being too voluminous to read are now on the table for the inspection of the members.



CAPT. JOSEPH READ, SUMMERSIDE, P.E.I.
Past President
Maritime Board of Trade.

Annual Report.

The annual report was published as usual and copies mailed to the ministers of the departments at Ottawa, the members from the Maritime Provinces and senators, also to all boards of trade in the Maritime Provinces and elsewhere as opportunity offered.

Correspondence with the Boards.

This has had unremitting attention during the year, and am pleased to report a growing interest is being taken by the secretaries who have been prompt in answering correspondence.

Unaffiliated Boards.

Have had every attention paid them; they have been written to frequently urging them to affiliate, and as a result the boards of Dartmouth and Liverpool have affiliated, and are doing good work.

New Boards.

A new board has been formed at Caledonia called the Queen's Board; it has affiliated with this board and is doing good work.

Subjects for Discussion and Notices of Annual Meeting.

The subjects for discussion at the annual meeting were mailed to all boards on August 6. This is most desirable as it gives the delegates time to study them and enable them to come to the meeting prepared to join in the debates on the subjects proposed.

Notices of the date and place of annual meeting with railway arrangements for delegates were mailed at the same time.

Lovell's Gazetteer of British North America

Having been brought to my notice that Messrs. J. Lovell & Son, of Montreal, were about publishing a new edition of their Gazetteer, I wrote them asking if my assistance in sending them a list of the industries in the cities and towns of the Maritime Provinces would be of service to them, to which they replied thanking me for the offer. Circular letters were sent to all the boards of trade with the result that twenty-four boards sent in statements of the industries of their cities and towns, which were forwarded Messrs Lovell & Son, who duly acknowledged the receipt of same.

Sixth Congress of Chambers of Commerce of the Empire.

The sixth congress of Chambers of Commerce of the Empire was held at London, G.B., in July and this board was ably represented there by our esteemed second vice-president, A. M. Bell.

In conclusion, during the past year I have devoted a deal of time, care and thought for the advancement of the board, at the same time doing all possible to assist your worthy president, in which I had the able assistance and advice of our first vice-president, W. S. Fisher, of St. John, N.B., and also of M. G. DeWolfe, of Kentville, N.S., who has been unremitting in his efforts at all times for the advancement and prosperity of the board.

Accounts for the Year.

The accounts for the year are all prepared, but as several boards will pay their per capita tax before the close of this day's meeting, they will be presented to-morrow for your approval and audit.

All of which is respectfully submitted

CHARLES M. CREED,

Mr. De Wolfe then paid compliments to Mr. Creed as permanent secretary, and in moving the adoption of the report he could not avoid saying he averred that without Mr. Creed there would be no Maritime Board of Trade. The motion was carried unanimously.

Captain Read, the president, joined in the expressions of good will towards Mr. Creed. Captain Read believed that no body could live without a good secretary.

Mr. Creed formally thanked the members for receiving his report.

W. F. Humphrey, St. John, N.B., spoke in favor of shortening the proceedings of the committee by some arrangement before the day of session.

Captain Read agreed with Mr. Humphrey that it was a very important matter to shorten the agenda of doings, but it would be a mistake to deal severely with the matter of elimination of subjects as it would discourage many of the smaller boards should there be too many subjects erased from the bill of fare as arranged.

Mr. Atlee, of Annapolis board, also thought some improvement could be made as the committee could be aided greatly by some work before the day of convention.

Several others spoke, expressing the feeling that the board was a great meeting place for busy men who could get relaxation out of it.

James E. Birch, of Alberton, spoke strongly in favor of the present method



E. K. SPINNEY, YARMOUTH, N.S.
Past President Maritime Board of Trade.

being continued. No one could tell, he claimed, what number of delegates would attend. It would be impossible to tell until the president saw the delegates how to adjust the proceedings.

Captain Read thought that the secretary alone would be the man to help them out by putting the more prominent subjects in relative order.

Among the other speakers on this subject of changing the plan of the committee were M. G. De Wolfe, of Kentville, W. H. Dennis, of West Prince, P.E.I., and A. H. Wetmore, St. John.

Mr. Sutherland, C.P.R., St. John, thought a great deal of the discussion might have been avoided if a little more care had been exercised by the local boards before sending in matter for consideration.

Decision Reached.

Several others spoke, and finally it was moved by Prof. W. W. Andrews, seconded by A. E. Atlee, and carried:

"That the president at each meeting of the Maritime Board name five boards which shall each elect one of their delegates to serve on a committee of resolutions to arrange the programme for the next year's meeting; such committee to meet with the officers of the Maritime Board at a convenient date preceding the meeting. And further, that it be ordered that all resolutions shall be sent to the secretary prepared in due form, a week previous to the meeting of the board."

At the afternoon session Captain Reid announced that this resolution was unconstitutional, and would have to be given as a notice of motion.

This was accepted by the movers and the resolution will be taken up at the next meeting.

Subjects of Consideration.

The committee upon agenda reported as follows upon the list of subjects discussed. The Rev. Father Burke as chairman read the list as follows:

1. General development of Maritime Provinces. Berwick—Cause and remedy for decreased population in counties of Nova Scotia bordering on Bay of Fundy. Yarmouth—Advertising of Maritime Provinces in the interests of immigration and repatriation. Souris—Immigration (farmers). Sydney—Immigration, etc. Halifax—Establishment of department of publicity for Maritime Provinces.

2. Transportation—Nationalization of ports, St. John, Halifax, Sydney. Digby—Daily service St. John and Digby. Liverpool—Control of railway rates. St. John—Amendment of preference to apply only to goods entering through Canadian ports. P. E. Island—Communication question. Alberton—Excessive I. C. R. rates.

3. International policy. — Digby and Halifax—Abrogation of modus vivendi. St. John—Union of Canada and West Indies.

4. National policy. — Halifax and Moncton—Steel shipbuilding. Chatham—Government ownership.

5. Interprovincial. — St. John—Maritime union. Sackville—Improvement of dyke lands.

6. Miscellaneous. — Digby—Sheep raising. Kings—Sheep raising. Kentville — Sheep raising. Moncton—Protection of forests. Halifax—Technical Education.

7. Municipal. — Dartmouth—Bonusing. Halifax—Municipal taxation. Truro — Municipal ownership.

PRESIDENT'S REPORT.

Captain Read then read his annual report. His first request was on behalf of the Board of Trade of Summerside, that the Maritime Board should choose Summerside as their next place of meeting. He said:

Gentlemen of the Maritime Board of Trade:

Before we enter into the discussion of the important subjects which will engage your attention during this session of the Maritime Board of Trade, I wish to thank this important body for the high honor conferred on me, personally, and upon Summerside, a town that does perhaps more produce business in proportion to its population than any other in Maritime Canada. It is indeed an honor to be recognized by such a representative body of professional, commercial and agricultural gentlemen as make up the Maritime Board.

In recognition of the honor, I have a mandate from our town and board of trade to invite this institution to come to Summerside next year to hold their annual meeting.

Most of the questions discussed last year and on which resolutions were passed, have received the attention of the Federal House and some of the recommendations have been acted upon effectively.

Fast Atlantic Mail Service.

Something has been done to advance this project, but not enough to warrant us resting on our oars.

The report of the Royal Commission on Transportation, which was given to the Federal Parliament during the last session recommended among other things the establishment of a bi-weekly fast Atlantic mail service, all the year round between Liverpool (England) and Halifar, N.S. Coupled with this recommendation it was also suggested the expediency of completing the chain of rapid transit by a similar fast Pacific line to give an all-British mail service through Canadian territory in conjunction with an Imperial subsidy. In this connection it is worthy of note that the new Isthmian railroad now in operation between Coatzacoalcos, in the Gulf of Mexico, and Salina Cruz, on the Pacific, better known as the Tehauntepec route, is claimed to be shorter from New York to the far east by 1,200 miles.

This emphasizes the paramount importance of insisting on Atlantic terminals for the new national transcontinental railroad, now building, and for which such liberal public subscriptions are being made.

Another feature of this commission report is the nationalization of, among others, the ports of Sydney and Halifax and St. John, N.B.

Government support to the building of steel ships in Canada is also recommended, and I would suggest that the Maritime Board of Trade endorse and emphasize these portions of the report.

Towards the tunnel to connect the two Government railways, viz., the I.C.R. and P. E. I. R., and which is only the permanent and certain solution of the transportation question as it affects P. E. Island, while not much has been done, yet much has been accomplished by enlisting the support of Canadian statesmen of the first class. I have it on the best authority that the Premier of Canada is now convinced as to its necessity and its feasibility and that just so soon as the pressure of some of the very large undertakings of the Government is overcome, the tunnel will be built. It is for this Maritime Board a matter of first duty to hurry the day when that important work shall be commenced.



VIEW OF AMHERST, N. S.

People's Railroad.

During the year just passed some political demagogues combined with the jealousy of certain vested interests have made an attack on the people's railroad. This has produced a mixed result, partly good, but largely evil—good where it made for economical management, bad where it made for impairment of the service and exorbitant local freight rates.

The undue prssure brought to bear on the railroad management by the ungrateful people of Ontario, particularly, the very province which has been receiving the most benefit by the low freight charges of the Government roads and who have been especially benefited by the abolition of canal tolls, a measure which was so generously supported by the Maritime Provinces, had forced the Railway Department to do things, which, to say the least, have not been in the public interest. For instance, Ontario gets a freight rate seven times less than P. E. Island on goods of the same class for export to Barbadoes, etc., the Government in each case being the sole common carrier. They pay nine cents for a carriage of 825 miles while P. E. Island pays 23 cents for a carriage of 309 miles. I am, therefore, not surprised to see among the subjects for discussion this session the question offered by St. John, N.B. "Should not the canal system of Canada be made to pay its working expenses?"



A. M. BELL.
1st Vice-President Maritime Board of Trade.

Certainly the action of the Government in connection with the Government railroads, if continued, changes the whole canal question.

Great improvements have been made during the year in aids to navigation in these provinces; especially commendable is the Government's action in planting wireless telegraph stations at prominent points around our coasts, which is placing within the reach of the great ships that come to us from over sea as well as our coasting steamers, means of communication unthought of a few years ago. The introduction of gas buoys, fog signals and better lights has been marked; but this board should impress upon the Marine Department the necessity of giving timely notice of changes in the lighting of our coasts.

Maritime Union.

This subject is not to my mind within the scope of practical politics at any rate as far as my province is concerned; the fear engendered by the non-fulfilment of terms of union with Canada regarding winter communication and the action of the Federal House in reducing the representation against the well-known intention of the fathers of confederation have so embittered the people against the greater union that they are mightily prejudiced against the lesser and more desirable one. The irritation of the island people against the central authorities above noted is strongly reflected by the sister island of Newfoundland, which waits to see justice done to the smallest member of the Dominion before trusting her destinies to a possibly similar breach of faith. There is no consummation more desirable at this moment from a Maritime Proince point of view than the admission of Newfoundland to the union and nothing the Federal Parliament could do to hasten that inevitable event would be more surely effective than doing P. E. Island justice in the matter of her parliamentary representation and the construction of the tunnel.

Inland Fisheries.

Some attention was paid to this board's recommendation regarding Inland Fisheries. Very shortly there will be a conference between the provincial and federal authorities which will touch among other matters the very important matter which is yearly becoming more obtrusive.

I do not wish to worry you with a too long address, but feel that attention should be drawn to the self-containedness of these three provinces and to the real and permanent progress they have made in the year.

New Brunswick had never before received such high prices for her lumber, Nova Scotia has flourished marvelously in mining, manufacturing and commerce, and Prince Edward Island has had a most magnificent crop and got generally splendid prices. I cannot illustrate the self-containedness of our heritage better than advise you that the Sydney Board of Trade are contemplating the erection of a building for themselves. This building will be constructed of material drawn from a district within a radius of 40 miles of Sydney.

The foundation will be of Cape Breton freestone; the front will be of C. B. marble, quarried at Eskasoni on the east bay of Bras D'or Lakes; the remaining walls, of Sydney cement building blocks, with red granite trimmings from Boisdale, on the Little Bras D'or Lake; the chimneys, of brick manufactured at Mira, about twelve miles from the city; the plaster to be calcined plaster, the product of the gypsum quarries at St. Ann's; the interior finish, of C. B. maple and birch; roofing, the product of the Sanderson Manufacturing Co., a new concern to be established here next month (August); roofing cement from the Dominion Tar & Chemical Co., of this city; the girders of steel, the product either of the Dominion Iron & Steel Co. or the Nova Scotia Steel & Coal Co.; the nails to be made from the product of the Dominion Iron & Steel Co.

Subject to the site finally selected, the cost of the land and building will range from forty to eighty thousand dollars. But what need of illustration from a distance. Look round you right here in Amherst. It is not long since this busy city was a sleeping country village. Its advance has been wonderful and to-day it stands as an object lesson of what other towns in our provinces might be, ought to be, must be.

Insurance.

The unfair system of rating the safer Atlantic ports and the fogless Prince Edward Island ports on the same basis as the St. Lawrence River and foggy gulf ports still obtains.

Adjustment of the severe fire losses at San Francisco has evoked an indignant outburst of criticism regarding the attitude of certain fire insurance companies, which have either repudiated



C. M. CREED, HALIFAX, N.S.
Secretary Maritime Board of Trade.

their liabilities or compromised their settlements.

Some of these companies have been yearly taking lines of insurance in these Maritime Provinces; hitherto the integrity and ability of these corporations have been unquestioned.

The Government has been probing the methods and management of life and accident insurance companies doing business among us, and while the results have not yet been fully given to the public, enough has been shown to inspire confidence in the majority of our Canadian companies. Apart from this the investigations both in Canada and United States will eventually do a great deal of good in correcting past and present evils, also in preventing mismanagement in the future.

Maritime Immigration.

The action of this board last session has been fruitful in moving the Provin-

cial Governments to take hold of the question of immigration into these Maritime Provinces; and while we must deplore the movement of our own people west, it is gratifying to know that steps are being taken to replace them by emigrants of the best quality. The appointing of agents to meet the steamers on arrival at St. John and Halifax, supplemented by similar methods at the European ports of departure whereby books, pamphlets and general information regarding the opportunities in this end of the Dominion, would be distributed, is a matter worthy of recommendation.

I am convinced that as a matter of fact many of our own people are leaving homes much better than they will find in the west.

Exhibitions.

A commendable feature in the Dominion Exhibition, which is to be opened in Halifax next month, is a determined effort to inaugurate a proper fishery exhibit, a substantial building having been erected for the purpose.

Exhibitions of the first class will also be held in St. John, N.B., and Charlottetown, which promise to be the best for years.

The success which has attended the Winter Fair at Amherst affords gratifying evidence of the interest taken by the stock and agricultural interests of these provinces in developing these great branches of human effort.

Sixth Meeting of the Chambers of Commerce of the Empire.

A few weeks ago there met in London, England, the members of the Chambers of Commerce of the Empire. This was its sixth meeeting and this board was represented by my friend and colleague, Mr. Bell, of Halifax, one of our vice-presidents, who will no doubt report to you fully. This body, representing as it does the whole Empire, is destined to do much to weld together in Imperial unity this great Empire, which, even in its present chaotic condition is the most wonderful aggregation of humanity that ever acknowledged a common allegiance. It has the "promise and potency" of an Empire that unified politically, connected by that annihilator of time and space, electrical communication, with trade matters so arranged as to be mutually beneficial and financially just—would be an Empire that must make for peace without oppression and freedom without license.

Federation of the West Indies with Canada.

This idea has not yet been taken hold of by the public mind in either of the two groups of communities. Trade communications, however, are being well maintained and the volume of business between them is increasing year by year. This reciprocal interchange and the preferential treatment of each other by both these British communiites will inevitably draw them closer together in the near future.

Tourist Business.

From the testimony of a large number of the boards affiliated with the Maritime Board, it appears beyond doubt that the volume of tourist travel throughout the provinces has been well maintained since our gathering at Yarmouth last year. The arrivals at nearly all the points up to the present date also indicate satisfactory progress in this line of effort for the present season. An encouraging feature is the yearly increasing number of visitors from our sister provinces of Quebec and Ontario as evidenced by numerous organized excursions favoring us with their presence. Our delightful Summer climate, scenic and historical attractions are being recognized as affording ideal opportunities for conventions and business gatherings in addition to the seekers for health and change of scene. The systematic efforts introduced by this board and its affiliated boards are meeting with gratifying results in more reasonable transportation fares and improved hotel and cottage accommodation.

Considerable interest is also being taken in preserving historic sites as suggested by this board.

General Business.

Taken as a whole, the varied resources of the Maritime Provinces in the fisheries, lumber, mining, agricultural, horticultural and manufacturing production show an all-round average of satisfactory development. To ensure adequate results the benefits of technical knowledge in every branch of industry is gradually being recognized in our midst, as in other world centres, in order that the yield from sea and forest, mine, mill and farm shall show a steady increase from year to year.

We should not, however, become careless in these days of plenty and unequalled prosperity. I cannot but advise you that much of the good times we are now enjoying is due to the fact that our greatest competitor in the produce markets of Europe is now commercially prostrated by internal troubles as she was this time last year by her disastrous war with Japan. Let our people look to it that they maintain the character of their goods in such high standard of quality that when Russia, with 120 millions of people, with a quarter of the land area of the globe, becomes clothed in the garment of freedom, Canada may be so in possession of the markets by reason of the good quality of her goods and by reason of her consanguinity that she may not be ousted from her position.



TOWN HALL AND FIRE STATION, AMHERST, N.S.

The Peace Congress.

We have seen and heard of three great peacemakers, men whose high positions have been exalted by their acts, Edward VII, King of England; Roosevelt I, President of the United States and Bryan, the silver-tongued candidate, who is the Democratic idol of the latter country, vie with each other in promoting peace, which haply to-day is almost universal.

A. M. Bell moved the adoption of the report and referred to the part of the report which mentioned the growth of mining in the provinces.

Mr. De Wolfe then seconded the resolution in a witty speech. He considered it one of the finest addresses they had ever heard. It was carried unanimously.

W. S. Fisher gracefully put the resolu-

tion and made some very nice remarks about Captain Read's report.

Defends Parliament.

Senator Ross wished to correct the idea that the Federal Parliament was to blame for the scanty representation. That would require Imperial legislation over the British North America Act.

Captain Read replied saying that Prince Edward Island did not come into Confederation for a long time after the other provinces, yet one of the conditions of coming into the Dominion was that the island should have six members in the Federal House. On the other hand Senator Ross was right about the B. N. A. Act.

East Seeks Justice.

Rev. Father Burke offered a general resolution: "That in view of the fact that the upbuilding of the west has entailed a tremendous drain on the population and resources of Maritime Canada, the time has arrived when the general Government should devise some efficient means of recompense; by encouraging immigration of a suitable sort for the development of the fisheries, the agriculture, and the mines of these provinces, and by such bonusing or other fiscal treatment of prime industries as must necessarily give the requisite impetus to trade and commerce within them."

Mr. McDougall spoke of the reasons for the great immigration to the west. He had found out that the Northwest had been advertised extensively. He urged numbers of the immigrants to come to the Maritime Provinces. He showed them the benefits to be found in these provinces. He had pictured great things to many and could not induce one to come. In the Old Country he had found not a sign of any advertising of the provinces in London, Liverpool and Glasgow. Not one inducement was advertised over there to show the benefits of the Maritime Provinces. He found that people were carried from Liverpool to Winnipeg for the sum of $30. He regretted to see men leaving the east, but he was glad they were remaining in Canada. He believed that the Maritime Province people could induce the Government to use some means to bring more immigrants to the east. In Cape Breton they had several iron industries. Why should not the fishery men and the agriculturists use their influence to get something done for the eastern provinces? The Government should not be permitted to disregard the conditions of the east. Rates west were always less than rates east. The Government railway should be used to bring immigrants back to the east from Montreal. If the C.P.R. could carry them west for $10 then the I.C.R. should be also able. Some effort should be put forth by this board to ask the Government to have ships land somewhere in the eastern ports.

Mr. McDougall's remarks were heartily applauded.

Advertising Abroad.

Mr. Regan then read a paper on this subject of advertising the Maritime Provinces abroad. He believed a bureau of advertising should be established at once in the Maritime Provinces. The daily papers could help greatly by using more space for the advertising of the Lower Provinces. Some school books were not enough devoted to local information. He argued that normal schools would do well to have departments in which the beauties and history of the provinces were accentuated. He referred to the results of good advertising in the American and Canadian west.

Advertising Brings Results.

Railroad systems always maintained publicity departments. In fact, nearly all business men were alive to the needs of publicity. It had always brought results.

Tourists, for instance, should be more encouraged. He showed how the neighboring State of Maine made sixteen millions last season out of tourists. The Maritime Provinces could do even more than that. Some advertising was being done, but more could be done. He believed that within the next ten years millions of American money would be invested in the Maritime Provinces, most especially if the Government would take action immediately and give an appropriation, not niggardly, for advertising the provinces.

Mr. Regan was warmly applauded and Captain Reid remarked upon the value



M. G. DeWOLFE, KENTVILLE, N.S.
Auditor Maritime Board of Trade.

of the paper, yet reminded the convention that speakers were as a rule limited to ten minutes.

J. McKeen emphasized the need of getting immigrants from England and Scotland to come direct to the Maritime points as destinations.

Father Burke: "Don't we want anyone from Ireland?" (Laughter.)

The New England of Canada.

Mr. McKeen pointed out that it was all very well to advertise, but one must have something good to advertise. The possibilities of the west were immense. They should never forget that. What the Maritimes must remember was that they must be the New England of Canada; they must be the makers of goods for all these consumers who were migrating to the great west. Without worrying about the migration, let the east encourage manufacturing so that supplies for the whole west would be furnished by the Maritime Provinces. He emphasized the growth of the commerce of Amherst. He said that an output of three and a half millions came from this one little town. They were sending goods to the great west. Money was coming back and building was necessary to keep pace with the increase of population that must come. He believed that bonusing industries was an artificial means of getting factories. Natural methods were the only means of attracting genuine industries. (Applause.)

Something Wrong Somewhere.

Mr. De Wolfe, of Kentville, pointed out how large was this subject, and it seemed as if either the provinces were standing still or there must be something wrong. Although the provinces had the natural facilities they were not going ahead. He endorsed the remarks of Mr. McKeen, and spoke of Amherst as a model for all other towns. He spoke of Truro, where he had just visited the Truro Knitting Mills, and there was a fine example of what two bright young men could do. They could not fill their orders owing to the demand in the great west.

Senator Ross spoke of the comforts available in the Maritime Provinces, and it was the environment and associations in the provinces which should be advertised. Farmers should deal more liberally with their sons and daughters. It would be unwise to make little of the privileges and attractions now in existence in the Maritime Provinces.

W. S. Fisher, of St. John, remarked that he felt sure there were one hundred factories in the provinces now busily selling to the west. Amherst had done wonders. What had been done by Amherst could be done by others. The right sort of men had been at work in Amherst. He referred to the excellent paper of Mr. Regan, and wished to explain that the chief reason for the provinces not being boomed was because no literature had been supplied agents who were in the immigration work.

Captain Read explained that the local Governments had taken up this matter of advertising the provinces. He felt that the movement of the people west was a removal of the generative forces as all the young men were flitting west and the old men were left behind.

Mr. Armstrong, of Yarmouth, pointed out that the Government had recently appointed a representative agent in Boston.

The general motion was put and carried with only one dissenting voice.

Population in the Bay Counties.

The next question was that of a possible remedy for the decrease of population in the counties of Nova Scotia bordering on the Bay of Fundy.

W. H. Reid, of Berwick, spoke, and the reason he gave for the decrease was that sheep raising did not pay down in his district.

A. E. Atlee, of Annapolis Royal, read an interesting paper on the retaining of the young men in the east. This paper had been read at the Annapolis, Hants and Kings Boards of Trade, and referred to industries affecting population and their remedies. Mr. Atlee said in part:

Industries Involved.

"The fishing interest out of Gloucester, Mass., yearly draws upon Nova Scotia for men, and it has now become a common practice for a Nova Scotian to take out American papers of naturalization, and sailing in a vessel under

United States registration, fish in Canadian waters and land the catch in the United States. Natives of Annapolis County are occupied in this business, and many so engaged take up their residence abroad.

"The call for men for lumbering in the State of Maine and in New Brunswick at high wages for a short time attracts many of our working men, and lately Nova Scotia operators have undertaken operations in Newfoundland and Labrador, and our working men have gone there.

"The development of the coal and iron industry in Cape Breton calls for more men (of a class) than Nova Scotia can supply.

"The decline of wooden shipbuilding has seriously affected the population.

The Remedies.

"The fishing and fishing rights of Canada should be exclusively Canadian. The abrogation of the modus vivendi should be brought about as soon as possible.

"The preservation of our forests, better and more careful manufacture of wood products, without the enormous waste that has taken place in former years.

"The development of iron and gypsum mines in Annapolis and Hants counties.

"While large wooden vessels cannot now compete with steel there is an urgent call for smaller sail tonnage, and a hopeful revival in building this class of wooden vessels and also small steamers. I believe wooden propellers are safer and better adapted to our coastwise trade than steamers built of iron or steel, and that this may also be applicable to the coal trade between Cape Breton and Nova Scotia ports and for trading up the St. Lawrence.

Co-operative Farming.

"In farming the co-operative idea should give good results in holding our population. Co-operative apple packing and shipping would give employment at distributing points in the Annapolis Valley and lead to the establishment of factories for using waste stock for vinegar, cider, and evaporated fruits. If every farm could be put on a self-sustaining basis it would hold many of the young men who now leave the province. Too many farmers buy instead of raising their live stock and import feed and grain that should be grown on our own lands. I contend that there should be on the majority of farms sufficient wood growth to supply all needs for fuel, fencing, barrel and box cooperage.

"I would point out that the boy on the farm is too often driven away instead of encouraged to work at home, and that the opportunity to do good work for honest pay is entirely withheld or discouraged. Let a farmer's son have an interest in the home farm, let him be paid for his work or share in the profits, and we will hold many that now leave the province as soon as they can get away.

"To encourage immigration and increase our valley population, it is a prime necessity that there should be an established market value for farm products. In the past trading has been hampered and business turned in other directions because buyers have had to make their own prices and spend a great deal of unnecessary time to fill orders. The farmers of Hants, Kings and Annapolis counties should consider this matter seriously. There should be a regular market price for hay, cattle, butter, eggs, cheese, apples, etc. To fill an order for a thousand tons of hay should be a transaction that could be done in a day. I venture to say that it would take weeks, and much of this time wasted, to fill an order of this kind. This state of things is discouraging to both growers and buyers, and is detrimental to intending buyers of farm properties.

Value of Sentiment.

"When a stranger comes to reside amongst us or a new industry starts up, it should not be our part to stand ready to shy ' 'arf a brick' at the first chance. A community can be either for or against, in sentiment, in money matters or in work. Sentiment alone can kill what might otherwise turn out to be a prosperous undertaking with the very slightest encouragement.

"Another point—if we are to increase our population we must give employment. If every merchant in every town in the three counties engaged sufficient and efficient help to conduct his business in the most up-to-date manner, and if manufacturers and employers of labor made an effort to keep all their employes fully engaged all the time; if every well-to-do farmer employed men or boys so that every acre of his farm would give its proper return, would it not give work to ten times as many hands as are now engaged?

"How many of us know the merchant whose book-keeping is faulty, and his inability to supply what we are anxiously willing to buy; the manufacturer who seldom or never is up to time with his orders; the farmer with mistaken ideas of economy whose lands lie untilled and he is 'land poor.' Find work, give work, make work. Let those who have not tried it begin now, and we will have hopes of holding the rising generation in the counties of Annapolis, Kings and Hants."

At the London Congress.

A. M. Bell, of Halifax, was called upon to tell the convention of his experience in the Old Country at the Congress of the Chambers of Commerce in London, Eng.

Senator Ross then spoke upon the abrogation of the modus vivendi. Bait in fishing, he said, was the most important part of the industry. The fact that American fishermen took away the best bait from Nova Scotia injured the industry. In Newfoundland the American fishermen were compelled to get bait outside. Then came the opposite question. Americans made easier conditions for getting fish into the United States for those who served them well. Speaking for himself he believed in reciprocity with the United States. Another view was that the herring which the Americans wanted for bait were not much sought for eating purposes in Nova Scotia, and the selling of it to the Americans gave a living to poor people. Still another plea was that the British Government was not anxious to stir up any ill-feeling with the United States. Now if this abrogation were to be brought about, it must come through the Dominion Government. The Government, he knew, was not anxious to excite any ill-feeling with the United States.

A resolution was presented that the board urge upon the Government the abrogation of the modus vivendi.

Mr. Whitmore, of Canso, said that he believed it would be unwise to abrogate the treaty. He believed there was a large class who made a living by selling bait. It looked to him like class legislation. The privilege of selling to the American fishermen should not be taken away. This was good business to sell bait as well as supplies to the American fishermen. It would be impossible to prevent the Americans from catching fish. Their market was too great to be ignored. If we antagonized the Americans we would meet with reprisals later on that would be detrimental.

Fishing Grounds Being Depleted.

Prof. W. W. Andrews thought that reports showed that our fishing grounds were fast being depleted. We had lost our forest assets; were there chances of losing the fish? Surely bait could be sold to Canadian fishermen.

W. F. Humphrey said that information should be given as to how much in value was the bait sold to Americans; how much fish were caught by the Americans, etc.

Senator Ross said he believed that the ocean was as prolific in fish to-day as it was 100 years ago.

Mr. Whitmore said that Newfoundland was on the point of making a reciprocity treaty with the United States. He did not think it would be a shrewd thing to abrogate the treaty.

Mr. Birch, of Prince Edward Island, argued that the Americans protected their industries and we should protect ours. Canadians could give as much for bait as the Americans. The abrogation of the treaty would give all fishermen better chances. He referred to the rigid duty restrictions of the American buyers.

J. McKeen said there was a good deal to be said on both sides of this question and he would deprecate the board taking any action that would commit them to any drastic measure. Likely any resolution would irritate rather than do good.

It was moved and seconded that this matter be left on the table. It was moved in amendment and adopted that a committee of five be appointed to study the question and report upon it at the next annual meeting.

Union With West Indies.

The union of the West Indies and Canada was the next subject taken up. It was brought forward by the Board of Trade of St. John.

W. S. Fisher spoke first. He explained that last year a resolution had been passed urging closer relations between Canada and the West Indies. He asked the meeting to reaffirm the resolution of last year and allow the committee to keep on working towards this union of West India and Canada.

Mr. Fisher was of the opinion that there were many possibilities for trade in the union of the West Indies and the Dominion. It was purely for trade advantages. He had noted that the press deprecated the union owing to the difference in races, etc. The Americans were after the West Indies and Canadians should be awake to their interests and opportunities in the British West Indian trade. The sentiment now was strong in the Indies in favor of British connection and it was wise to make a live issue of the subject.

The speaker's remarks aroused great applause.

Seconding the motion Mr. Elderkin

said the United States were only too anxious to annex these British islands in the Caribbean Sea, and he could not see why the Government was so apathetic. He believed a delegation should be named of men who would go to Ottawa and bring the subject before the Government in the right way.

An Opposite View.

I. C. Stewart, of Halifax, said he was opposed to Mr. Fisher's views and he was sorry they could not agree. The industrial conditions of the West Indies were being improved by Sir Daniel Morris, the Commissioner of Agriculture, and no fears of hopeless decline need be entertained. The British West Indies now grew cotton, the finest cotton in the world. The Barbadoes were also much improved and the outlook was that Great Britain would be the great market for cotton and other products.

He felt that before the board passed any resolution every member should know more about industrial conditions in the Indies. He would suggest that they get a report upon the Indies and especially what the people there thought of union with Canada.

Mr. Fisher claimed that Mr. Stewart's statement regarding the growth of the Indies was an argument in favor of union.

Mr. De Wolfe said that the Government of Canada was opposed to union with the Indies.

A Public Benefactor.

A letter was read from John Williams, of Worcester, Mass., in which he stated that he had advertised the attractiveness of the Maritime Provinces for tourists.

Mr. Armstrong, the delegate from Yarmouth, stated that he knew Mr. Williams well, and that he was deserving of a vote of thanks. This was passed unanimously.

Mr. Fisher broached the subject of union of the West Indies and Canada at the evening session. The motion of Mr. Fisher was carried.

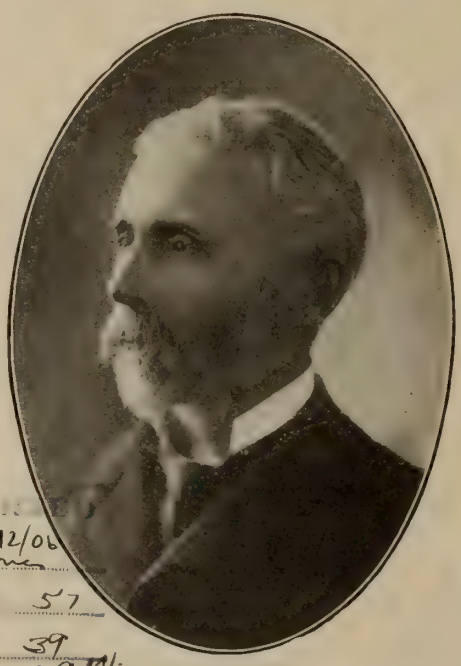
Immigration and Publicity.

The motions of Sydney delegate and the Halifax Board of Trade council regarding immigration and publicity had been considered as dealing with practically one subject and a committee which had been appointed to draft a new resolution brought in the following:

"Resolved, that the respective local Governments of the Maritime Provinces be memorialized to establish a provincial bureau of industry, publicity and immigration, to collect and tabulate detailed information as to cost, extent, description and location of vacant lands available for settlement, local labor supply, opportunities for industrial development, etc., etc., and have this and similar data printed together with suitable illustrated literature and other reliable printed matter relating to the resources of the provinces, circulated through competent channels; and also, that the agents of the provinces and of the Dominion in the United States and in Great Britain be requested to take active steps to distribute this material in quarters where it will do the most good; and further resolved, that such immigrants to Canada as may desire it be given an opportunity to land at a Maritime Province port at all times."

Union of the Provinces.

Mr. Maxwell, of St. John, advocated the union of the Maritime Provinces into one and moved: "That this board reaffirm its attitude of a year ago regarding the desirability of a union of the three provinces and that the executives for the ensuing year urge upon each Government that the matter be taken up for consideration at an early date." He argued in support of his contention that as years went by, there would be a reduction of Parliamentary membership. This had happened in Prince Edward Island, and it would happen in all the provinces. The unit of membership in Quebec at 65, according to the area of miles would affect the membership in all the provinces as Quebec had increased in area. The chances were that the Maritime Provinces would be continuously decreased in representation in the Federal House. He thought the name Acadia—a good Scotch name—might do well for a Federal name for a union of



JOHN McKEEN,
Manager Bank of Nova Scotia and President of the Amherst Board of Trade, who contributed much to the entertainment of the delegates at recent convention in Amherst.

the three provinces. It would be a great economy to centralize the Government of the Maritime Provinces.

Senator Ross said the most serious question was the reduction of representation in the House. He believed the influence of a united province would be greater at Ottawa. It was a subject worthy of discussion by the Attorney-General of each province. He favored the union. (Applause.)

Mr. Stewart claimed that the basic principle of representation was on population. The population of the east did not increase and of course representation must decrease. The decrease of membership was a question which must be faced. He was in favor of Maritime union but not on the ground of decrease in membership. The chief ground would be economy and increased influence.

Captain Read pointed out that this argument would not hold in Prince Edward Island. There they had 25,000 more population than when they had six members and they now had four members. Under the present governmental conditions there were no provincial rights.

The motion in favor of Maritime union was carried.

The Dyke Lands.

The improvement of dyke lands in Sackville was the next subject considered. Prof. Andrews spoke of the importance of increasing and improving natural resources

The following resolution was submitted by Prof. Andrews and seconded by Mr. Stewart: "That the Maritime Board express its approval of all efforts which may be made to increase the yield of the dyked lands of the Bay of Fundy and thus add to the productive power of these provinces, and therefore its population."

TRANSPORTATION IN CANADA.

H. F. McDougall, of Sydney, C.B., read the following paper on "The Transportation Needs of Canada, Grain, Coal, Iron and Steel Products:"

The great and urgent need for an improved system of transportation for the carrying inward and outward the product of the important and rapidly growing industries of the country is at the present time the most serious and most far reaching, as well as complicated, problem before the Canadian people.

There is neither complaint nor dispute as to the fact that Canada has for the past twenty-five years kept pace with the most prosperous and advanced of its contemporaries in providing facilities by land and water for its growing trade and industries. The very large expenditures on railways, canals and steamboat lines, added to which other very large indirect expenditures such as light, dock and harbor service, make up a total in the neighborhood of about $200,000,000—much in excess of that which reasonably could be expected of a small population spread over a very large territory.

Great Results Attained.

The fruits of those expenditures, however, have now reached a point of development far in advance of the expectations of the most ardent and sanguine advocates of those expenditures. In one item alone, that of grain, the product of that industry last year reached $100,000,000 in value, all of which was grown in a comparatively small portion of a vast area of country but a few years ago considered by a large portion of our people nothing but a waste and barren territory. The value of the present annual production of a small part of this great territory in grain alone would be sufficient to wipe out the whole public debt of Canada in less than 3 years. The rate of progress of further advancement in this industry in evidence at present, would justify an increase of over 100 per cent. in less than 10 years.

Looking Ahead.

Canada in ten years will be producing two hundred million bushels of wheat alone. The problem of transportation, therefore, is a most serious one, and one which needs immediate consideration. Heretofore the transportation of grain from the west over the C.P.R. has been nearly all together transhipped into lake shipping at Fort William and Port Arthur, at the head

of Lake Superior, a portion of which was carried to ports on the Ontario lakes and therefrom carried by rail to different points in Ontario, Montreal and Quebec. A portion came down by Detroit and the system of canals extending from Lake Erie to Montreal and a portion went to Buffalo and other points in the United States for transshipment to European markets. The Canada Atlantic Railway carried a large portion of this grain from Parry Sound on the Georgian Bay to Montreal, but the system is circuitous and not by any means equipped for the handling of so large a traffic nor are the other railways with terminals on the lakes any better equipped with such facilities as should be required for the handling of so large a traffic with the expedition its importance demands in this growing line of transcontinental traffic. While specially adapted for the conditions that obtain for interprovincial and local traffic they fall far short of present requirements of the traffic that now offers for placing the products of the Great West at the distant market with that expedition called for by reason of climatic and geographical conditions. Expedition, therefore, is of necessity the principal factor in this problem, made urgent by a combination of natural disadvantages, chiefly that of the short season between the date when the grain is ready to move and the date of closing of navigation in the Great Lakes and St. Lawrence, and the long distance over which it is necessary to carry these products to reach open Atlantic ports in Canada in Winter.

Facilities Between East and West.

In order to overcome those difficulties, in a measure at least, and to meet the demands for increased transportation facilities between the west and the east, strong appeals have been made for the deepening of the canals between Montreal and the upper lakes. A proposition has been before Parliament for several years for the building of the Georgian Bay Canal, a system of stream navigation and several canals extending from Montreal by way of the Ottawa River and small lake waters extending to Georgian Bay on the Great Lakes. One very great difficulty in respect to those canal improvements is the long time before any relief could be obtained from this plan and other difficulties would be found in their very slow services, as well as in their imperfect connections.

First Consideration.

The first question to be considered is the fact that there must be an immense grain production henceforth in the Western Provinces of Canada and the great bulk of that grain must find its way to the Atlantic seaboard at the earliest possible date after being ready to move from the fields of production.

The second is that this part of the transportation must be done within about three months to escape Winter conditions, which practically close navigation on the St. Lawrence, as well as on the Great Lakes, by the first of December. The interest of the producer and the grain dealer in Canada would require at least one-half the product to find its way to markets beyond the handicap points within those three months before the close of navigation, with the remaining half to be forwarded via St. John, Halifax and Sydney ports during Winter, to be partly used in the supplying of home markets and partly for Summer export beginning in April or May.

Reserve National Channels of Trade.

The third is that, although for a longer period of the year shipments destined for European markets could find their way through the United States to the seaboard, the difference is not so great as to justify the abandonment of a policy so important and national in its character from various points of view, as that of maintaining the channels of trade and transportation within Canadian territory.

The fourth is that we have now a complete railway system from east to west, and that that system in handling this class of freight finds it necessary to drop the greater portion of it at Fort William and Port Arthur to be carried across the lakes, thence across the country to the St. Lawrence, instead of continuing over the additional distance of a thousand miles from Port Arthur to Montreal, or other points at longer distance on the St. Lawrence. That the two lines of railway now under construction between the east and the west are likely, on account of natural conditions of competition, to reduce the cost of haul to the terminals at the head of the Great Lakes and correspondingly lessen the practicability of any appreciable increase in the quantity to be carried over the new roads from head of the Great Lakes to the St. Lawrence which, owing to their further northern location, have to cover longer distances in reaching the St. Lawrence. Essentially those new lines east of the head of the Great Lakes must exist on passenger, mineral and timber traffic, with such ordinary colonization development as the country being opened up will be found adapted to.

Question of Transportation.

The question, therefore, resolves itself into the position of Canada for the purpose of trade having to have recourse to such means as will improve and cheapen its system of transportation from the head of the lakes to a point on the Georgian Bay, thence by rail across the Ontario peninsula to the St. Lawrence at or near Montreal, where the final transfer can be made to ocean steamers. This system would secure to this branch of the trade of the country the very best possible results during the three months immediately following the date when the first grain is ready to move. The Great Lakes navigation being open for nearly a month later would make it possible to continue those shipments during that time partly for domestic or inland markets and partly for export during Winter from St. John, Halifax and Sydney.

Montreal to Georgian Bay.

An air line of double track railway from Montreal to the nearest navigable point on the Georgian Bay, equipped with the most modern and perfect service for carrying and handling this class of freight, with docks and elevator facilities adapted to the handling in the quickest possible time the largest possible quantity of this class of freight, would necessarily call for a very much improved system of both elevator and dock facilities than exist under present conditions, but only such as would be warranted by the results that naturally would flow from the alternating of a number of broken and inadequate as well as antiquated services into a consolidated and enlarged modern service with expedition and cheapening of cost the chief objects in view.

The Coal Trade.

An important auxiliary to this trade is made possible by conditions not unlike those that handicap the free movement of the grain trade of Canada, that militate against the continuous development of the great coal industry of the country. The coal deposits of the Dominion, so far as these are in a state of development, are located east of the Province of New Brunswick and west of Manitoba, and the intervening portion of the country extending over 2,500 miles have to draw their coal supply over long distances from the two extremes or take their supply from the United States. At present Ontario is nearly all supplied from the United States, and Quebec nearly all from Nova Scotia.

The navigation of the St. Lawrence for deep sea shipping for six months of the year makes it possible for the coal of Nova Scotia to reach Montreal at a reasonable cost, a cost which, with the assistance of return cargoes that could be handled without detention, could be considerably reduced. In the County of Cape Breton there is mined annually about 4,000,000 tons of coal, about 3,000,000 of which finds its way up the St. Lawrence during the six months of open navigation in the St. Lawrence. The Province of Ontario consumes annually about 4,000,000 tons, and it is nearly all imported from the United States, about half being hard coal and not obtainable from Nova Scotia. Of the remaining 2,000,000 tons Nova Scotia, with an improved system of transportation and handling, should supply 1,000,000 tons at least during open navigation.

The Western Crop.

The same railway service that conveys the grain from the Great Lake points in Ontario should be made, with very little additional cost, adapted to the hauling of this coal from Montreal to within reach of the great centres of industry within the Province of Ontario. Much of the coal that comes from the United States into Ontario now comes by water to certain points and thence into the interior of the country by rail, which is accomplished with very inferior and expensive equipment, whereas the handling from vessel to rail at one point like Montreal could be done with the aid of the most modern coal handling appliances. Coal can be handled and stored much on the same principle as grain, by means of labor-saving appliances and modern methods. The trade once established through channels with strong guarantee for permanency such as the one proposed would justify permanent appliances for handling the product such as are now established at the shipping points of the operators and to some extent at Montreal.

First Requirements of the System.

First requisites for carrying out the proposed improved system of transpor-

tation of the chief products referred to, namely, grain, coal and iron and steel products :

A fleet of steamers to carry grain from the head of the Great Lakes to eastern points on the Georgian Bay in Ontario.

An air line double track railway from a point on the Georgian Bay over the most direct and shortest route to the City of Montreal.

A fleet of steamers to carry grain from Montreal to European points and from Montreal to Sydney, and return cargoes of coal to Montreal and points on the St. Lawrence.

Modern elevator, storage and transhipping equipment at Port Arthur, Fort William, and at a point on the Georgian Bay, Ontario; Montreal, Quebec; St. John, N.B.; Halifax, and Sydney, Nova Scotia.

A ship building plant and docks in the harbor of Sydney, Nova Scotia and at Halifax.

Milling plants at Georgian Bay point, Montreal, St. John, Halifax and Sydney.

Tendency of grain trade is growing more in favor of exporting the finished product and retain the off takes for the production of dairy and meat products.

Comparative value of grain shipments moving east from Port Arthur and Fort William, 1904 and 1905 :

In 1904 grain shipments moved from Fort William and Port Arthur amounted in value to $17,117,221.10, of which $14,302,086 was moved in Canadian vessels, chiefly to Owen Sound, Midland, Depot Harbor, Godench, Montreal, Toronto, and other points, on the Ontario lakes and shores of the St. Lawrence, while $2,724,135.10 was moved in United States vessels to Buffalo and Detroit.

During the past year (1905) this trade was increased to $19,139,184.20 carried in Canadian vessels to Canadian ports, and to $11,137,089 carried by United States vessels to United States points, and $81,793.10 carried in United States vessels to Port Huron, in Canada. Thus it will be seen that nearly all the increase of shipments of 1905 over 1904 found its way from Port Arthur and Fort William in United States vessels and to United States ports because Canadian owners were unable to handle it.

Important Facts.

Coal Production of Nova Scotia. — Annual coal production of Nova Scotia, about 5,000,000 tons, of which about 70 per cent. is mined and delivered for consumption and shipment in the harbor of Sydney, C.B.

Shipping Tonnage Employed.—Tonnage now employed to perform waterborn business of Canada is over 80,000,000 tons; at the present rate of increase 100,000,000 tons will be required sooner than it will be convenient to supply it from Canadian shipyards.

Shipping Owned.—Canada in ownership of shipping stands seventh in the world, Great Britain, United States, Germany, Norway and France being ahead in order.

Steel Ship Building.—Changed conditions in the iron and steel trade and increased demand for carrying tonnage must force Canada into steel ship building on a larger scale than at present. Twenty years ago 90 per cent. of the pig iron used was imported; at present less than 35 per cent. is imported.

Relative Shipping in Six Canadian Ports

Statement of arrivals of sailing and steam vessels at following ports for the year ending June 30, 1904 :

	Vessels.	Tons.Reg
Montreal :		
From sea	430	1,311,348
Coastwise	6,337	2,539,673
	5,767	3,851,020
Halifax :		
From sea	1,171	921,252
Coastwise	4,119	534,456
	5,290	1,455,708
St. John :		
From sea	1,396	333,275
Coastwise	2,286	342,618
	3,682	1,175,893
Sydney, N.S.:		
From sea	212	291,359
Coastwise	1,387	754,568
	1,599	1,045,927
North Sydney, N.S.:		
From sea	911	145,547
Coastwise	1,090	255,072
	2,001	400,619
Louisburg, N.S.:		
From sea	256	276,293
Coastwise	291	139,320
	549	415,613
Totals for Sydney Harbor :		
From Sea	1,123	436,906
Caostwise	2,477	1,009,640
	3,600	1,446,546

The Scheme Approved.

The reading of the paper was received with many marks of appreciation and at its conclusion S. P. Challoner, Sydney, seconded by Hon. Senator Ross, Halifax, moved :

Resolved, That an important system of transportation affecting the shipments of wheat from Western Canada over the Great Lakes and from the lakes at a point on the Georgian Bay to Montreal, for shipment by the St. Lawrence route during open navigation and by rail to St. John, Halifax and Sydney, after close of St. Lawrence navigation, and for the carrying of coal west, such as is outlined and advocated in a paper read before this board by H. F. McDougall, representing the Sydney Board of Trade, hereby receive the approval of this board.

The motion was carried unanimously.

Winter Route to P. E. I.

Hon. Geo. Hughes, of Charlottetown, P.E.I., moved that "Whereas, the Winter communication between Prince Edward Island and the mainland is still in a most unsatisfactory condition, therefore resolved, that this, the Maritime Board of Trade, urge upon the Hon. the Minister of Marine and Fisheries the great necessity of placing a more powerful boat than the Minto or Stanley in the Straits of Northumberland this Winter for the purpose of ascertaining the most practicable route for Winter navigation between Prince Edward Island and the mainland."

The motion was carried.

Freight Rates Too High.

It was moved by W. H. Dennis, of Prince Edward Island, seconded by J. E. Birch that "Whereas, the freight rates on the Intercolonial and Prince Edward Island railways are excessive as they now stand and detrimental to the best interests of these provinces, therefore, resolved, that the Minister of Railways be requested to reduce the said scale of rates to those in effect on these roads in 1905." Carried.

Mr. Hughes read the resolution regarding freight rates which was passed at the meeting in Moncton, N.B., in August, 1904, and moved "that this Maritime Board of Trade, now in convention assembled, re-affirm the above resolution and urge upon the Federal Government the necessity of adopting means to carry the same into immediate effect, thus placing shippers to and from Prince Edward Island on the same footing as those from Cape Breton Island and the Island of Vancouver."

A West End P. E. I. Boat.

J. E. Birch, Alberton and West Prince Board of Trade, moved, seconded by Prof. Andrews, "that one of the steamers employed between Prince Edward Island and the mainland for the purpose of inter-provincial communication in Winter be placed on what is known as the western route, so that the advantages of direct communication with the west be as often as possible afforded to the public."

The motion was carried.

The Fish Industry.

The following resolution proposed by C. H. Whitman, of Canso, and seconded by Rev. Father Burke, was carried :

"Whereas, the fresh fish business of the Maritime Provinces is already an important industry and is destined to be one of the leading industries of Canada, for this reason it being important that the railroads should be in the closest possible touch with the sources of supply ; therefore, resolved, that in the opinion of this board the Dominion and local Governments in the making of any future contracts for railway extension should insist upon the main sources of fish supply being included in any such extension where at all possible.

"Resolved also, that for the better encouragement of deep sea fisheries the Government of Canada should readjust the conditions warranting the reception of fishing bounties, so as to make the lobster period count in determining the time and quantity requisite for same."

Back up the Commission.

A. M. Bell, of Halifax, spoke on transportation. It was a mistake, he thought, to boom Montreal as a port for freight and mail. Montreal and St. John were good ports for distributing freight, but for mails and passengers he was in favor of Halifax and Sydney and other Maritime extremities. In advocating a route he must submit to modern engineering and all the arguments regarding ports were relative from the point of view of engineers. Mr. Bell proposed the following resolution based on a recent report of the Transportation Commission. This was seconded by Mr. Bentley, of Truro, N.S. :

"Whereas, the report of the Royal Transportation Commission in dealing with the requirements of the Maritime Provinces makes the following recommendations :

"(1) That the grades and curves on the Intercolonial Railway between Moncton and the Atlantic ports be as far as possible reduced in order to secure faster and cheaper transportation ;

"(2) That the Grand Trunk Pacific between Quebec and Moncton be built by the most direct route;

"(3) That equitable running rights be secured by the Intercolonial over the Grand Trunk system between Montreal and the Great Lakes; and also that similar rights be given the Grand Trunk Pacific over the Intercolonial between the Atlantic ports of the Maritime Provinces and Moncton.

"(4) That it is in the interests of Canada and the Empire that a high-class fast mail, passenger and express service be established to run semi-weekly between Halifax and Liverpool.

"(5) Be it therefore resolved, that the foregoing recommendations, being in line with the declared policy of providing Canadian routes for the carriage of Canadian products are cordially endorsed by this board, and the Federal Government are hereby urged to carry them out in the interests not only of the Maritime Provinces but of the whole country."

Remember St. John and Sydney.

Mr. Hathway, of St. John, criticized the proposed resolution and said the members of the Transportation Commission from Winnipeg had shown a lack of knowledge of eastern conditions. St. John and Sydney should be in that resolution.

H. McDougall did not like to see the resolution hurried through as it was. At Sydney there were two ports but there was only one harbor. North Sydney was one port and Sydney another. The port was open from one end of the year to the other during some years. It was not safe to say it was an open port.

Prof. Andrews thought Mr. Bell in behalf of Halifax had spoken in a broad-minded way on this question and the question was which would be the point of mail call, Halifax, St. John or Sydney. It was a Canadian matter and should be looked at in a broad Canadian way.

Mr. Hathway proposed, seconded by M. H. Thorne, of St. John, an amendment to Mr. Bell's resolution.

Captain Read would not allow the resolution to be put as an amendment. He ruled that it was a substitution, not an amendment.

J. S. Campbell, of Halifax, spoke in defence of Mr. Bell's resolution and elaborated on the problem in sight over the question of transportation.

W. H. Thorne, of St. John, spoke on the question of Halifax and St. John men coming together. They had tried this. The St. John men could not see eye to eye with Halifax men. St. John men objected to the Grand Trunk Pacific scheme. Direct connection to St. John should have been allowed, and owing to the G.T.P. scheme the representative in the cabinet from St. John resigned. St. John further thought that as the mail service had been divided, St. John should be considered.

Mr. Stewart moved in amendment that clause 2 be eliminated from the main resolution.

Mr. Fisher explained that St. John was not jealous of Halifax. They wanted to have a just share in the resolution. The St. John men were willing to concede a great deal, but it was impossible to vote for the resolution as it stood.

Hon. Mr. Hughes extended an invitation to the board to meet next year at Charlottetown.

Mr. Sumner, of Moncton, spoke as an unprejudiced man, and said he thought the resolution should go through as it stood.

The amendment was put and lost by a large majority.

Mail at North Sydney.

It was then moved by Mr. Challoner and seconded by A. M. Bell, that the following new clause be added to the original resolution and the whole offered as an amendment.

Hon. J. N. Armstrong, of North Sydney, suggested a further addition to the main resolution. Mr. Challoner and Mr. Bell, as well as Mr. Bentley, the seconder of the original motion, all agreed to this. After much parleying over parliamentary usage the question was put and carried with this addition:

"Further resolved, that as the contract entered into by the Dominion Government for the carrying of the mails places the option of the Minister of Trade and Commerce of obliging the subsidized mail and passenger steamers that make their terminus at Quebec and Montreal to call at North Sydney; that it is desirable in the opinion of this Maritime Board of Trade, particularly in the interests of the Maritime Provinces, and generally of all Canada, that the option of the minister should be exercised so that the mail steamers call at North Sydney accordingly."

The New Officers.

The committee to nominate officers, comprised of M. G. De Wolfe, Rev. A. E. Burke, W. F. Hathway and N. T. Weldon, reported as follows: President, W. S. Fisher; first vice-president, A. M. Bell; second vice-president, Hon. Geo. E. Hughes, Charlottetown; secretary-treasurer, Chas. M. Creed, Halifax; auditor, G. M. De Wolfe, Kentville; recording secretary, M. Anderson, Halifax.

The report was approved unanimously. Mr. Fisher was congratulated warmly upon his election and all the other officers received similar greetings.

A Pleasant Outing.

The afternoon was occupied by an automobile drive to the Chignecto mines, and most of the delegates participated. The Board of Trade of Amherst were the hosts. After inspecting the mines and enjoying an ideal drive on a perfect road with finest of weather, a stop was made at the Government experimental farm.

There a band was playing and the ladies of Amherst had prepared the best of refreshments, which were served on the beautiful lawn.

When the meal was over the guests assembled in front of the house and a photograph was taken of a group of 150 at least, including as many of the ladies as wished. Speeches of appreciation and welcome were made by the different officers of the boards of trade and by R. Robertson, head of the farm. Cheers were given for Amherst, the ladies, and the boards of trade.

In driving back to the city the electric illumination of the Rhodes-Curry Co.'s factory was a feature that attracted attention.

The board of trade after its holiday resumed sessions promptly at 8.30, even before all the delegates had returned.

Help for Railroad.

Thos. Keiler, delegate from Queens, set the bal. rolling by a report regarding a new railway from Digby to Liverpool.

The following resolution was adopted: Moved by T. Keiler, and seconded by W. M. Jarvis, "That the Government be urged to grant adequate financial assistance to any company that will build a railroad from Liverpool, in the County of Queens, to Digby, in the County of Digby, by way of Caledonia and Bear River, thereby affording railway connection to a section of Nova Scotia which is now without such connection and placing the towns along the route of the proposed railway on more equal terms with other parts of the province."

A paper on "Shipping, Old and New," was read by F. McDougall, of Moncton. He spoke highly of Nova Scotia and New Brunswick sailors. All over the world Nova Scotia sailors were in demand. They, he claimed, were the best sailors in the world.

A motion by Father Burke and Hon. G. E. Hughes was passed that the expression of the board on the P.E.I. tunnel passed last year be reaffirmed.

To Revive Shipping.

In connection with the shipping paper, the following resolution, offered by the Moncton Board of Trade, was adopted:

"As it is of the first importance to the Maritime interests of Canada that we should secure and hold a place in transportation by sea, therefore, to revive our fast declining shipping industry it is desirable to promote Canadian ship owning under the new conditions now prevailing; moreover, as supplementary or corollary to this, it is necessary that Canada should have the power to limit the coasting privileges now enjoyed by European nations;

"Therefore, resolved, that in the opinion of this board the Dominion Government should first pass a ships subsidy bill for the promotion of sea-going Canadian owned tonnage, and second, take such steps as will secure for Canada the privilege of cancelling existing coasting privileges now enjoyed by foreign countries under old Imperial treaties, the idea being to have Canada control these treaties as we control our tariff."

H. F. McDougall, of Cape Breton, suggested an addition to the resolution to the effect that a recommendation might be made to the Government asking for support to the industry of building wood and iron ships.

Want M. P.'s to Attend.

It was moved by Prof. Andrews and seconded by Hon. G. E. Hughes, and resolved, that the secretary notify all provincial representatives in the Federal Parliament that it is the desire of the Maritime Board of Trade that they attend the annual meetings of the board and take part in the proceedings.

Lower Postal Rates.

The question of reduced postal rates was dealt with unanimously in a resolution put forward by J. L. Stewart, of Chatham, N.B., and seconded by W. L. T. Weldon, as follows:

"Whereas, although letter postage has been reduced, the rates on some other postal matter, particularly miscellaneous printed matter, has been materially increased;

"And whereas, the postal revenue has so greatly increased that a surplus has been reported by the department;

"Therefore, resolved, that in the opinion of this Maritime Board of Trade these increased rates should be reduced to at least the rates that prevailed before the increase was made."

Technical Education.

The subject of technical education was dealt with by A. A. Hayward, of the Mining Institute of Halifax, in the following resolution :

"Whereas, the commercial and industrial success of the foremost nations of the world at present has been in a large measure due to technical education in equipping the men of these nations to better develop their natural resources ;

"And whereas, individuals, communities and national governments are supporting technical institutions in all parts of the world ;

"And whereas, the great natural resources of these Maritime Provinces demand technically trained men for their more efficient and complete development ;

"And whereas, the industrial trend of the age demands that our young men should have an opportunity to acquire the highest technical training within their own borders at a moderate cost to themselves ;

"And whereas, a sum of money more than large enough to support local technical institutions is annually paid to alien institutions by students from the Maritime Provinces ;

"And whereas, higher technical institutions, situated in the Maritime Provinces, would be best able to cope with the industrial problems of this eastern section of the Dominion of Canada ;

"And whereas, delegates from Nova Scotia colleges and from Mount Allison of New Brunswick, assembled in Halifax, April 19, 1906, to discuss better and more efficient means of technical education, endorsed the facts already outlined and promised their hearty co-operation, and requested the Government of Nova Scotia to enact such measures as would bring about the establishment of such an institution as the conditions demand ;

"Therefore be it resolved, that it is necessary that higher technical institutions should be established in each Maritime Province, equipped with such laboratories and instructors for teaching and research as the local needs demand ;

"Further resolved, that this Maritime Board of Trade recognizes the importance of greater facilities for higher and more complete technical education at home, and pledges itself to do all in its power to promote the establishment of institutions that will more fully equip our young men to develop our great natural resources and place these provinces in a better position to share in the industrial prosperity of the age.

"Resolved also, that this Maritime Board recommend to each local board of trade that on account of the paramount importance of the subject, it be made a matter of discussion at least at one meeting of each board of trade during the year in the hope that the interest of our people be thoroughly aroused in this matter so vital to the continued industrial development of the provinces."

Prof. Andrews spoke upon the resolution and presaged in glowing terms of the magnificent possibilities of the Dominion and the coincident part which technical education would play in this development. He dwelt upon the great need of trade schools in all growing centres, conducted on the lines suited to the existing industries and conditions locally.

Other able speeches were made upon the subject by Mr. Hathway, of St. John, J. McKeen and R. Maxwell, of St. John, and the resolution was carried.

The following resolution submitted by the Truro, N.S., Board of Trade was carried :

"Whereas, by an act of the Legislature of Nova Scotia passed 27th of March, 1902, the incorporated towns of Nova Scotia are deprived of the privilege of granting permission for the opening of streets for the purposes of supplying light, heat and power ;

"Therefore, resolved, that in the opinion of this Maritime Board of Trade the said act should be amended and the incorporated towns of Nova Scotia should be given the privilege of granting permission for such purposes, subject, however, to a majority vote of the ratepayers of any town."

The auditor's report was read and adopted as follows :

Amherst, N.S., August 16, 1906.
The Maritime Board of Trade,
To Charles M. Creed,
Secretary-treasurer.

To general expenses	$ 74.39	
Printing resolutions, circulars, paper, etc.	37.75	
Annual report	70.75	
Secretary's salary	125.00	307.89

Credit.

Balance on hand	$104.62	
Subs. paid	219.85	
Do unpaid	79.30	299.15
		403.77
Balance		$95.88

Examined and found correct.
M. G. De Wolfe,
Auditor.
Amherst, August 16, 1906.

Mr. Creed made a cheerful speech at the conclusion and thanked all the members for kind wishes for him.

Captain Read in concluding the session asked Mr. Fisher to take the chair, and designated him a "worthy successor."

Mr. Fisher spoke briefly thanking the board and stating that he would endeavor to do his best in taking up the work of worthy predecessors.

A vote of thanks was passed to the Board of Trade of Amherst, moved by A. M. Bell and seconded by H. F. McDougall.

Mr. McKeen replied on behalf of Amherst.

M. G. De Wolfe moved a vote of thanks to the MacLean Publishing Co. for their friendly work in connection with the Board of Trade.

The next place of meeting was voted upon and St. John was chosen.

TO BE CANADA'S WINTER PORT

High Ambition of the City of St. John—Its Early History—Landing of the N. E. Loyalists—Some Leaders of its Business Life To-Day.

The town derives its name Saint John from the river which pours into its excellent harbor. The river was named after a great prelate who lived in 1630 when Chas. Le Tour built a fort at the river's mouth. It became the scene of many stirring events. Much romance is found in the history of the district from 1670 to 1713, when the region was ceded by France to England. In 1758 the place was occupied by English soldiers and was called Fort Frederick. In 1762 the first English settlement was made by New Englanders. Three thousand loyalists from New York landed in St. John in 1783, just after the revolutionary war, and in 1785 these men were largely the founders of the city which was granted a charter in that year. The Province of New Brunswick had been formally established a year previous.

St. John as a Trade Centre.

In 1904 Sir Thomas Shaughnessy, president of the C.P.R., said : "With all that may be said upon the subject, the Canadian Winter port must of necessity be at St. John or in that vicinity. There are one or two other points quite close to St. John that could be utilized, but at either of these it would be necessary to start anew and build a port, where there would be none of the advantages of a city of considerable size like St. John."

When work now in progress is completed, the City of St. John will have spent upwards of a million dollars to provide harbor facilities to accommodate the Canadian export and import trade during the period when the St. Lawrence is closed to navigation.

The waterworks system just completed shows an expenditure of two millions to provide a gravitation system of the purest water, having its source in a chain of lakes.

The city has spent $538,000 on a sewerage system. They have a new ferry steamer costing $80,000, connecting the eastern and western sides of the harbor, and it compares favorably with similar craft in Boston and New York. The people are industrious and intelligent. The business men are easy to meet and pleasant to deal with at any time.

A Renowned Harbor.

The harbor is a wonderful place. It has the advantage of being at the mouth of the River St. John. New wharves are to be erected, the Government having let contracts which will be carried out next year. Just now the Federal Government is considering the question of nationalizing the port of St. John. This was recommended by the Transportation Commission in its recent report to the Government.

The city has unrivalled facilities for cheaply gathering raw material, of which lumber, lime, coal and iron are at her doors and others within easy reach by water routes. There are splendid facilities, too, for distributing the finished product. There is an equable climate Winter and Summer and work need not cease because of low temperature.

Exceptional opportunities are available for low freight rates to and from the United Kingdom and South Africa in Winter by regular steamship lines. Summer and Winter services are carried on to Glasgow, Liverpool, London, United States and the Indies.

The city deals liberally with all pro-

moters of bona fide industrial enterprises. With cheap water, moderate insurance rates, efficient fire protection and intelligent labor the city possesses four of the cardinal advantages to attract industrial ventures.

St. John is the Atlantic terminus of the C.P.R. and one of the terminii of the I.C.R. and will be one of the Atlantic terminii of the Grand Trunk Pacific. It is easily the chief Winter port of Canada. It is the chief depot for the fish trade of the Bay of Fundy with fine fish-curing and packing houses for home and foreign trade. There is an estimated population of 50,000 people and St. John has a future that is worth the careful consideration of business men.

T. McAvity & Sons.

Thomas McAvity, founder of the firm of T. McAvity & Sons, was apprenticed to James Hendricks to learn the "art and mysteries" of the ironmongery trade. At Mr. Hendricks' death, in 1835, Mr. McAvity, with his brothers as partners, took over the business on their own account, the style of the firm being T. McAvity & Co. Subsequently the firm name was changed to J. and T. McAvity and after J. McAvity's death Thomas McAvity associated with himself his sons, Jas. H., Thomas, John A., and George, under the firm name of T. McAvity & Sons.

The brass works branch of the business was established in the year of the U.S. Civil War, under the style of The New Brunswick Brass Works.

After the St. John fire in 1877 the firm rebuilt brass works and at the same time re-established their hardware business in the building on King street, which they now occupy.

During the last five years the firm have considerably enlarged and added to their property—the principle addition being the Vulcan Iron Works on Broad street. This branch of the business gives employment to about 100 hands, while in the brass works they employ about 200 people.

The firm manufacture a full line of standard and extra fittings, water works supplies, brass and iron goods for engineers, steamfitters, plumbers and gasfitters.

They supply most of the high pressure plants in Canada, including such firms as : Locomotive Machine Co., Dominion Iron and Steel Works, Dominion Coal Co., Montreal Street Ry., and other representative institutions.



T. McAvity & Sons' Warehouse at St. John.

W. H. Thorne & Co.

No reference could be made to the commercial progress of St. John without mentioning W. H. Thorne & Co., wholesale and retail hardware merchants. They have handsome premises fronting on Market Square. It is one of the largest buildings in the city and is a hive of activity. The business has been established since 1867 and was founded by the president, W. H. Thorne, Esq.

The stock company was formed in 1895, including several long service partners like T. C. Lee, A. T. Thorne and others. They cover the Maritime Provinces as well as Quebec and do a large trade. Their building covers 35,604 feet of flooring, while warehouses on the wharf cover 32,800 feet besides the saw factory, thus showing how extensive their business is.

Campbell Axe Works.

Campbell's XXX Wood Chopper is the leader made by this enterprising company. This axe, they claim, will hold its edge during severest frost and is therefore a most desirable axe for lumbermen. There are two young men in the firm of Campbell Bros., Messrs. G. Wilfrid Campbell and Chas. R. Campbell.

Chas. R. is a practical man and supervises the factory, while his brother hustles after the business end. Their business is constantly increasing and their prospects are bright for the future.

They stake a great deal on the steel they use on the axes, upon the tempering and the soundness of the head. In fact the Messrs. Campbell get a very high price for their XXX Chopper, and the fact that they are selling it proves that there is a demand for high class axes. They are two of St. John's representative young men.

Emerson & Fisher.

In the front rank of the successful and sterling houses of St. John, N.B., and in fact the Maritime Provinces, is that of Emerson & Fisher Co., wholesale and retail hardware merchants. It was founded in 1878 and from small beginnings have developed to their present excellent standing and capacity. The firm is a joint stock company composed of R. B. Emerson, W. S. Fisher, Fred R. Murray and Stanley L. Emerson. They

RETURNED
AUG 28
To Dunn
Cut Book
Page 14

have a magnificent building on Germain street, a few doors from King street, and have a frontage of 60 feet. Needless to say they carry a complete stock and pay prompt and polite attention to every order. It is always a pleasure for the heads of the firm to see anyone, and the staff is patterned after them as far as possible.

Mr. Fisher was chosen president of the Maritime Board of Trade this year and he is an ideal man for the position.

In addition to their extensive jobbing lines and agencies, the company is interested in the Enterprise Foundry Co., of Sackville, where splendid stoves are manufactured which have made a name in the east. Sheet metal goods and heavy pieced tinware are also manufactured and trade is large and continually growing.

The Maritime Nail Co.

"For want of a nail the shoe was lost, for want of a shoe the horse was lost." Who does not remember that old fable which was written long before the Peerless horse nails were on the market. Peerless nails are the evolution of the best brains in the world. They claim they are the supreme expression of the nail maker's art. The story of a limpy horse and a bad foot would have never been written had the discovery which made the Peerless brand possible been on the earth. Well. It is here now. It has been making horses smile and their owners glad for some years. They are manufactured by the Maritime Nail Co. of St. John, N.B., who are a part of the big Capewell Horse Nail Co., which is the largest of its kind in the world. The Maritime company control their individuality just as each one does, but each is a part of the big wheel which is doing so much for the people of this country in improved nails of all descriptions. A glance at the premises in Saint John would indicate a lively place. Blood has been whipped into the industry ever since the present management took charge. Activity to the extent of turning out a ton and a half to two tons per day of nails will give some idea of what is going on. Employment is given to 125 hands and everything is humming. Trade extends everywhere. The old fogey days of forging nails hot have passed away with factory, just as surely as many a handmade boot is away with the forefathers.

Peerless nails are all cold forged. To explain what that means would interest everyone and the trade is invited to communicate with S. E. Elkins, the secretary-treasurer. Mr. Elkins is out for business all the time and the system adopted is almost unbeatable. They send communications to every man of standing who is likely to own a horse or horses, telling in a plain matter of fact way just one thought about the Peerless and its actual and possible value to horse flesh. What is the result? When a man is sent to a blacksmith's shop he asks "Have you the Peerless nail?" There will be a long argument perhaps, when the groom in charge of the horse will say, "The boss told me to get Peerless nails and not to shoe the horse unless you had them. It's then up to the farrier. He knows that times are advancing and the only way to get on is to be up to date or lose his trade.

Peerless nails are high priced. That too, is reasonable because they are highly finished, finished by the hands of experts and machinery unequalled. Then the iron is the best Swedish produced. Not a single consignment will be accepted abroad unless it reaches the standard of excellence required by severe chemical analysis. The nails are sorted and resorted at least four times before they are placed on the market and thoroughness marks every move.

To advertise these nails, the smartest minds have devised ingenious methods. Quick wits have seized on simple things just what the ponderous mind would never see. For instance, they have beautiful silk jockey caps, finished perfectly, with which they supply riders of horses. They have fine linen caps which are suitable for anyone, but the only condition is that on the cap is printed "Peerless Nails." How convincing to the horseman? Then they have nice rock horse covers, branded in large letters on orange background, "Peerless Horse Nails," etc.

RETURNED
AUG 28 1906
To Owner
cut Brown 54
Page 15

Probably the greatest compliment that could be paid to the Peerless nails is that when Barnum and Bailey's circus was here they ordered a new supply of Peerless. They have used no others for years.

Owing to the immense demand for the nails the company have been compelled to double their capacity for wire nails and have also increased their machinery for horse nails, in fact, Mr. Elkins stated that they were three months behind on their orders early in August. The company is in every way a credit to St. John.

Outside of the horse nails they manufacture, of course, the Monarch brand wire nails, tacks and rivets which, to any ordinary concern, would be an industry in itself.

J. E. Wilson & Co.

Among the successful business men whom St. John can especially claim as her own is J. E. Wilson, head of the J. E. Wilson Co., whose premises on Sydney street are in every way a credit to the city. The Wilson Co. occupy their own building of five stories and each floor is especially designed for a large trade in stoves, brassware, castings and iron working accessaries. They have also an extensive and up-to-date foundry on Brussel street where they manufacture cast iron work of all description. The business has been established many years, but some time ago it was formed into a joint stock company with Mr. Wilson president and general manager. Prosperity is written all over the premises, while the general activity evidence the abundance of orders.

Personally Mr. Wilson has done much for the promotion of St. John as a trade centre. He served as alderman and was always known for his good judgment and farsighed ability. He has been a candidate for the Provincial House of Parliament and is identified with many public bodies, social, political and beneficent. He is a St. John boy and is known all over the Maritime Provinces.



J. E. Wilson Foundry Co.'s Plant.

Josiah Fowler & Co.

For reliability and character this firm is just like their axes which they sell all over the Dominion, hard to surpass. Since away back in 1865 Mr. Fowler has been making good axes. To-day Josiah Fowler is head of his business, and though an old man, is active and capable, keen to every up-to-date, sensible improvement that will help him to make better axes. He goes out himself to the Pacific coast, and as he says he sells more axes than all the young fellows on the road. A fine plant is required and a large staff is constantly employed. Mr. Fowler is assisted in his business by his son, who is one of the company, and his son-in-law, Mr. Barbour, who is secretary-treasurer of the company.

They also manufacture spiral and eliptical railway springs, chisels and heavy hammers.

James Pender & Co.

This company manufacture wire nails, toe caulks and horse nails, and dates inception to 1877, being for some years carried on under the name of the St. John Horse Nail Works. In 1892 they expanded into a company under the able

direction of James Pender and under the name James Pender & Co., Limited, and have built up an immense business in wire nails. They have a brand, "They never let go," advertised in this issue, which are possessed of the thinly roughened edge which adheres to wood so strongly that practically "they never let go." Some of the largest manufacturers in Montreal and the west use these nails in preference to any others. As for toe caulks, they claim to be the only makers in Canada. Everything "Jim" Pender, as the head of the firm is familiarly known, touches is bound to be well done, and he backs up this reputation in every particular. Their new galvanizing plant is said to be the finest in Canada. Mr. Pender claims it is second to none in America.

Portland Rolling Mills.

These mills are driving away at heavy pace, and Mr. Wm. Bruckhof, the manager, may be credited easily with having pulled a poorly worked business out of a hole and of having placed it on a solid, paying basis. The mills date from 1826. They had their bright days and their dark days. About 14 years ago the present company was formed, absorbing the James Harris Co and S. R. Foster & Sons, of St. John. They now make bar iron of all kinds, car axles, fish plates, angle bars, ship knees, and forgings of all kinds, horse shoes, railway spikes, nails, tacks, and bolts. Their "P.M." brand of horse shoes are sold everywhere in the Dominion, also in the West Indies. They have five buildings in all and require five travelers constantly on the road, employing in all 250 men. Mr. Bruckhof is the backbone of the concern and his brain and energy would inspire the confidence of the most skeptical investor.

Robertson, Foster & Smith.

This firm was formerly Kerr & Robertson, but a few months ago Mr. Kerr dropped out and the new company was formed under the name Robertson, Foster & Smith. F. A. Foster has been with the firm 14 years in the office and Mr. Smith has been a traveler, so that the wholesale and retail hardware business will go on, no doubt, with more vigor than ever.

Record Foundry & Machine Co.

Not only in the Maritime Provinces, but in the whole of Canada is there a more live and active foundry than that of the Record Foundry & Machine Co. of Moncton. They have handsome premises covering an area of thirteen acres, and every department is busily engaged in the manufacture of their celebrated "Penn Esther" ranges, which are made in plain, semi-plain and ornamental; together with a large and comprehensive line of cooking stoves and furnaces.

The plant is far too large to describe in detail here, but some idea of the dimensions of the works may be given. The company dates its inception from 1853, when it was controlled by the firm of Record & Scales. Mr. Scales died in 1854, and Mr. Record carried on the business until 1882, when he sold the property and retired, and then the Record Foundry & Machine Co. was organized, the directors being, C. B. Record, A. E. Peters, Joshua Peters, H. T. Stevens, and G. F. Atkinson. Success has followed their efforts from the very start, and now their stoves, ranges and furnaces are sold from Atlantic to Pacific. They maintain extensive factories at both Montreal and Moncton; also agencies at Montreal, Quebec, Toronto, Winnipeg, Vancouver, Calgary, and St. Johns, Newfoundland.

In a trip through the works at Moncton it was a surprise to see the size of the plant. Their moulding shop is probably one of the largest in the Dominion; in fact, they have one hundred moulding floors in both Moncton and Montreal. When four hundred hands are required to carry on the business, it may be readily understood what an extensive place it is. Joshua Peters, the managing director, is a practical man, and watches every detail of the business; spending much of his time in Montreal as well as in Moncton. Nearly every man in the works is engaged on the piece work system; thus making each worker a specialist. No imperfect work is permitted in this way, and the worker suffers if the slightest want is in evidence. Then, too, it places each man in the independent position of earning a salary in keeping with his capability.

The company has a system of catalogue advertising, which is certainly a novelty, and is almost an endless chain of publicity. Twelve distinct catalogues being required to cover the varities made up in the works. The follow up system is practically unbeatable, and no buyer is allowed to escape. For instance, to meet an especial demand, they have waggons continuously running through the country, which carry a stock of catalogues and advertising matter to suit the territory. They have a publicity manager engaged continuously, in the person of Gordon Peters, who is kept occupied on the various systems, which quietly do their work.

The company is in excellent shape, and have paid first class dividends for years. The present directorate comprises, Thos. Fyshe, Montreal; Hon. H. R. Emmerson, Ottawa; Joshua Peters, Moncton; Senator Josiah Wood, Sackville, A. E. Peters, Moncton; C. W. Robinson, Moncton, and O. J. Peters, Moncton.

The New Brunswick Wire Fence Co., Moncton, N. B.

One of the strongest industries in Moncton and one that is rapidly spreading its influence over the whole Dominion is the New Brunswick Wire Fence Co. Established in 1899, it has gained ground every day and is to-day a leading industry of the Maritime Provinces. Owing to the increase of business they were compelled in 1903 to install a wire coiling plant, also machines for the manufacture of staples. They now manufacture everything complete in the fence line, including ornamented wooden or iron posts to match the wire. In many cases fences are erected by contract, for so much per rod or otherwise.

When a farmer or any customer wishes some fencing all he has to do is leave his order and the company do the rest. They even attend to the digging of the post holes, painting of the posts, etc., and at any price desired by the purchaser. There is a great deal of difference in wire fences as buyers find, when they come to look into the matter, especially as to staying power and their capacity for withstanding weather conditions. The salt air of the Maritime Provinces has a very strong corrosive effect upon wire fencing hence the greatest care has to be taken in manufacture. Mr. Chapman, the manager, explained that they had special galvanizing done for them, and prepared all their fencing to suit the climate for which it was to be used. In some cases they supply a high carbon wire which costs $5 a ton extra.

The fence they especially recommend to the public is one of uniform gauge of wire. No. 9 is used in the lock, horizontal and upright.

Ornamental fences are a marked specialty. In these, no wood is used at all. They are made from steel posts, steel wire and steel clamps. The posts are set in stone, and in this way a fence is made practically for a lifetime.

McLean, Holt & Co.

This company is nearly thirty years old and its chief business is railway supply work in castings of all descriptions. The owner of it, Mr. J. L. McAvity, belongs to that remarkable family of McAvitys, being a son of Mr. James McAvity, senior member of T. McAvity & Sons, who are interlaced with some of the largest enterprises of the Province of New Brunswick.

They have erected new premises on Albion street, between Hanover and Brunswick streets. They still maintain a plant at City Road and Stanley street and a handsome retail store at 155 Union street.

At the retail store they sell their principal line, the Glenwood ranges. Mr. McAvity is now pushing the Glenwood E range, which meets with ready sale everywhere in the province. The merits of this stove are described elsewhere in this issue.

St. John's Leading Hotel.

When down by the sea, in Canada, scarcely any traveler omits to call at the Royal Hotel, St. John. It is unique for many reasons. First, it is genuine home; second, it is a result of years of good management and development. The hotel is well located on King street and is constructed so as to face on two streets making an ideal hotel site. It is furnished from basement to attic with the best and newest hotel comforts and accessories. The hotel is owned and managed by two partners, W. E. Raymond, nephew of the man who founded it nearly half a century ago, and H. A. Doherty, who has been with the house for 37 years. He has risen from the position of bell boy to that of one of the proprietors.

Messrs. Doherty and Raymond make a great team. Mr. Doherty is attentive to all the tiring details of this big house, and always pleasant and obliging. Mr. Doherty is liked, as his partner is, by all who know him. Both take an active interest in the welfare of St. John. In the office of the hotel is Mr. T. B. Reynolds, the chief clerk. He is know almost as well as the proprietors for his unfailing good temper, capability and politeness. He is called the "Beau Brummell" of Canadian hotel clerks.

GATEWAY TO THE ATLANTIC

Halifax the Busy and Beautiful—Early Beginnings and Commercial Development—Outlet of Canada's West Indian Trade—Some of its Progressive Business Houses.

Every person of school age and over in Canada knows Halifax as the chief military and naval station on the North Atlantic, as the most easterly city of the Dominion and as the location of one of the finest harbors in the world. Unfortunately comparatively few of them reared west of the Maritime Provinces ever see it. Halifax is one of the most thriving and one of the most beautifully situated cities in the Dominion. No one can better speak of it than John Forrest, president of Dalhousie College, and in an article for the American Science Monthly's encyclopedia he says:

"Halifax, the capital of the Province of Nova Scotia and county seat of Halifax County, a city and port of entry on Halifax Harbor on the Intercolonial and Dominion and Canadian Pacific Railways. The harbor, originally known as Chebucto, 'chief of havens,' is one of the best in the world. It is 16 miles long from north to south, with an average width of a mile, and terminates in Bedford Basin, a beautiful sheet of water four miles wide, affording 10 square miles of safe anchorage. The Northwest Arm, an inlet on the west of the city, is a charming bay, on the shores of which are many of the villa residences of the wealthier Haligonians. The harbor is protected by eleven forts and batteries. A citadel crowns the hill on the slopes and at the base of which the town is built. The streets are regularly laid out on a rectangular plan, are lighted by gas and electricity and have electric street car line. The public buildings are built chiefly of freestone, the houses of wood.

Means of Communication.

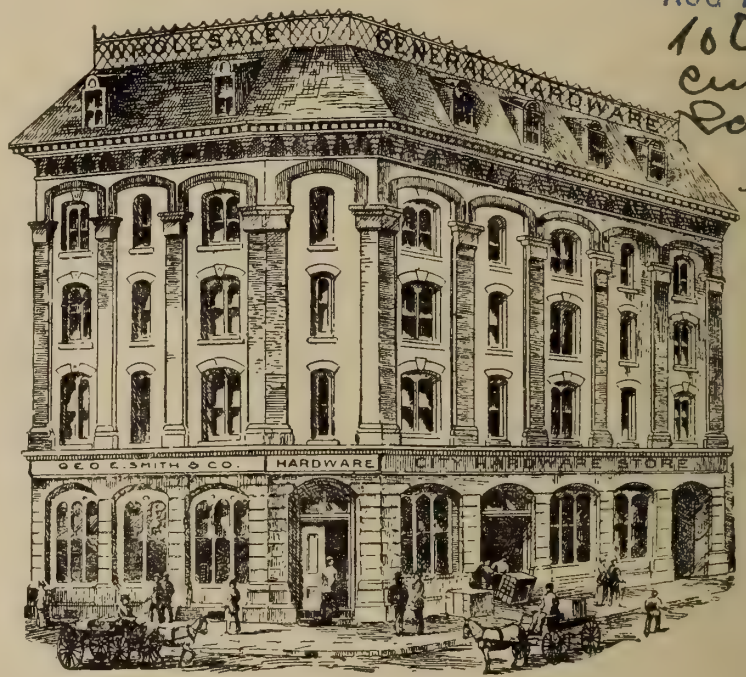
"Halifax is the chief British naval station in North America and has extensive dockyards. * * Halifax has railroad communications with all parts of the Dominion and the United States and steamship lines connecting with Great Britain, the West Indies, Boston and New York. The chief occupations of the inhabitants are commerce and fisheries. The city has considerable West Indian trade, exporting lumber, fish, and agricultural products, and importing sugar, rum, molasses and other subtropical products. Most of the commerce of the province is carried on through Halifax. The principal manufactures are iron castings, machinery, agricultural implements, nails, paints, gunpowder, cordage, leather, boots and shoes, clothing, soap and candles, cotton and woolen goods, and woodenware. There are also sugar refineries, distilleries and breweries.

"Halifax was founded in 1749 by Hon. Edward Cornwallis, and named in honor of the Earl of Halifax. The following year it was made the capital of Nova Scotia, then including New Brunswick, in place of Annapolis. In 1817 it was declared a free port. In 1842 it was incorporated a city."

World-Wide Trade.

The business of the city is large and increasing, and there are several firms who trade extensively all over the Dominion, such as the Dominion Molasses Co., Wm. Stairs, Son & Morrow, the Starr Manufacturing Co., of Dartmouth, and others.

The shipping trade of Halifax is growing rapidly. The exports as well as the imports show steady increases and this serves as a barometer to all students of trade development. During the month of August the city streets were nearly all torn up and new pavements are rapidly replacing old uneven roads. There are signs of improvement on every hand. Fine new business buildings are in course of construction and Halifax is enjoying its share of the general prosperity of the Dominion. Steamship lines of the first importance trade with Halifax.



Geo. E. Smith & Co.'s Store at Halifax.

Manufacturers are always given openhanded treatment by the Halifax City Council and the attractions for industrial enterprises are numerous.

The comfort available in the Halifax Hotel is of the home type. Bright, clean, luxuriously furnished and elaborately appointed, the house stands easily as the aristocratic and leading hotel of the east. About a year ago the present company took charge under the management of E. L. Macdonald. New life has characterized every department and hundreds of guests have visited the hotel this Summer and are now personal advertisements for it. The house looks out on the harbor of Halifax and a fine conservatory lends additional attractiveness to the handsomely furnished drawing-rooms. The bedrooms are well lighted and airy. Every accessory to modern hotel life has been employed as well as an excellent cuisine. The dining room is most attractive and a first-class orchestra lends additional charm.

Geo. E. Smith & Co.

No brighter young business man will meet you in Halifax than Mr. Geo. E. Smith, head of the firm Geo. G. Smith & Co. The firm was founded in 1875 and was then under the name Irish and Smith. Mr. Irish retired after a very short time and the business has been carried on since under its present name. The partners now are Messrs. George G. and A. W. Smith.

The building is admirably located, fronting on Cheapside and Bedford Row; being one of the most valuable sites in Halifax, bounded on the north by the Post Office, on the east by the Customs House, and west by Provincial Buildings. They are agents for Noble & Hoare's Varnish, London, Eng.; Neverslip Horse Shoe, New Brunswick, N.J.; they make a specialty of Burrill's English white lead and ready mixed paints and Masury's and Valentine's C. P. coach colors.

RETURNED
AUG 28 1906
10 Dunn
Cut Books
Page 11
A.W.

Their newest agency is for the Buchanan, Foster & Co.'s "Congo" roofing, a Philadelphia firm.

Mr. Smith says that this is the cheapest and best permanent roofing on the market, that it is absolutely water proof and time defying, requiring no coating for many years, as it is coated on both sides, preventing rot underneath. It can be used on steep or flat roofs, or applied over old roofs. It is elastic and pliable, and can be easily and quickly laid. There is no tar used in its manufacture.

With each roll of "Congo" Roofing Felt a package of cement for seaming is supplied free of charge, also nails and tins for fastening purposes. The roofing is manufactured in four thicknesses, ½ ply, 1 ply, 2 ply and 3 ply, and is put up in rolls 36 inches wide. There are 108 sq. ft. to a roll, which minimizes the loss in the overlap, a point which will commend itself at once to all builders.

YOU ARE INVITED

to visit our exhibits at Toronto and Ottawa Exhibitions. You will find there a full line of

SOUVENIR

Stoves and Ranges; also

NEW IDEA

Warm air Furnaces

Our exhibit at Toronto is in the Stove Building (East End) and at Ottawa in the Main Building.

See or **"Aerated"** oven. This is an improvement that improves and one which is only found in the

SOUVENIR LINE

The Gurney, Tilden Co., Limited

Hamilton Montreal Vancouver

WESTERN AGENTS:

Tilden, Gurney & Co., Limited, Winnipeg, Man.

Geo. E. Smith & Co. will carry stocks of this roofing in their warehouse at Halifax, and will supply the retail trade either direct or through Halifax jobbing houses.

Samples and quotations will be supplied to inquiries as quickly as received.

Wm. Stairs, Son & Morrow.

As well might one leave out the name of Halifax, in a reference of this kind, as to omit Wm. Stairs, Son & Morrow. The names Stairs & Morrow have been identified with the growth of the city for over a century.

When Kitson, the Glasgow iron merchant, had a small country store off Chebucto Bay, 100 years ago, Wm. Stairs, Esq., bought it from him. About 1854, Mr. Morrow joined the firm, and from crudest general store lines, the house has developed one of the most sterling and extensive shelf and heavy hardware businesses in the Dominion. They claim to be the oldest and largest hardware store in the Maritime Provinces.

Their premises are not as formidable looking from the outside as they are convincing inside. A magnificent stock is carried; everything is in order and the solid character of one of the fine old country house is everywhere in evidence. There is a distinct avoidance of extravagance in statement, but the place speaks for itself. They represent the Imperial Duck Co., Hamilton; Muntz Metal Co., Birmingham; Gundry & Co., fish nets and lines, Breakport, Eng.



Wm. Stairs, Son & Morrow's Warehouse, Halifax.

Amherst Foundry Co., Amherst, N. S.

When the Maritime Board of Trade was in session in Amherst there was no place more cordially ready to receive the visitors than was this up-to-date foundry. Mr. Knight, the president and general manager, was with the delegates on different occasions and took an active interest in the convention. The foundry has been in existence since 1904, when they put into operation the second plant in the Dominion for the manufacture of porcelain cast iron enamelled baths, lavatories, sinks and kindred goods, for the plumbing trade. Success has followed their efforts in all directions and to-day they are selling enormous supplies to consumers in all parts of the Dominion. The Great West is taking immense quantities of their goods and the town of Amherst, which last year had a total industrial output of three million and a half dollars, was helped extensively by this foundry.

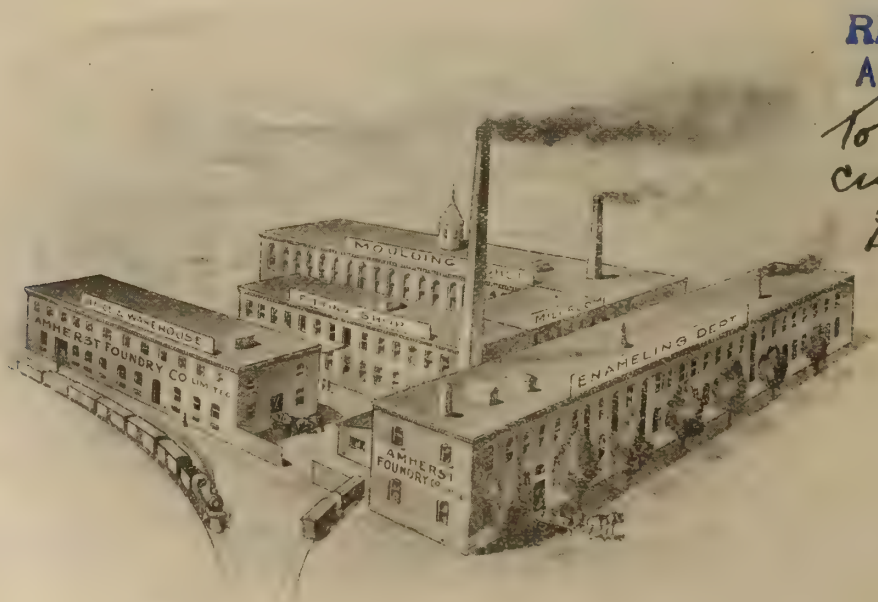
In 1890 J. A. Crossman and J. A. Lanes started in a small way to manufacture stoves, hot air furnaces and sinks. At the same time William Knight and J. Avard Black were carrying on a retail stove business in stoves, furnaces and tinware. On January 1, 1895, the four gentlemen, together with C. A. Lusby, entered into partnership under the firm name of the Amherst Foundry and Heating Co., for the purpose of continuing the business of Crossman and Lanes and Knight and Black. Their energy and ability soon won its way into a very large enterprise and their goods became widely known and sold all over the provinces. New premises were soon required and the present handsome building was erected of solid brick and stone. The plant is second to none and all the accessory buildings and offices are up-to-date in every particular. The works are admirably accommodated by an I.C.R. railway siding and excellent facilities are afforded for shipping.

About four years ago the members of the firm together with Mr. Black, formed a new company known as the Amherst Foundry Co., with the heating caption left off. They manufacture an extensive line of stoves, ranges, hot air furnaces and porcelain enamelled baths, sinks, etc. All of these goods are noted for their durability, beauty and sanitary attraction. The famous "Improved Cumberland" is a unique creation and can be used for wood and coal either separated or together.

The "Beaver" brand enamelled goods have no superior, as is proven by the long list of satisfied customers from one end of the country to the other. One specialty of the enamelled department is "The Eastern Beauty," a magnificent lavatory which would be hard to beat in the equipment of a high class building.

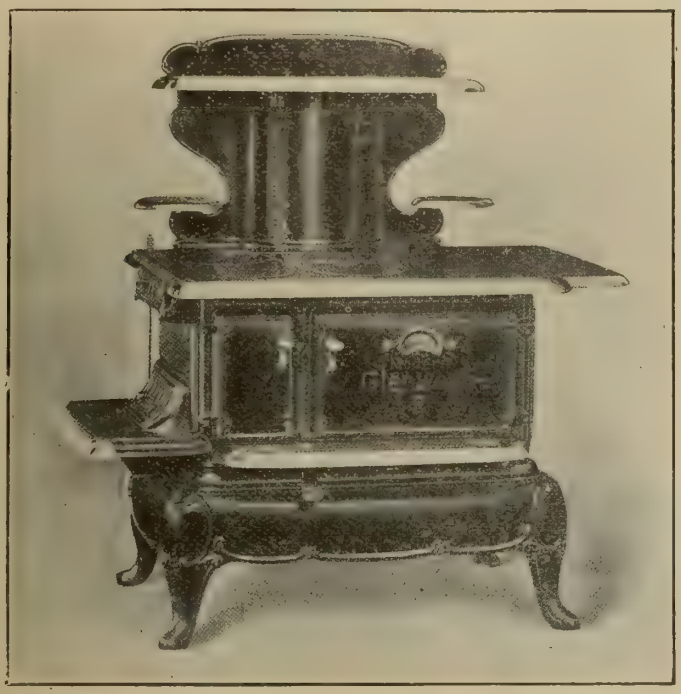
The company is located in one of the smartest business towns in Canada, and there is a still brighter future for these men who have by their brains, energy and determination evolved a small venture into an important factor in the commerce of the Dominion.

RETURNED
AUG 28 1906
To Owner
Cut Book 54
Page 47



AMHERST FOUNDRY CO.'S WORKS AT AMHERST, N.S.

GLENWOOD E



The Newest and Best Range

It is an ornament to any home.

Notice the handsome shape of the double mantel, gaining at the same time a lot of room.

The nickel trimmings are not bolted on. They are fastened by a Patent Spring Latch. All the other Glenwood advantages—a Perfect Baker—Cooking Made Easy.

Write for prices.

McLean, Holt & Co.

ST. JOHN, N.B.

SOME GOOD SELLERS

American Sibley Scythes
Noble & Hoare's English Carriage Varnishes
Neverslip Horse Shoes and Rubber Pads
No. 707 Chopping Axes
Congo Roofing Felt
Rugg Mnfg. Co.'s American Hay Rakes

We are Sole Agents for the above in NOVA SCOTIA and CAPE BRETON.
A full line of Builders' Hardware, Mechanics' Tools, Cutlery, Carriage Stock, etc.

1875 | ***GEO. E. SMITH & CO.*** | **1906**

Halifax, N.S.

Cragg Bros. Co.

One of the brightest and most up-to-date stores in Halifax is the well-fitted up place of business of Cragg Bros. Co., located on a prominent corner of two of the busiest streets. They have been established nearly twenty years and are known as the cutlery house of the city. They carry fine assortments of cutlery, athletic goods, tools, kitchen furnishings, etc. Activity and style stamps the store. During August when Dartmouth, the neighboring suburb, celebrated its natal day, Cragg Bros.' store was made conspicuous by bunting.

Mr. Cragg is one of Halifax's most enterprising and public-spirited citizens.

HARDWARE STORES AT HAILEYBURY.

Tuesday's big fire at Haileybury, Ont., wiped out two hardware stores, while the third one is now the only important place of business left standing. The fine new store of J. H. Bell & Co., whose headquarters are at Mattawa, Ont., was completely destroyed, and the loss is estimated at $6,000, with insurance unknown. Norfolk & Co. also lost their store, valued at $7,000, and insured for $5,000. On the arrival of help from New Liskeard, however, the fire was finally stopped, and the hardware store of Montgomery & Ferguson was saved. Charlton & Wilson's hardware store was also destroyed.



Cragg Bros'. Store, Halifax, N.S.

APPRECIATED WORK.

The following letter from E. K. Spinney, of Yarmouth, N. S., attests the standing in which Hardware and Metal is held in the Maritime Provinces, and the active interest they have taken in the commerce of that part of the Dominion.

C. D. Cliffe, Esq., Hardware and Metal.

Dear Sir,—I have your esteemed favor of the 9th inst. and am pleased to know that you are in the province and will attend the annual meeting of the board of trade to be held at Amherst next week.

I regret exceedingly that some business engagements will prevent my being present this year. I am exceedingly sorry for this as I would like to show my appreciation to the members of the Maritime Board of Trade for their interest in so fully attending the meeting at Yarmouth last year. But only for the above reason I would certainly have been present. I trust you will have an interesting meeting.

I have no objection in renewing my last year's contract with you for advertising in Hardware and Metal, as I think your management should be supported enthusiastically for the great benefits bestowed upon the Maritime Provinces by the energetic reporting of both these meetings and that of the hardware association. I have not got a copy of that issue and do not know how far the advertisement will bear repeating. But imagine a duplicate of that will be quite satisfactory.

Yours truly, E. K. SPINNEY.

THE MODEL HARDWARE STORE.

One of the most interesting exhibits at the Toronto Exhibition as far as the hardware trade are concerned will be that of Cameron & Campbell, sole manufacturers of the Bennett steel shelf box, which has been installed by thousands of hardware merchants in Canada, United States and Great Britain.

They will have two sections of shelving fitted with an assortment of steel shelf boxes suitable for a hardware business. One section will be 14 feet long and 8 feet high and 12 inches from front to back. All the exposed wood on this section will be oak and the fronts of boxes will be oak. All the boxes in this section will have a "lip" which fits tightly against the shelf and thus keeps out all dust.

The other section will be 11 feet long and 8 feet high. This will also be made of oak, but in a lighter finish. This section will also be fitted with the Bennett steel shelf boxes. The boxes will not have the "lip" and will be lower in price.

They will have three screw cabinets, different sizes. These cabinets are fitted with Bennett steel drawers. Each drawer has a "lip" and as there is also a steel back to the case it is absolutely dust proof.

The price will be placed on each article so that a hardware merchant can tell exactly just what it would cost to fit up his store and can also see just what he is getting for his money.

Every hardware merchant whatever the condition of his store can get some new ideas on the interior arrangement of his store by visiting this exhibit.

SLASH IN AXE HANDLES.

F. Y. W. Brathwaite, Blind River, a member of the Ontario Retail Hardware and Stove Dealers' Association, sends the following letter to Hardware and Metal for publication:

"I have read the different association members' complaints against jobbers as published in Hardware and Metal, and am very pleased that this subject is receiving attention by the association, as I consider it the most annoying feature of the retail trade and the one that requires the most vigorous attention of the association, and members individually. I give below an experience I have just had, which shows to what extremes some manufacturers and jobbers will go to in order to get business. I send this letter for publication, as I think the retail trade as well as the association should know what is going on. Should any dealer write me for the name of the firm who resorts to the means mentioned below to get business, I will be only too pleased to give the name as well as the name of the parties to whom they sold.

"The wholesale price on axe handles is, as we all know, 45 per cent. off list. Others have complained that the jobber has gone to the consumer and quoted wholesale prices, but the experience I have just had is of a manufacturer's traveler calling on me and quoting me 45 per cent. off list, and when I would not buy from him, as I had my connection made with another firm, going direct to the consumer and quoting him, not 45 per cent. off list, but 45 per cent. and 15 per cent. off list. He even went further, and said if he could sell a carload in the town he would sell at this price f.o.b. this town. I think the above beats anything you have published before.

"I think the idea as published in the association page, August 18, a good one, viz.: To have the different members having complaints notify the association, who in turn notify the jobber or manufacturer. If this does not have the desired effect, the association to notify all members, who can then act individually as they see fit."

J. A. Coulter, president and manager of the John Morrow Machine Screw Co., Ingersoll, and the Ingersoll Nut Co. has been elected mayor of Ingersoll by acclamation.

THEY NEVER LET GO

We Refer to our . . **"BULL DOG" COATED WIRE NAILS**



THEY ARE THE BEST COATED WIRE NAILS IN AMERICA

WHY ? Because they are coated on a finely roughened surface and resist just enough to make it possible for us to claim that "They NEVER let go." That's simple. Isn't it ? Why not let us tell you about them ?

Then there is another point, these claims are made after tests made at McGill University and further confirmed by our own machine purchased from Rheile Bros. of Philadelphia. Still further we are backed by a long line of satisfied customers all over the Dominion. Let us convince you. A post card will bring all the facts plainly told.

Then the matter of Galvanizing. We have recently installed a new galvanizing plant and are prepared to furnish **the best Galvanized Wire Nails and Spikes made in Canada.**

ASK FOR THE BRAND **"ACME"**

We also galvanize—
BOLTS, FORGINGS, CASTINGS, Etc.

WRITE OR 'PHONE FOR PRICES

JAMES PENDER & COMPANY, Limited, Saint John, N.B.

Makers of Wire, Wire Nails, Horse Shoe Nails, Toe Caulks, etc.

WE USE THOS. FIRTH & SONS' EXTRA AXE STEEL IN OUR BEST AXES

Established 1865

THE JOSIAH FOWLER CO., LIMITED

MANUFACTURERS OF

Striking Hammers and Sledges
Car and Carriage Springs and Axles

AXES

EDGE TOOLS
Hatchets, Chisels, Draw Knives, etc , etc.

Works: 97 to 111 City Road, ST. JOHN, N. B.

CUTLERY

We have advantages to offer to purchasers of cutlery, specializing as we do this department of our General Hardware and Sporting Goods business. Our travellers will show you attractive samples if given the opportunity.

CRAGG BROS. & CO.

"The Cutlery House of Halifax" **Halifax, Canada**

HARDWARE TRADE GOSSIP

Ontario.

Norris & Lockhart, plumbers, Galt, have assigned.

J. J. Sheridan, plumber, of Woodstock, was in Toronto Wednesday last.

Norris & Lockhart, plumbers, Ailsa Craig, have assigned to Wm. Foster.

H. Miller, of Miller, Morse Co., Winnipeg, was in Ontario on a business trip.

The Huntsville Foundry & Machine Co's property has been sold by auction.

James Sherlock, plumber, Toronto, is spending a few days in Port Colborne.

Allan Gibson, plumber, Toronto, is spending a vacation with Mrs. Gibson in Muskoka.

W. W. Near, manager of the Page-Hersey Co., Guelph, was in Toronto during the week.

Robt. Sirman, of the Toronto branch of the Canada Paint Co., is away on a trip to Chicago.

W. J. Cluff, of Cluff Bros., Toronto, is on a business trip in Montreal and Eastern Ontario

Geo. Lasher, hardware merchant, Toronto, is holidaying in the country for a couple of weeks.

N. L. Stewart, manager of the Guelph Stove Co., was in Toronto Thursday on his way to Montreal.

K. R. Cameron has recently purchased the hardware business of J. Moses, 516 Dundas street, Toronto.

James Allen, Sr., of Newmarket, is dead. He was for many years in the foundry business in that town.

Mr. Higgins, of Higgins & Large, plumbers, Brampton, was in Toronto on a buying trip during the week.

C. P. Godden, hardware merchant, King street east, Toronto, has returned from a trip to Quebec and Montreal.

George Dunn, of the Canadian Steel & Wire Company, Hamilton, was married on Monday last to Miss Jean Simpson.

R. T. Walker has opened up a nice hardware store at 847 College street, Toronto. Max Morell, for Lewis Bros., Montreal, filled his opening order.

The Model Hardware Co., Yonge street, Toronto, have opened a branch at 163 Dundas street. Mr. Jackes, formerly of the Yonge street store, has been installed as manager.

G. Haughton, hardware merchant, Dundas street, Toronto, is back to his duties after being confined to his bed for three months with inflammatory rheumatism. In conversation with a Hardware and Metal representative, Mr. Haughton said he found the greatest pleasure in reading Hardware and Metal during his illness, and would rather have missed his meals than missed reading it.

The Orillia Hardware Co., successors to G. H. White, have put up a brick building for a work room in rear of their store premises, and are ready to enter into contracts for plumbing, steam heating, and furnace work, tinsmithing and metal work. The manufacturing branch of the business will be under the direction of Edward Latimer, a member of the company, who has just disposed of a business in the same line in Seaforth.

Quebec.

A. G. Eastman, of Sutton, Que., paid a hurried business visit to Montreal this week.

H. Alguire, of Maxville, Ont., was among the out-of-town buyers to visit Montreal this week.

W. S. Leslie, of A. C. Leslie & Co., Montreal, has returned from an extended business trip in the west.

L. A. Nobert, hardware merchant, of Louiseville, was in Montreal this week, where he was purchasing stock.

N. J. Wyatt, of the N. J. Wyatt Can Works, Sutton, Que., was a business visitor in Montreal a few days ago.

Mr. Archibald, of the Nicholson File Works, Port Hope, visited Montreal Wednesday, on business for his firm.

Mr. Stewart, representing the Hamilton Cotton Co., of Hamilton, Ont., called on the Montreal trade this week.

Edward Dowsley, secretary-treasurer of A. Ramsay & Son Co., Montreal, is spending his vacation on the sea coast.

Mr. Higgins, of the American Radiator Co.'s Brantford plant, was calling on the Montreal trade during the week.

N. Tobias, general merchant, of Ville Marie, Lake Temiskaming, was in Montreal this week on a buying expedition.

C. Church, of C. Church & Sons, lumber merchants, Labelle, visited some of the Montreal hardwaremen during the week.

Mr. Williams, chief clerk of Carter Bros., hardware dealers and plumbers, Picton, Ont., paid a visit to Montreal recently.

J. W. Dowling, of Caverhill, Learmont & Co., Montreal, is enjoying a two weeks' rest in the Laurentian Mountains.

Geo. M. Edwards, managing director of Henderson & Potts Co., Montreal, has returned from a several days' stay in St. John.

Chas Fee, advertising manager of Lewis Bros., Montreal, returned from a ten days' vacation spent at Lac Des Isles in the Laurentians.

P. J. Power, of P. J. Power & Co., boilermakers, Ottawa, called at some of the supply houses of Montreal on Tuesday of this week.

Elmer R. Carroll, manager of the Hamilton Brass Mfg. Co., Montreal, was married a few days ago to Miss Gertrude Presnail, of Hamilton.

J. Ernest Millen, of John Millen & Son, distributors of hardware specialties, Montreal, has left for a combined business and pleasure trip in Europe.

J. T. Henderson, hardware merchant, Niagara Falls, called on his Montreal business connections this week. Mr. Henderson was accompanied by his wife.

Miss M. H. Gibson, manager of the advertising and publishing department Canadian Fairbanks Co., Montreal, is enjoying her vacation at Niagara Falls and other Ontario points.

R. A. Mulholland, hardware merchant, Port Hope, who has been spending his vacation touring the Maritime Provinces, stopped off at Montreal last Friday, on his return trip, and seized the opportunity to visit some of the metropolitan wholesale houses.

The Dominion Radiator Co.'s Montreal office reports that contracts have recently been closed by them for the installation of "Safford" radiators in St. Patrick's Orphan Asylum, Pine Avenue Apartments, and the American Tobacco Co.'s new factory.

Western Canada.

Hale Bros., plumbers, Calgary, have assigned.

W. Hanford & Co., plumbers, Winnipeg, were burned out.

Louis Kemp, plumber, Vancouver, has sold out to Moscrop Bros.

J. A. Gray, hardwareman, of Vancouver, has sold out to O. M. Fox.

The hardware store of John A. Thomson, Elm Creek, Man., was broken into by burglars one night last week. Fortunately Mr. Thomson had left only a few cents in the till, and the actual loss in cash was small. A couple of revolvers and some cutlery were carried off.

STRIKE AT ROLLING MILLS.

A somewhat peculiar cause was at the back of a strike involving about 1,200 employes of the Montreal Rolling Mills, and which, at time of writing, seems approaching a complete settlement.

Some time ago, this company, which is one of the most modern in the country, in methods of accounting and manufacture, decided to still further facilitate the work of the office department by adopting a new system of paying the men. Hitherto, employes had received thier money every other week, but, as that involved a great deal of work on the part of the office staff, it was arranged that payments in future should be made twice in the calendar month instead.

On Thursday of last week, notices concerning the change in system, were posted in the pipe department, and the same day one hundred and fifty men went out on strike. They were followed by the employees of the rolling mill, tack works, wire mill, horseshoe works, as well as the yard hands, firemen and their helpers, so that the works were practically crippled.

The men stood firm in their determination not to go back to work until the old system of payments every alternate Saturday should be restored, in spite of efforts put forth by the management to convince them that they were not losing anything by the change, but were simply receiving the same amount of money in

"PEERLESS" HORSE NAILS

Cold Forged.

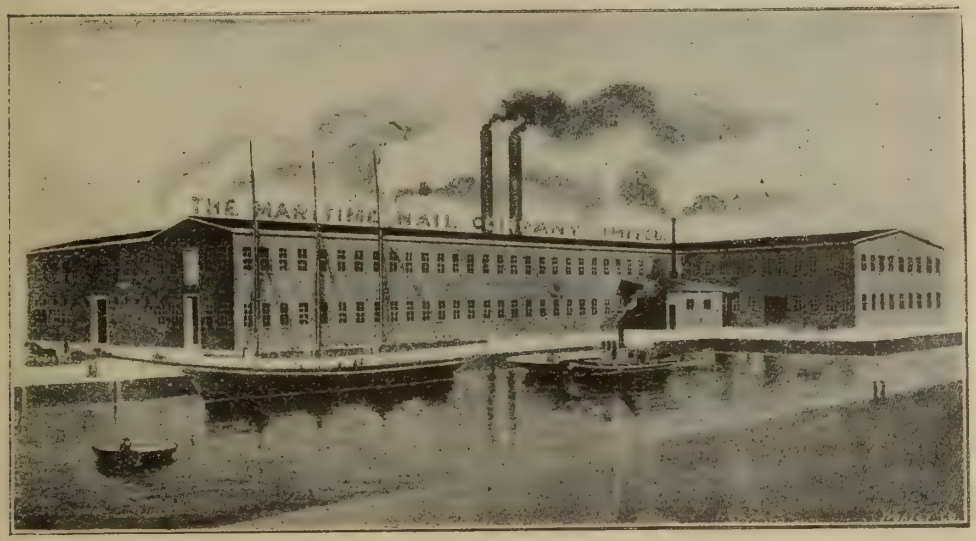
Reinforced Point

Greatest Tensile Strength

Fit the Shoe Crease

Best Driving and Holding Nail Produced

(Special Discounts to the Trade)



Monarch Wire Nails, Wire in Coils and Cut lengths

WRITE FOR PRICES

MARITIME NAIL COMPANY, LIMITED

ST. JOHN, N.B., - CANADA

twenty-four installments, as formerly in twenty-six per year.

Towards the middle of the present week, some of the men began to waver, and started a crusade among all the strikers, with a view to going back to work. On Thursday the management reported that about seven hundred men had returned to their places, and it is expected that by the beginning of next week the whole twelve hundred will be in line, and mills again running at the height of their capacity.

CHANGE OF AGENCY.

Alexander Gibb, 13 St. John street, Montreal, who has represented the Standard Chain Co., of Pittsburg, Pa., in the provinces of Ontario and Quebec, since the formation of that company, has now been given the balance of the Canadian territory and is sole Canadian agent for the Standard Chain Co. from the Atlantic to the Pacific ocean. .

Mr. Gibb has arranged with Bissett & Loucks, Winnipeg, to act as his agents in Winnipeg and the Northwest, and with John Burns, of Vancouver, for British Columbia. Both Mr. Bissett and Mr. Burns were associated with Mr. Gibb in the past, before the formation of the Standard Chain Co., when he was representing the Nes Chain Co., which concern was taken over by the Standard Chain Co.

WHO MAKES MICA?

In a recent issue of Hardware and Metal a subscriber asked "Can you give me the address of the concern making mica at Buckingham, Que." In replying to this a letter has come to us as follows: "Referring to subscriber's inquiry about mica at Buckingham, we beg to refer you to L. Sohier, 730 Berri street, Montreal, who is proprietor of mica mines at St. Michael des Saints. Although these mines are not at Buckingham we believe this will be helpful to subscriber."



Fifteen Different Designs

Are used by practically all best players in Canada—and have been for 40 years. Don't you want Skates that are everywhere recognized as the best, and that sell themselves because they are well advertised? If you don't know "Starr" Skates and "Rex" and "Mic-Mac" Hockey Sticks write for our new 1907 Catalogue.

Starr Manufacturing Co., Limited
DARTMOUTH, N.S., CAN.
Branch Office, - Toronto, Ont.

CAMPBELL BROS.

CELEBRATED

XXX CHOPPERS



Single Bit
$1.00
EACH

The price of XXX CHOPPERS is high, but it will pay you in the end to use them, as they will hold a keen cutting edge and stand in frosty weather, which cheaper axes fail to do.

Double Bit
$1.50
EACH

We would advise you to order now as our output on this brand is limited and we have on order now two-thirds of all last year's sales. (In most cases repeat orders.) Price is no object when quality is considered We guarantee our XXX CHOPPER to be the neatest and best axe on the market.

Made from the very highest grade of Cast Steel and Charcoal Tempered. Guaranteed of extra quality. Try it!

Try XXX Choppers and you will always use them

Sold by all the Maritime Wholesale Hardware Firms whose travellers will call on you with samples.

E. K. SPINNEY

Yarmouth, N. S.

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HARDWARE AND METAL

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MARITIME BOARD OF TRADE.

The Maritime Board of Trade is a union of the business men of the three Canadian provinces washed by the Atlantic. When the financial, industrial and mercantile interests of Eastern Canada are thus united by common purposes and aims, what good reason is there for longer continuing three political divisions? The name "Maritime Provinces" is itself indegative of common interests.

The representative business men of the Atlantic division of the Dominion have declared unanimously for a provincial amalgamation of the three into one. How long will the politicians tarry behind? Just as long as they dare. There will be plenty of opposition. The office holder and the office seeker will regard union as an outrage, a disgrace, a forfeiting of all provincial traditions and sentiment. The tiny politician, who can cut some figure in a small field but would be totally lost in a larger one, will cry down union with a magaphone. And the mass of the people will be added weight.

The union of the three provinces will be attained only after a good deal of agitation and education of public opinion. An effective way of going about it would be to form an association to keep up the agitation, show the people of the three provinces that socially, industrially and politically, their interests are identical, that there would be a great economy in substituting one government for three, and that in federal matters one large province would be a much more potent factor than three small ones. There is but one way, and it is plain, in the one word AGITATE.

This twelfth annual parliament of Maritime businessmen was an unqualified success. The attendance was large and representative; the interest might rightly be termed enthusiasm and a spirit of kindred aim and neighborliness was apparent that could not but extend the horizon and broaden the sympathies of every delegate. It was a gathering well worth while. Already the west has copied the idea with splendid results, and some day the boards of trade of Central Canada will hold their annual conventions. The next step will be a congress of the boards of trade throughout Canada to form and give expression to the business opinion of the Dominion.

MARITIME MERCHANTS SHOULD ORGANIZE.

Hardware retailers in the Maritime Provinces should get in line with the organization movement which has taken hold of the dealers in nearly every state and province in North America. Following several years of success in the United States the retail hardware and stove dealers of Western Canada got together two years ago and the trade in Ontario fell into line this Spring.

A Maritime Retail Hardware and Stove Dealers' Association would help to round off the proposed Dominion Retail Hardware Association and make it truly national in scope. The hardware jobbers of the Maritime Provinces are already organized and would no doubt welcome a retailers' organization which could deal with them in such matters as are of mutual interest as well as establish a sound debt collection plan similar to the one already adopted by the Western Canada association and being considered by the trade in Ontario.

It is not to the interest of jobbers to see retailers weakening themselves by cutting prices, and any effort made by the retail trade to regulate matters and secure a fair margin of profit would undoubtedly meet with the support of the wholesalers. And if the sale of goods to consumers is as great an evil in the east as it is in Ontario it is certain that every fair-minded jobber would welcome the organization of a retail association which would act as a check upon any jobbers who encouraged this back-handed competition with their retail customers.

Let the broadminded and progressive spirit which pervaded the convention of the Maritime Board of Trade be evidenced by the inauguration of a movement to form a Maritime Retail Hardware Association. Dealers who are willing to join such an organization might get in touch with each other by sending their names and addresses to the secretary of the Ontario Retail Hardware and Stove Dealers' Association, 10 Front street east, Toronto.

COMING HARDWARE CONVENTION

The special convention of the Ontario Retail Hardware and Stove Dealers' Association to be held in the Labor Temple, Church street (a few doors north of Queen street) Toronto, on Tuesday and Wednesday, September 4 and 5, will probably be the most important gathering in the history of the trade in Ontario.

The program outlined by the executive is on a purely business basis, the bulk of the business being transacted by committees and during the Tuesday afternoon session. Time will be allowed in this session for a full discussion of trade grievances and every retail hardware dealer will have an opportunity of expressing his views. Following the discussion a special committee will be appointed to confer with a committee of the jobbers and manufacturers and on Wednesday morning the report of the special committee will be received and the convention will probably adjourn before noon, allowing the delegates to spend the afternoon at the exhibition or visiting the sample rooms of the various wholesale houses.

No entertainments have been arranged for, as it is recognized that a short, snappy, business convention will be more in keeping with exhibition time and the requirements of the retail hardware and stove trades at the present time.

All delegates and readers of this paper are invited to make our offices at 10 Front street east (midway between the Union Station and Labor Temple) their headquarters while in the city. Mail or telephone messages can be sent in our care, while our writing tables are available at all times.

Attend the convention, visit the exhibition and make a friendly call on Hardware and Metal.

READY FOR EXHIBITION.

Gurney, Tilden Co., of Hamilton, manufacturers of "Souvenir" stoves and ranges, have been busy all week getting their exhibit ready at Toronto Exhibition. Mr. J. E. Bennett and Mr. Court Thomson called at the office of Hardware and Metal and were very enthusiastic regarding the exhibit. They said their firm were sparing no expense to have an exhibit that would be attractive and instructive to the trade. All the Ontario travelers will be on hand to welcome the trade, explain the selling points in the "Souvenir" line of ranges and the "New Idea" line of warm air furnaces.

Some men are too slow to get out of their own way.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

COMING EVENTS.

Convention of Ontario Retail Hardware and Stove Dealers' Association, in Toronto, on Sept. 4 and 5.

WESTERN DEBT COLLECTION PLAN.

Not the least important branch of the work done by the Retail Hardware and Stove Dealers' Association of Western Canada has been the introduction of a really effective scheme for the collection of outstanding accounts. Probably every hardware man, every member of the Western Retail Hardware Association, has a number of debts on his books which he finds it very hard to collect; but not every dealer is acquainted with the association debt collection plan and for that reason Hardware and Metal has no apology to offer for the space devoted to it this week. The Western Retail Associations have a plan which has proved very successful in separating the Western farmer from the coin that belongs to the dealer for a long standing store bill and the merchant who doesn't know about it is not keeping up with the times.

In the first place it must be remembered that the main reason why a customer is often so dilatory and indifferent about settling his store bills is his knowledge that he can easily get goods on credit at another store. For this reason it is well to let him know that there is in existence an association of hardware dealers whose object is mutual self-protection from just this sort of thing.

Forms Supplied to Dealers.

When a dealer finds it impossible to collect a debt in the ordinary way he has the privilege of enlisting the services of the Hardware Association. On request, any member in good standing will be furnished by Secretary McRobie with a letter bearing the imprint of the association and to the following effect :—

———— 190—

Mr. ————

————

Dear Sir :

Our account amounting to $ ——— has not been settled yet according to your promise. Unless we hear from you and you adjust it in a satisfactory manner before ———— we will be compelled to hand it over to the "Credit Reporting and Collecting Department" of The Retail Hardware and Stove Dealers' Association of Western Canada and the Retail Merchants' Association of Western Canada, of which former association we are members. The two associations include in their membership nearly all the retail merchants of all classes in the Western provinces and they are formed for self protection.

We would regret being obliged to do this, as the account thereby goes into the hands of a very strong and influential organization, and every member is informed thereof. We dislike to believe that you purchased the goods with the intention of not settling for them, so we expect you will not fail to call in and see us before the above date.

Yours respectfully,

————

A Delinquent List.

In most cases this letter has at least the effect of securing a call from the delinquent debtor and a consequent arrangement to settle by cash or note. But if no reply is received the merchant then fills in a stub to which the letter was attached and sends this stub to the secretary, with full particulars of the accounts. The secretary will then write the delinquent a letter informing him that if the account is not settled within a specified length of time the association members will be informed of the circumstances. A hint at a "delinquent list" is usually all that is required to ensure settlement, but if it is not successful the threat is carried out. In many sections of the West various branches of the trade are compiling "delinquent lists" for their own protection.

New Plans Being Laid.

Plans for the curtailment and regulation of credit are receiving the close attention of the association and something new is promised in the near future. It is recognized that credit can not be altogether abolished and that the only thing feasible is to regulate it carefully.

Last year a determined effort was made in several sections to shut off all credit from November to April and the plan was attended with some measure of success. In some sections it will be tried again this year.

Coupon Book System.

But if credit must be given it should be regulated and the man who gets credit should pay for it. The association are now at work on a coupon book system, the plan being that customers desiring credit can secure coupons, good for a certain value in merchandise, on signature of a note for the amount with interest at five or six per cent. In this way the man who gets credit pays for it and the cash customer does not suffer. It is not practicable to have a credit price and a cash price for goods; the plan has been tried many times and it has always proved a failure. But this plan attains the same end in a different way and it is worth trying. It is worth trying for the reason that the cash customer is worth retaining and cash customers are being driven to the mail order stores by the fact that they have to pay credit price in so many stores. Further particulars of this coupon plan will be announced later.

MUTUAL INSURANCE IN ONTARIO.

The Mutual Insurance Committee of the Ontario Association are at work preparing a report to the association on the subject of forming a mutual insurance company amongst the hardware dealers of the province. At present the laws appear to be drafted in the interests of the old line companies, but this is not deterring the committee in its work.

The committee would be glad to be advised by hardware dealers in various parts of the province on the following points :

What is your present line rate on (a) buildings and (b) stock.

The receipt of this information will enable the committee to compute the possible revenue from premiums and taking the proportion of fire losses and expenses from the American mutual hardware companies an idea could be obtained of how many policies would require to be issued in order to make it worth while establishing a mutual insurance company in connection with the Ontario association.

FREIGHT RATES AND CLASSIFICATIONS.

"We are glad to see you have taken up the matter of cartage charges and would suggest that the next subject dealt with should be the freight classification and the rates the railroads are charging. We wish the association every success."

So writes Coy Bros. & Southcott, St. Catharines. What dealer can send in a short letter for publication outlining a plan of action in the matter suggested and explaining the injustice of the present classification and rates? A few letters on this subject would help the association officers.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 88.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Range Boilers—Higher prices on copper boilers.
Coil Chain—A general advance.
Hoop Iron—Base price $2.70.
Cut Nails—Some firms have advanced.
Pig Lead—5c. per hundred pounds higher.
Old Material—Some advances made.
Turpentine—Advanced two cents.

TORONTO.

Pig Iron—Middlesborough has advanced $1.
Ingot Tin—Quotations are one cent higher.
Turpentine—Quotations are two cents higher.
Linseed Oil—Quotations are three cents higher.
Poultry Netting—Quotations are 50, 10 and 5 off 2-inch mesh. Other sizes remain as before.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 24, 1906.

With nearly all the Montreal jobbers business this week has been uncomonly large for the season. In some cases, indeed, the floor space in the packing rooms has been found to be quite inadequate, and orders which could be held back a day have been subjected to that delay in order to get out the rush orders on time.

American prices on builders' hardware are stiffening, and advances may shortly be declared by Canadian jobbers. All through the hardware market quotations are showing an upward trend, and in a couple of instances higher figures are given. In coil chain, the 1 inch size is now quoted at $5 per hundred pounds, and other sizes are correspondingly higher. Hoop iron has also been advanced, the base price at present being $2.70. Cut nails are much firmer, and jobbers are now keeping pretty well to a price of $2.20 per keg base.

Some wholesale houses are reporting good sales of sleigh bells, and in this line a much better quality is being demanded this year than ever before. Very few at less than $2 are being sold. In horseblankets, too, a good trade is being called for, although trade is not yet very active. Most sales are for blankets varying from $12 to $20 in price.

AXES—Business continues at about the usual volume. We quote as follows: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—A good turnover is reported, and quotations remain: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Although lanterns have been sold in such quantities during the past couple of seasons, business continues good. A good deal of price cutting is still being indulged in, but conditions are steadying. We quote: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES—Inquiries are excellent and good orders are being shipped. Discount quoted on cow ties is 40 per cent. off list.

STALL FIXTURES—Business in this line is also very brisk. We give discount as 35 per cent. off list.

SLEIGH BELLS—Accounts of trade conditions are conflicting. On the whole, however, it would seem that business is unexpectedly good, coming after a very unseasonable Winter. We quote as follows: Back straps, 50c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50, pear shape, $1.15 to $2; shaft gongs, 20c to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—An excellent demand. We still quote: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—No change in the situation is noticed. We are still quoting as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—The demand is about as usual. Discounts remain as follows: Flat head iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Bolts are still very scarce, and the market is firm. We give discounts as follows: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—Fall business is beginning to come in. We quote as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Price cutting is general, but we are still quoting: $2.05 per keg base, f.o.b. Montreal.

CUT NAILS—Market conditions are now steadier, and some jobbers are advancing prices. Our price is firmly held at $2.20 per keg base, f.o.b. Montreal.

HORSENAILS—A good business is being transacted. Our quotations are: P. B. new pattern, base price $3.50 per 100 lbs.; M. R. M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

SPORTING GOODS—Guns are moving better as the season advances, and all lines of Fall goods are selling readily.

BUILDING PAPER—No changes are reported, the trade continuing quiet.

CEMENT AND FIREBRICK — There are lots of small orders for cement coming to hand right along, but large specifications are wanting. The firebrick trade is quite dull—more than usually quiet, even for August. We quote as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—The present week has seen a general advance in prices, which are now quoted as follows: 5-16 inch, $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

GREEN WIRE CLOTH—Business is about over for this season. The price remains: $1.45 per 100 square feet.

AMMUNITION — Nearly every order that goes out contains its quota of ammunition. We continue to quote as follows: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Aug. 24, 1906

The discounts on poultry netting have been increased from 50 and 5 off to 50, 10 and 5 off. Trade in this line is lighter just now as might be expected at this season of the year.

An open market still exists in wire, many jobbers still quoting $1.95. There is a feeling, however, that things should be changed, but whether or not it will materialize is uncertain.

Business may be said to be slacking off a little, although for this time of year it is quite up to the best of previous years.

AXES AND HANDLES—Trade has picked up during the past few days.

CUTLERY AND SILVERWARE—A marked increase is noticed in general lines.

SPORTING GOODS—Ammunition is selling in large quantities, and the sporting goods trade generally is good.

WASHING MACHINES — A very good demand still exists.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—A larger discount has been made on 2-inch mesh netting; other sizes remain the same. We quote as follows: 2-inch mesh 19 w.g., discount 50, 10 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE— We quote the following prices: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues. We quote: $2.05 base.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7 1-2 off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7 1-2 off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS—Trade is good. Some large orders are coming in.

SLEIGHBELLS—Orders are picking up some, but generally speaking they are light.

FARM TOOLS— Manure forks are moving and hay forks are still selling.

RIVETS AND BURRS—Tinned rivets are now quoted net extra 4c. per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Stocks are bare and supplies very hard to get. Demand is keen with prices very stiff. We quote 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

WOOL AND HIDES—Hides are ¼c. lower and calf skins 1c. There is little new in the situation.

Hides, inspected, steers, No. 1	0 12½	
" " " No. 2	0 11½	
" " cows, No. 1	0 12½	
" " " No. 2	0 11	
Country hides, flat, per lb., cured	0 11½	
Calf skins, No. 1, city	0 13	
" " No. 1, country	0 12	
Lamb skins and pelts	0 75	
Horse hides, No. 1	3 15	3 60
Rendered tallow, per lb	0 05	0 05¼
Pulled wools, super, per lb	0 25	
" " extra	0 27	
Wool, unwashed fleece	0 16	0 17
" washed fleece	0 26	0 27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 24, 1906.

In spite of excessive heat, and the presence of the holiday season, the metal trade is booming, and there is not a jobbing house in Montreal which does not report a remarkable business for the season.

Copper is none too plentiful on the Montreal market and, in consequence, the price we quote is firmly held for orders of the usual size. Some shading is being done, however, on orders of greater volume.

Ingot tin has, since our last report, gone up and come down again. As usual, it is hard to predict with any degree of certainty how this metal will hold, even one day ahead. At time of writing the same prices are being quoted as ruled a week ago.

Antimony has disappointed the expectations of market authorities, who had fully expected to see higher prices current this week. No change has been made in our quotations.

Pig lead shows a much stronger tone, and quotations have accordingly been advanced 5c. per hundred pounds.

So far as sheet metals are concerned, the entire market is in a healthy condition, and all prices are the same as were reported in our last issue. Metal jobbers who sell only, or mostly, from stock, do not find any exceptional demand for early deliveries, but importers who are now booking orders declare that inquiries are very active.

COPPER—Local stocks are not heavy and prices have continued steady, except on quantity orders, which will be quoted at somewhat shaded figures. Our prices are: Ingot copper, 21c. to 21½c.; sheet copper, base sizes, 25c.

INGOT TIN—During the week prices advanced but fell back again to last week's quotations, which are as follows: 44c. to 44½c. per pound.

ZINC SPELTER—The Canadian market is very firm, and reflects the strength shown in London. Dealers here say that prices will have to go up if any further advances are made in the European markets. We still quote in the meantime: $6.75 to $7 per hundred pounds.

ANTIMONY — Conditions show no change this week, and we are still quoting 27c. per pound.

PIG LEAD—Another upward movement has taken place, bringing the price up to $4.45 to $4.55 per hundred pounds.

PIG IRON—Good tonnages are being booked by the Montreal metal merchants. Prices remain as follows:

"Dom.," No. 1 $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	22.50	"	"
" (special)	21.50	"	"
Summerlee No. 1	21.50	"	"
" No. 3 (soft)	20.50	"	"
Clarence No. 1	19.50	"	"
" No. 3	19.00	"	"
Cleveland No. 1	19.50	"	"

BOILER TUBES—We still quote: British and American tubes, 1¼ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Business is brisk at the following quotations: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's Best, 11c. to 11½c.

MERCHANT STEEL—Business is fairly brisk. We give the following prices: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—Prices remain: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Prospects are for higher prices in the near future. Trade is strong. We quote: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26

gauge, $4.10 ; 22 and 24 gauge, $3.55 ; 16 to 20 gauge, $3.40 ; Bell brand, 28 gauge, $4.40 to $4.45 ; Fleur-de-Lis, 28 gauge, $4.20 to $4.45 ; 26 gauge, $4.05 ; 22 and 24 gauge, $3.50 ; 16 to 20 gauge, $3.35 ; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50; "Windmill Best," 28 gauge, $4.15 ; Sword and Torch, 28 gauge, $4.15 ; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—We are quoting: 28 gauge, $2.40 ; 26 gauge, $2.35 ; 22-24 gauge, $2.30 ; 19-20 gauge, $2.30 ; 8-10 gauge, $2.45.

CANADA PLATES—Heavy bookings are now being made. Quotations remain : 52's, $2.60 ; 60's $2.65; 75's, $2.75 ; full polished, $3.75 to $4 ; galvanized, 52's, $4.10 ; 60's, $4.35.

TIN PLATES—The market remains steady at the following prices: Cokes, base size, 1C 14 x 20, $4; charcoal, base size, 1C, 14 x 20, $4.25.

TERNE PLATES—We still quote $6.85

SHEET ZINC — In view of the strength now shown by spelter, the following prices are very firm : $7.75 in casks: $8 in less than casks.

SHEET LEAD — Market conditions are unchanged and we quote : 2½ lbs., 5¾c. by the roll 3 lbs. and heavier, 5¼c. by the roll; small quantities, 25c. per hundred pounds extra.

BAR IRON—We are still quoting $2.05 base, f.o.b. Montreal.

OLD MATERIAL—More inquiries are now being received for cast scrap, both in stove plate and No. 1. Prices current are about $12 and $15 per gross ton. Wrought scrap is also in fair demand at from $13 to $14. Rubber is a little firmer, and maximum prices show a slight improvement. We now quote : Light copper, 14½c.; heavy red brass, 14¾c.; yellow brass, 11¼c.; light brass, 8c.; lead, 3¼c.; zinc, 4c.; machinery cast scrap, $15; wrought scrap $13 to $14; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7⅜c. to 8c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Aug. 24, 1906.

The hot weather during the past week has caused the closing down of many foundries and plants, this affecting the consumption and production of some lines of metals. On the whole, however, trade has continued very lively, the volume being quite large for this season on account of probable advances in several lines and the general strengthening tone to the market.

Middlesborough pig iron has been advanced from $22 to $23 in response to conditions outlined in previous reports. Reports that production in the States is falling behind consumption is adding considerable tone to the market and orders are now being booked for the first half of 1907.

Tin has fluctuated some during the week and has been advanced locally one cent, 43c. being the ruling price, but some dealers quoting 44c. It appears to be again working its way back to its former high position.

Lead and zinc spelter are strengthening outside and are firm locally.

PIG IRON—As indicated a week ago, further advances have been made, Middlesborough having been advanced $1 per ton. Our quotations are as follows: Radnor at furnace, $33; Hamilton at furnaces, No. 1, $21 ; No. 2, $20.50 ; Londonderry, f.o.b., Toronto, No. 1, $22.50 ; No. 2, $21 ; Middleborough, $23.

BAR—Stocks are bare and hard to replenish. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN— Advances in outside markets have been followed locally and 43c. and 44c. are now being quoted.

TIN PLATES—Trade is active with prices unchanged. We quote: Cokes, base size, 14x20, $4 ; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Generally demand is good and prices are steady. We quote : 16 to 20 gauge, $3.65 up.

BRASS—The market continues firm with no price changes. We quote: 23c. to 24c. per lb.

COPPER—Prices are firm at the same quotations. Our prices are : Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—The market outside is advancing but we continue to quote $4.50 for imported pig and $5 per 100 for bar lead.

ZINC SPELTER—The market is firm and prices remain unchanged. We quote : 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — We quote: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60 ; tank plates, 3-16 inch, $2.45 ; tubes, per 100 feet, 1½ inch, $8.50 ; 2, $8.80 ; 2½, $10.75 ; 3, $12 ; 3½, $15.80 ; 4, $20. Terms, 2 per cent. off.

ANTIMONY—Good business is being done in small lots. Prices are unchanged at 27c.

OLD MATERIAL — Dealers' buying prices are as follows : Heavy copper and wire, 15c. to 15½c. per lb. ; light copper, 13½c. to 14c. per lb. ; heavy red brass, 13c. per lb. ; heavy yellow brass, 11c. per lb. ; light brass, 8¼c. per lb. ; tea lead, $3.25 per 100 lbs. ; heavy lead, $3.50 per 100 lbs. ; scrap zinc, 4½c. per lb. ; iron, No. 1 wrought, $11 ; No. 2 wrought, $3 to $5 ; machinery cast scrap, $15 ; stove plate, $10 ; malleable and steel, $5 ; old rubbers, 7⅜c. per pound ; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.40 ; grate, $5.15 ; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines : Lump, $1.50 ; ¾ inch, $1.40 ; run of mine, $1.30 ; nut, $1.25 ; N. P. and S., $1 ; slack, 75c. ; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges : 1¼ inch, $2.55 ; ¾ inch, $2.45 ; mine run, $2.35 ; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

UNITED STATES METAL MARKETS

From the Iron Trade Review, Cleveland, Aug. 23, 1906.

In spite of the fact that seven blast furnaces, having an annual capacity of 880,000 tons of pig iron, have been blown in since December 31, 1906, and that there are sixteen furnaces now in course of construction, the product will not be more than enough to meet the very heavy demand which promises to continue through next year. The Iron Trade Review estimates that the pig iron production for 1906 will be 25,750,000 tons, for 1907, 27,250,000, and 1908, 28,180,000. This would make the year 1908 show an increase over the actual product of 1905 of less than 23 per cent. In the three years from 1902 to 1905, the increase was 29 per cent. The evidences are, therefore, that the blast furnaces now being built will not increase pig iron capacity at the rate which the market has heretofore stood and stood extremely well, considering the almost famine condition prevailing at the present time.

Pig iron still occupies the centre of the stage, the demand during the past week being very active with prices showing further advances. In some centres feverish conditions are apparently subsiding and both buyers and sellers are showing a disposition to wait, especially, before entering into contracts for next year's requirements, but for the most part the week has witnessed keen anxiety in the buyers to place orders and of their failure in many cases to get iron for prompt shipment. In the south from $15 to $16 is being obtained easily for spot shipment and while some sales for the first half of next year have been made at $14.50, $15 more nearly represents the market. In the east, the scarcity seems to be confined largely to steel making irons. The sales in the New York district included 25,000 tons of basic, 5,000 tons of foundry, and 4,000 to 5,000 tons of grey forge. In the central west, sales include 15,000 tons of basic at $18 valley and 120,000 tons of Bessemer at $18.25 valley, both for delivery during the first half of next year. Both Bessemer and basic for the first half are scarce and one large buyer has not succeeded in placing an order for 75,000 tons of Bessemer. In both Chicago and Cleveland No. 2 foundry has been sold at $20. One large electric interest is inquiring for 16,000 tons for delivery at Allegheny and Cleveland and many other buyers are in the market. The general expectation is that still higher prices will prevail throughout the country.

The principal contract throughout the week in structural material was for 42,000 tons for the new Manhattan bridge taken by the Jones & Laughlin Steel Co.

through its Cleveland agency. Some large inquiries for bridge material are pending, but actual business in shapes is not heavy at present.

U.S. IRON AND METAL TRADES.

From the Iron Age, Aug. 23, 1906.

The iron market continues to outdo all August records and in some lines all records of whatever month. For example, the leading producer booked 200,000 tons of wire products in the first 17 days of August. So far as large interests are concerned all their resources will be used to prevent runaway prices or any feverish scramble for pig iron and finished material. The United States Steel Corporation's policy is neither to bid up such raw materials as it buys nor to beget excitement by asking premiums for early shipment of anything that it sells. Since the beginning of August it has been prorating deliveries in nearly all finished products, and the indications are that its customers will be asked to take something less than their specifications for a number of months.

The advance in pig iron prices has been carried farther in the past week and the buying for 1907 has broadened. Comparatively little iron, either northern or southern, can now be had for delivery, this year, and yet there is no such frantic call for spot iron from consumers with bare yards as characterized the situation in 1902, for example. The buying of foundry iron has been in part for this year, but chiefly and in large lots for the first quarter and first half of 1907. Southern producers are now selling No. 2 foundry freely at prices netting $15, Birmingham, for next year's delivery, and on smaller business have secured the equivalent of $15.50, Birmingham. In the central west $18 at furnace for No. 2 foundry is the rule, and the scarcity of iron for this year's consumption is more marked.

Steel making iron for 1906 cannot be had in the central west, though it is not certain that all eastern producers are completely sold up. Bessemer pig iron has advanced to $18 at valley furnace, and the available product for 1907 is being held at $18.25 in some cases. Of the sales reported last week, that of 70,000 tons is really a sliding scale transaction under an old arrangement. The steel corporation is not buying iron for 1907, and has ceased to be a buyer of melting scrap for 1906 for the same prudential reason that has taken it out of the pig iron market for this year.

British pig iron markets have advanced in response to conditions in Germany and the United States. The long deferred hope of American demand that was the chief prop of the speculation in Middlesborugh warrants last year is now revived. But prices have advanced 2s. in two weeks, and No. 3 iron is now 53s. 9d, so that the expectation of exports to this country is helping to make them impossible.

The steel shortage is pinching in several lines of steel corporation production, but its customers for semi-finished steel and rods are being taken care of.

Rail orders are again coming in on a liberal scale, and Cuban and other outside inquiry is accumulating. A southwestern line is in the market for 25,000 tons, and in the past week 35,000 tons was booked for 1907 delivery. Light rails have advanced $1 a ton.

Structural mills are filling up, the principal contract of the week being 34,000 tons of steel for the new Manhattan bridge, taken by the Phoenix Iron Co. Most of the plates will be rolled in Pittsburg. The Ford building, Detroit, 4,000 tons, was let last week, and Philadelphia reports two orders, amounting to 4,600 tons. Large inquiries for steel cars are coming up, and bids have been asked for 30,000 steel or steel underframe cars for 1907, including 14,000 for the Harriman lines and 4,500 for the steel corporation. Locomotive works also report exceedingly bright prospects for next year.

The tin plate mills are being pressed for deliveries to the can manufacturers, the canning industry reporting exceptional activity.

The $2 premium on steel bars asked by one Pennsylvania interest reflects the strong condition in that market, but an official advance is not imminent. Western iron mills are asking $1 advance, following half way the recent action of the Republic Iron & Steel Co.

Wire mills, in spite of unprecedented sales, are in no hurry to mark up prices

LONDON METAL MARKETS.

From Metal Market Report, Aug. 21, 1906.

PIG IRON— Cleveland warrants are quoted at 53s. 7 1-2d. and Glasgow standard warrants at 52s. 3d. making prices as compared with last week 1s. 6d higher for Cleveland warrants and 8d higher for standard warrants.

TIN—Spot tin opened easy at £182, futures at £182 5s., and after sales of 200 tons of spot and 320 tons of futures closed firm at £182 10s for spot, £183 for futures, making price as compared with last week £2 3s. 6d higher on spot and £2 17s. 6d higher on futures.

COPPER—Spot copper opened quiet at £84 15s., futures £84 12s. 6d. and after sales of 200 tons of spot and 700 tons of futures, closed steady at £84 15s. for spot and £84 12s. 6d for futures, making price as compared with last week £1 5s. higher on spot and £1 7s. 6d higher on futures

LEAD—The market closed at £17 2s. 6d. making price as compared with last week 2s. 6d higher.

SPELTER—The market closed at £27 making price as compared with last week 5s. higher.

FAIR VISITORS WELCOME.

The Canada Paint Co. will be glad to welcome all their friends who are visiting in Toronto during Fair week, to their sales offices at 90 Bay street.

Nova Scotia Trade News.

Halifax, N.S., August 22f

Considering that this is the dull season in the hardware business, trade here is fair, in fact it may be stated that it is unusually good for the time of year. The market is steady and there is practically no change in prices since last report. The outlook for a big Autumn trade is good, and already some orders are being booked. There is a probability of an upward movement in the prices of shelf hardware. There is a good demand for cement and the Sydney product is still selling freely. English cement in small lots is quoted at $2.25. Turpentine is quoted at 95c. in cask lots. Ingot tin is reported to be firmer in London. It is quoted here at 48c. to 50c., and the demand at present is light. The leading lines are quoted here as follows :

Steel—Tire, $2.75 ; spring, $3 ; machine, $3.25 ; toe caulks, $3.50 ; base cast steel, 9c. to 12c.

Horse shoe nails—$12 for No. 8, $13 for No. 7.

Galvanized iron—$4 to $4.25.

Black sheet iron—$2.50 24 gauge.

Ingot tin—48c. to 50c.

Pig lead—$5.50 ; lead pipe, $6.25.

White lead, Canadian—$6.50 to $6.75 ; Brandram's, $7.50.

* * *

Mining men are taking considerable interest in the discovery of a seven-foot seam of coal made recently at Port Richmond, Richmond County. The big seam was reached at a depth of 200 feet. The quality is said to be excellent. Doubtless this discovery means much for Richmond County and a large outlay tending to its development will soon be made.

* * *

The Dominion Coal Company are considering and now have plans under preparation for the re-opening of Victoria mines, in Cape Breton. The plans are for three seams to be worked from one bankhead.

* * *

A number of Moncton capitalists are engaged in developing a gold mining property situated at Miller Lake, in Guysboro County. The property is situated about six miles from the Ecum Secum gold fields and is known as the Fairweather fields. The company holds 27 areas on the Grogan anticline. There are seven leads in a thirteen-foot working belt, pitching east and dipping north. The leads are said to be highly mineralized, carrying copper, galena, iron and lime, with a fair showing of gold.

A new company has recently started work on the Ecum Secum property and the work of pumping out the old shaft is now going on. This mine has been closed down for about two years.

* * *

W. A. McKay, electrical contractor, of Sydney, has opened a branch here, near Senator's Corner. A very complete line of electric fixtures is carried in stock and wiring, repairing and installation of electric light plants is done promptly and by experienced electricians. There is shown in the firm's window a most attractive electric sign of changing colored lights, the colors automatically changing every few seconds.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Aug. 24, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Jobbers report no appreciable let up in the demand for general hardware supplies and August of this year will go down on record as the busiest August since Winnipeg became a wholesale centre. Threshers' supplies are in strong demand at present. Values are steady in most lines, a reduction in turpentine being the most important quotable change.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE — We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ⅞, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47 1-2 per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1 1-2c. per lb. A decline of 1-4c.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6 1-2c. per pound.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—As noted last week, shot has been advanced 25 cents per 100 lbs. We quote prices as follows: Cartridges, Dominion R. F., 50 and 5; Dominion, C.F., pistol, 30; military, 20; American R.F., 33⅓; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—Prices are: Bar iron (basis), $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—Prices are very firm. $5.25 per cwt. with a reduction of 25c. per cwt. on ton orders.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

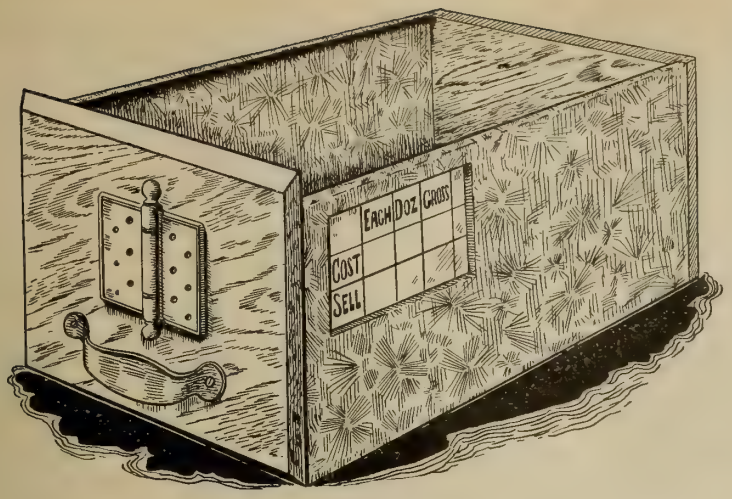
TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal



An Attractive Hardware Store

is the best advertisement you can have, for it appeals to every one of your customers and will draw their trade as sure as a magnet will draw a piece of steel.

Give your store an air of prosperity. Make it look as if you were doing the best business in the town. If your store looks like a second-hand junk shop people will feel like paying second-hand prices.

If your goods are well displayed on shelf boxes your clerks will be able to wait on twice as many customers.

Goods displayed on shelf boxes often suggest articles which your customers had not thought of buying.

The **Bennett Shelf Box** has metal sides and saves 20 per cent. space over the old-fashioned wooden box. It has oak fronts and each box is supplied with a brass pull.

Write for price list.

CAMERON & CAMPBELL, Sole Manufacturers, TORONTO



Covert Mfg. Co.

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Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.



Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

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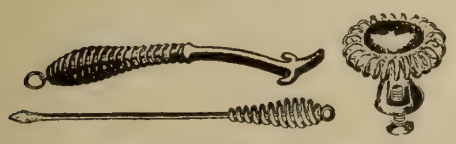
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Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.

Metal Shelf Boxes

For Sale Cheap

I have 500 Metal Shelf Boxes for sale cheap. Bought them cheap and will sell them right. They have solid oak fronts and handsome brass pulls and the 500 will fit up a good sized hardware store. Used only two years and as good as new. This is a rare chance.

Write for sizes and particulars

R. J. McCONNELL, - CARMAN, MAN.

Everything for the Painter



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS

"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?

Our guarantee protects dealer and consumer.

We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

BRONZING SEASON

means bronze business and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON *WINNIPEG, CAN.*

Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Turpentine has been reduced 2c. per gallon. We quote prices as follows: White lead, pure, $7; bladder putty, in bbls., 2½cf; in kegs, 3¾c.; turpentine, pure, in barrels, 95c.; less than barrel lots, 90c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS — We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 51 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

London, Ontario, Trade News

London, Ont., Aug. 22, 1906.

Though this is the fag end of the Summer season and trade is dull in seasonable goods, the hardwaremen of this district are enjoying better business than they have for some time. The Summer business was good, exceptionally so, and a tour of inspection about the city of London would not likely reveal many left-over lawn mowers, much garden hose or many hammocks, in fact, everything of like season has been well sold out.

* * *

The wholesale trade in London reports good business in keeping with what is said by the retail men. D. H. Howden & Co., for instance, who moved into one of the finest warehouses in London last April, report having been justified in extending their business facilities. The trade about here is gaining continually.

* * *

The chief reason for the improvement in retail conditions is the extensive building that has been experienced in London this Summer. There have been no strikes here and people are working overtime. Those who supply builders' material have done an exceptionally big business. The hardwaremen who do the greatest glass business report an impetus to their business by the building.

* * *

Fred Wyatt, son of Ald. William Wyatt, former hardwareman, will shortly open his new hardware store on Talbot street. Mr. Wyatt, jr., has been at work for some time on the alterations to the store and expects to open within a few weeks. It is said he will have one of the biggest hardware stores in London.

* * *

The Waggoner Ladder Co. gave the fire department a run the other day, but the blaze was extinguished by the chemical engine so that the damage was scarcely more than $10.

New Brunswick Trade News

St. John, Aug. 20.

While there is nothing to make the present a noteworthy time in provincial hardware circles, it is the consensus of opinion, so far as we can learn, that the trade conditions are fairly satisfactory. The volume of business being done is, on the whole, of respectable proportions and no untoward circumstances are tending to injure trade. The preceding sentence, perhaps, may be qualified somewhat. Serious forest fires are reported from various parts of the province and much valuable timber is in danger of destruction. The destroying of good timber means injury to the lumber industries and indirectly to all lines of trade. But fear of detriment to the hardware trade because of these fires is probably a trifle unreasonable. Certainly, there is no prospect of immediate effect.

* * *

The demand for guns and ammunition is springing up again with the approach of fall. In recent years these lines of goods have become even better sellers as the enjoyments of hunting are more thoroughly recognized. This year it is believed that their sale will be even better than in other seasons. The strength of the lead market is having its effect upon the price of huntsmen's supplies as upon the price of many other goods. Shot, as was of course to be expected, is now firmer than a short time ago. Further advances in price are apparently not altogether unlikely.

* * *

Recently the dealers have been notified of another advance in the prices of United States shelf hardware. This is the third advance in a comparatively short time. As the demand for goods that come under this head is excellent the advances are not causing any perturbation among the merchants. There is no sign of any slackening of this strong demand.

* * *

The call for building materials is being heard pretty frequently in a number of our provincial towns. In St. John the amount of building being done is perhaps a little less than the average but the reverse is the case in some of the smaller towns. In Moncton not only are the new I.C.R. shops now under way, but a good many other buildings are being put up. In Fredericton, Sackville, etc., the builders are also among the busiest of men. Probably Amherst, just across the border in N.S., has the distinction of having more building going on within its borders than is being done in any other Maritime Province town. The demand for builders' materials is naturally brisk in the province.

British Columbia Trade News

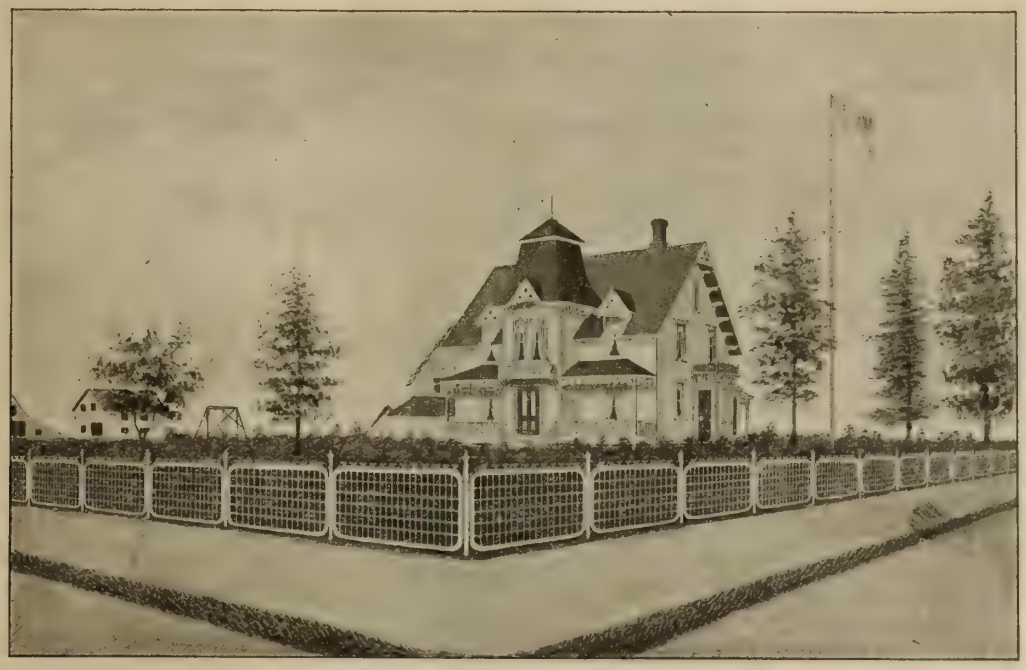
Vancouver, B.C., Aug. 17 ,1906.

The "Iron Chink" is the suggestive appellation for an ingenious machine designed and built to take the place of the ubiquitous Chinaman in the salmon canneries. It is well known that the Chinese is the chief and dependable operative in the numerous coast canneries. He is deft and rapid and is always at his post, a quality which has been a strong factor in commending the oriental labor to canners. But with the $500 head tax and the consequent practical cessation of Chinese immigration, the number of operatives at the canneries has grown harder to keep up. The new machine is designed to take the place of quite a number of them, rendering still more completely automatic the method of canning salmon, now the most highly specialized industry of its kind. There is perhaps in on other line of canning industry such a variety and excellence in the automatic devices for labor saving and for carrying on the work of making, filling, packing and sealing the cans with almost no intervention of manual process. But the number of hand processes will be still further reduced when the "Iron Chink" takes the place of the pigtailed "Chink" as he is colloquically known on the coast. A local syndicate has the patents and is preparing to market the new machine.

The American barque Alden Besse, owned by Awaya, Shinazo & Co., a Japanese firm of importers an manufacturers at Osaka, Japan, is in port with a cargo of Japanese oak. The timber was brought in the rough, or log, and is to be sawn at the Pacific Coast Lumber Co's mill. The shipment comprised about 500,000 feet. Messrs. A. P. May & Co., hardwood merchants of this city, were interested in the importation. They say, however, that the next consignment will be brought forward in the rough, sawn state, as there is too much waste material to be paid for as cargo when the logs are brought. To this end, when the next Empress sails she will take out a complete saw mill outfit, which will be set up on the timber areas from which the oak is obtained, and there the logs will be sawed up into dimension lumber. The quality of the Japanese oak, of which small trial shipments have been brought in before, is very good. The size is rather below the medium for oak.

Lumbermen are preparing for another fight with the provincial government with respect to the enforcement of log-scaling fees. Very recently the Timber Measurement Act came into force under which a number of official timber scalers were appointed, a supervisor being placed over them, with power to collect fees for scaling all timber cut on provincial lands. The fee is fixed at 5c. per thousand, and is to be collected irrespective of whether the timber was cut on leasehold or licensed land. The timbermen make the argument that in so far as leasehold is concerned, there is a definite contract entered into, in the lease, and the Government has not the power to afterwards alter the conditions in the lease, by imposing any fresh fees or costs. The supervisor of scalers has been instructed to go ahead and collect the fees, and he says that after 30 days grace he will proceed to do so. The

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Wire Fencing and Steel Frame Gates

IN THE MARITIME PROVINCES.

Heavy Fencing——Light Fencing

FENCING FOR THE FARM, LAWN, CHURCH, CEMETERY, ETC.

Woven Wire Fencing, Panel Lawn Fencing, Coiled Spring Fence Wire, Fence Staples, Plain and Ornamental Steel Frame Gates.

N.B.—Wire Fencing and Coiled Spring Wire is made from the Best Galvanized Steel Wire made in America.

Dealers in all sizes Galvanized Steel Wire, Barb Wire, etc.

We solicit your orders, and guarantee our goods. Write for prices and particulars.

N. B. WIRE FENCE CO. Ltd., MONCTON, N.B.

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Manufactured by

A. RUDD & CO., St. Helens, Lancashire, England.



IN ALL PATTERNS

Made only by thoroughly experienced workmen. 10 years as cutter and 16 years as chooser and setter being the experience of our head setter.

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From whom users of Glaziers' diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

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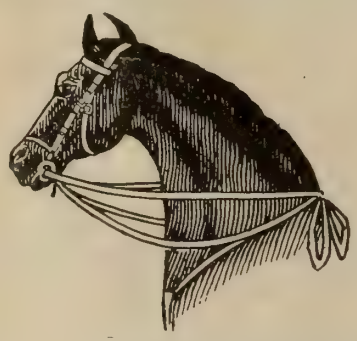
THE QUEEN CITY OIL COMPANY, Limited, - TORONTO, ONT.



OAK-CABINET

Given away FREE of charge with an order for six half-dozen Pocket knives as illustrated above.

May be had through all leading wholesale hardware firms.



Horse Nails

In buying his Nails, the farrier usually is particular to select a brand that he knows can be relied on to give satisfaction. It does not pay to handle inferior Nails simply because they are cheap, as in the long run the best is the cheapest.

"M" brand HORSE NAILS

have the reputation of always being up to standard.

Made from Swedish nail rods, the best known material for the purpose.

PATTERN is right and cannot be excelled.

The POINTS (a most important feature about a horse nail) are always the same, and there are no better pointed nails in the world than the "M."

Every Nail carefully inspected before leaving our works, insuring freedom from culls.

MADE BY

THE MONTREAL ROLLING MILLS CO.

measurement of logs by the official scaler is accepted by both buyer and seller, and of course renders unnecessary any scaling by owners or mills, in buying logs.

Base price of wire nails has been dropped from $3.50 to $2.85 by all manufacturers, for Vancouver delivery, owing largely if not entirely to the fact that there is a local factory here, which is turning out good quality of wire nails. The factory was burned down last year but has been rebuilt and the business is being re-established firmly. The raw material in the shape of black rods for drawing into wire, is imported from England and the rest of the work, including the galvanizing, is done in the factory here.

It is stated that the Great Northern Railway Co., has acquired a large holding of land at the head of Howe Sound, for the purpose of building a town. Howe Sound is but a few miles north of Vancouver, being, in fact, the first indentation of the coast north of Burrard Inlet. It is easily accessible from the Gulf of Georgia into which it opens, and from the head of the sound there is a practicable route for railway across the coast range of mountains into the Lillooet and Pemberton Meadows country. From Howe Sound the V. W. & Y. Railway is surveyed round the coast into Burrard Inlet (Vancouver harbor).

The Britannia mine on Howe Sound, the big copper producer of the coast, is now turning out 700 and 800 tons of ore per day and more could be produced but that is the limit of the capacity of the aerial tram line from the mine to tide water, where the ore bunkers are situated. There is every prospect that the tram will be duplicated when the carrying capacity will be from 1,200 to 1,500 tons per day, and the output of the mine can easily be increased to that amount. Capt. Henry Stern, of New York, the newly appointed general manager to succeed the late Geo. H. Robinson, is now in the north inspecting the Mount Andrews iron properties at Prince of Wales Island, which were secured on a long term bond by the late Mr. Robinson. The Britannia company has been developing the property and putting in an ore carrying tram, which is nearly completed. The Mount Andrews ores form a perfect flux for the silicious ores of Britannia. At present the Britannia smelter gets ore from the Brown-Alaska property at Port Hadley, Prince of Wales Island, for fluxing purposes, and the Hadley smelter gets Britannia ores in return, for the same purpose.

While ore production in the Boundary mines for the month of July was hardly up to the average, being only 83,351 tons, the pay roll of the district was perhaps as large as ever, through the large number of men on railway and other construction. When preparations at mines and smelters now in progress are completed, there will be an increase in output which will make the total nearly 150,000 tons per month.

THE MUSCULAR METHOD.

Business men who are discourteous to travelers are, I believe, comparatively few, notwithstanding the number of complaints which occasionally one hears from "Knights of the Grip." The merchant who is discourteous, in the long, run, pays for it. Sometimes in one way, sometimes in another. He may not be conscious of it, but he has to "pay the piper" nevertheless. As a rule, it is by being ignored when what are commonly called snaps are to be offered by the travelers who have been the victims of the discourteous treatment. But occasionally physical force is resorted to by offended travelers. I heard of one recently. A traveler, whom I have known for a number of years, had occasion to call on a merchant with whom he had hitherto not had occasion to do business He entered his store, presented his card. Without even reading the latter the merchant threw it contemptuously upon the floor. It was not that he had any grievance against the traveler, or the house he represented. He had never had any dealings with either. It was merely his way, the traveler afterwards learned, of treating travelers. My friend was naturally very much annoyed at the contemptous treatment which he had received. He is a man in the neighborhood of 70 years of age, but is still vigorous, and when insulted is not slow to resent it. The offending storekeeper was tall and much younger than my friend, but that did not make any difference to the latter. "I want you," he said, "to pick up my card." This enraged the merchant and he began jumping around, wildly gesticulating and saying he would kick my friend out unless he quickly got out. Undaunted the latter suddenly reached out and grabbed the merchant by the shirt collar, pressed his knuckles against his wind pipe, shoved his nose to the ground, holding it there until he had picked up the card and given it back to him. The traveler, of course, told his experience to his fellow travelers. That merchant for many a day had to bear a great deal of banter, and what was still more humiliating, he found it necessary to take into stock the line of goods which my friend's firm manufactured.

IMPLEMENTS FOR BORNEO.

A letter has been received at the agriculture department from a Canadian who occupies a responsible position on the British North Borneo administration, which indicated Canadian farm implement makers may be able to work up a profitable business there. The planters of the colony are unable to obtain plows, wagons, etc., which are both strong and light. He is confident the Canadian made articles would fill the bill.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

Traveller Wanted.

Good position open for party of exceptional ability to sell a complete line of up-to-date stoves and furnaces in Manitoba and Northwest, a line well known. Excellent opportunity. One with furnace experience preferred. Addrees, in confidence, Box 550, Hardware and Metal, Winnipeg.

KEMP'S INVITATION.

The Kemp Manufacturing Co. extend a cordial invitation to their customers visiting Toronto during the Exhibition, to make use of their offices, corner of Gerrard and River streets, where they will find daily papers, material for correspondence, and a clerk thoroughly conversant with the city, whose duty it will be to get and give information desired by visitors. They will also be glad to lend their shipping facilities to those making purchases in the city, either by shipping separately or with goods that may be going to them. The Kemp factories are well worth visiting.

Cutlery is a good line to push at this season—pocket knives for the boys, paring knives for the housekeepers and carving sets and plated ware for wedding presents.

FOUNDRY AND METAL INDUSTRIES

DOMINION PRESSED STEEL CO.

The Dominion Pressed Steel Company, of Port Elgin, Ont., have their shovel plant about ready for work. The factory is built of concrete, 50 by 160 feet. The main building is three storeys high with a felt and gravel roof, and concrete floor on the lower flat. There will be seven furnaces at the commencement, run with oil fuel. The oil is atomized by an air blast furnished by a Sturtevant fan. There will be four power hammers, two of 600 pounds, one of 400 and one of 100 pounds. There will also be eight power presses. The strop rolls is a ponderous machine put in at great expense. A separate building will contain machinery for making their own handles. The workshop will have two power lathes, planer, drill, grinder and forge. A 100 h.-p. Goldie-McCulloch engine with two boilers will supply the power. The plant is well situated for shipment of goods, being near a spur line which connects with the Grand Trunk, and lake boats. The firm are to be congratulated on their up-to-date plant, and the enterprise shown in establishing this industry.

STEEL DIVIDEND INDICATES PROSPERITY.

The declaring of a dividend on the vast volume of common stock of the United States Steel Corporation, though it amounts to only one per cent. for half a year, is evidence that the steel industry is in one of its periods of prosperity. The net earnings for three months ending with June were over $40,000,000, or greater by nearly $2,500,000 than in the "record" quarter of 1902. For the half year they were over $76,750,000, and at the same rate for the second half would exceed by $20,000,000 the record of that year, when four per cent. was paid on the common stock.

After payments on account of bonds and sinking funds, and the seven per cent. dividend on the preferred stock, and an allowance of over $5,600,000 for depreciation and reserve funds, there remained $20,731,106. Out of this, $15,500 000 was allowed for improvement and replacement funds and special appropriations and additions to property. This left a surplus of $5,231,000, which with the $5,567,000 left over from the March quarter made $10,798,106, out of which the one per cent. on the common stock, amounting to $5,083,025, is to be paid on the 1st of September. All this looks like conservative calculation in view of the large orders on hand and the prospect for continued activity in the business, and yet it may be questioned if with such a huge capitalization and the liability of the business to reaction, the reserve funds are sufficiently large for a bulwark against the chances of the future. The figures look large, but the possibilities of shrinkage are correspondingly large. It is only three years ago that the company failed to fully earn its preferred dividend.

But one thing certain is that the year 1906 promises to be a year of unexampled prosperity for the steel industry and for many other industries with which it has an intimate relation. It is a year of vast profits for the producing concerns which draw their income directly and indirectly from other industries. The $508,000,000 and more of common stock on which this dividend is paid, and which has a present market value of about forty dollars a share, represents practically only a special earning capacity due to the power to maintain prices because competition from other countries is excluded from the American market.

NEW SMELTING PROCESS.

Australian inventors claim to have perfected a new process for the treatment of iron ore. This method, called the Heskett-Moore Pattern, was given a test recently at Melbourne, where operations were in full force for the treatment of ferruginous ore for the manufacture of iron and steel, by a direct and continuous method of manipulation. A number of experts present expressed the opinion that the trial was most satisfactory, and that the process would revolutionize iron and steel manufacture. The Heskett-Moore process is a method of directly converting iron ore into valuable iron and steel, by a continuous system, and it is claimed effects a saving of 25 per cent. in manufacture. The inventors claim they can produce steel from one operation instead of using the blast furnace and converter.

Is Your Paint Business Growing, Moving Slowly, or Standing Still?

It's bound to be in one of these three conditions. If the first, well and good; if the second, there is something wrong somewhere; if the third, it's time for you to get busy or quit.

The Sherwin-Williams Agent is in the "business growing" class. Other conditions do not worry him. These four things, combined with his support and enthusiasm, are assurances of success always:

The *best* line of paints and varnishes that can be made.

Strong advertising helps that *sell* goods.

The S-W. Co.'s *assistance* and *co-operation* in going after business.

The reputation for *high quality* always maintained by *S-W. Products.*

Can you afford to remain in the second or third class when there is an opportunity before you to be in the first? You owe it to your best business interests to be there. *The S-W. Line* is the stepping stone to such a position—the stepping stone to a growing paint business. It is the Line that *gets* trade, *keeps* it, and *satisfies* it.

And you are not left to push the goods alone. *The S-W. Co.* is always behind you, working with you and for you.

Drop us a line today and get our proposition.

THE SHERWIN-WILLIAMS CO., PAINT AND VARNISH MAKERS.

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

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WIRE NAILS
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WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

PIG IRON

"CARRON"
Best Scotch Brand

"AYRESOME"
Best English Brand

"CLARENCE"
Good Standard English Iron

FROM STOCK AND FOR IMPORT

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
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MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

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LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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CANADA SMELTING CO.

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STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
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GILBERTSON'S

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Brand

GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes. Every sheet bears the name "Gilbertson." That is a guarantee.

MAKERS:

W. GILBERTSON & CO., Limited
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

MAIL ORDER PAINT

V. W. Hartman in the National Hardware Bulletin

This much-mooted question is of first interest and importance to the retail dealers in the smaller centres of population, for the reason that the catalogue houses put in their "best licks" to secure the farmers' trade, which naturally belongs to the retail merchants in the small villages scattered over the country.

It is a significant fact that not a single purely catalogue house sells a dollar's worth of goods to people living in the town or city where the business is carried on. It is not difficult to explain why this is true. The policy of all catalogue houses is to sell their goods by means of "descriptive" catalogues, filled with illustrations and elaborately worded descriptions of the various goods they have to offer. In other words, the purchaser "buys a pig in a poke," accepting the statement made in the catalogue as true. He pays cash in advance for goods, the quality of which he knows absolutely nothing. Not even a sample is placed in his hands. It may be said that the catalogues tell the truth within prescribed limits, yet when the goods are received, in how many cases do they prove to be all that the purchaser had anticipated or been led to believe they were by the ingeniously worded descriptions printed in the catalogue sent him?

How many farmers would buy a horse or cow from a stranger and pay him good money for it without at least making a personal examination of the animal before handing over the money? Yet it would be no more foolish to do that than it is to buy goods from a distant part of the country paying cash in advance for them, without first seeing what he is going to do.

Reputation Built on Quality.

If there is one article in common use that should be purchased with more than ordinary caution it is paint. It is practically impossible for the ordinary person to know whether he is getting good or bad paint. The manufacturer who caters to a restricted territory depends upon the permanent trade of practically the same people from year to year. He does not and cannot find a new market for his products from time to time, so he goes to, say, a hardware dealer in a town and says to him: "Mr. Smith, I am making a first-class, durable, honest line of paints. I want you to handle them for me in your town. I will advertise them for you, will guarantee them to your customers and co-operate in every manner possible with you to build up a permanent trade." In other words the paint manufacturer builds his reputation on the quality of his goods—depends upon the fact that his paint, being good, honestly made and capable of giving perfect satisfaction, will cause people to purchase and use them from time to time as their needs demand. He has an expensive factory requiring an investment of thousands of dollars to install and the expenditure of many more thousands to operate and maintain. His customers and their friends are always welcome to inspect his plant and see for themselves how he makes his paints. In short, he is practically in personal contact with every user o fhis goods.

But how about the catalogue house? An analysis of one catalogue house paint showed it to contain nearly 25 per cent. of water in the thinner and 50 per cent. of absolutely useless and detrimental organic matter in the pigment.

The purchaser, or consumer of paint, is practically at the mercy of the manufacturer, because he cannot know whether he is getting real paint or a cheap and inefficient imitation. His only protection is the honor and integrity of the manufacturer.

This being true, is it not reasonable to believe that the reputable paint manufacturer, especially if his business is located in the heart of the territory in which his paints are sold, is going to "Make Good Paint?" He has got to do it if his business lives and prospers. His success depends upon the continued patronage of the customers in his territory—not upon a single order from any one customer or set of customers. It is the steady demand of satisfied consumers that insures his prosperity and the continuity of his business.

Position of Mail Order Houses.

On the other hand, consider the position of the mail order paint houses. Their customers live in places far removed from the place where the paint is made and sold. Implicit dependence must be placed in the cleverly worded

(Continued on page 72.)

WHEN VISITING

TORONTO EXHIBITION

ARRANGE to meet your friends at our Exhibit, corner Centre Aisle and First Aisle, to right of Main Side Door, Manufacturers' Building.

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

JOIN THE "STANDARD" RANKS

Be known as one of the dealers who sell

Straith's Decorative Enamel

and thereby come in for a nice share of patronage.

This enamel is known from the fact that it always remains bright and attractive, and so gives new life to woodwork, furniture, earthen and metal ware. The tints and colors harmonize nicely with draperies and furnishings.

An order to-day means business to-morrow

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

REPEAT ORDERS ARE COMING IN

every day for

JAMIESON'S FLOOR ENAMEL

We have made it as perfect as we know how and do not believe it can be improved on at any price.

Order a small lot to try it. You will then know how pleasant it is to sell something really good for a floor. People will take the trouble to call back to tell you how well satisfied they are. They are doing it now as we know from many reports received.

Manufactured by

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., MONTREAL

Write for prices and show card

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

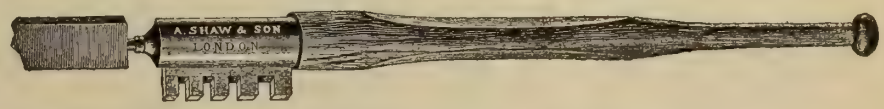
"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent

GODFREY S. PELTON

201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

SHELLAC

MARX & RAWOLLE
NEW YORK
Manufacturers

BLEACHED and ORANGE

Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**

Tel. Main 2661 **P. O. Box 14. MONTREAL** FOR QUOTATIONS

A FACT THAT TO PAINTERS SIGNIFIES QUALITY

Wherever the Union Jack floats in the breeze, the superiority of

BRANDRAM'S B. B. GENUINE WHITE LEAD

is universally recognized. The only White Lead used in making

ANCHOR LIQUID HOUSE PAINTS

is BRANDRAM'S, and to Painters everywhere this fact signifies

QUALITY



TRADE MARK

HENDERSON & POTTS LIMITED, HALIFAX, N. S. ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Aug. 24, 1906.

Business continues very good, considering the season and the weather, and all lines of oils and paints are in splendid demand.

Turpentine stocks are low, although local dealers have not as yet advanced their prices; they will in all probability be compelled to do so before many days. In all other lines trade conditions remain without change.

LINSEED OIL — Prices have been steadily held since our last report, and we are still quoting: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE—From present indications figures will soon be advanced by the Montreal dealers. Our quotations are as follows' Single bbl. 86c. per gal.; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC— The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Conditions are unchanged since last report. Prices remain as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—Prices remain unchanged as follows: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—The market is on the quiet side. Our quotations are as follows: Firsts in cases, 8 1-2c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20 1-4c in barrels.

WINDOW GLASS—The retail business is large and many repeat orders are being sent in. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, August 24, 1906.

Linseed oil shows a marked advance over previous quotations, and the market is quite strong. Turpentine also is firmer and quoted at 89c. by the majority of houses, although, of course, there is the usual shading done by some jobbers.

Despite the fact that some big cutting has been done on white lead by one house the market price generally remains as before. The conditions of the white lead market at present certainly do not warrant selling it lower than the present quoted prices, and it is not at all likely that jobbing houses and manufacturers generally will make any effort to meet what seems to be a temporary break.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for

1 2

The Four Corners of Your Business

Are Yourself, Your Help, Your Stock, Your Location

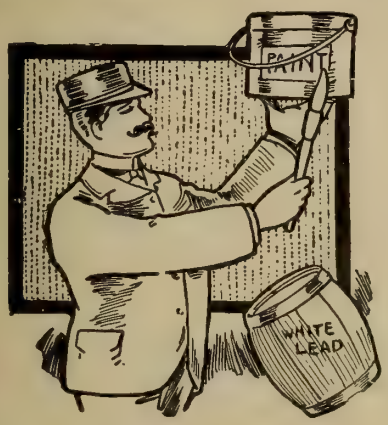
MAXIMUM LIGHT GLASS

adapts itself to the Four in splendid fashion.
You are situated where building is going on.
Your stock is bound to attract customers who need the glass.
Your clerks can learn the talking points easily.
You can take care of the profits.

SOLE CANADIAN AGENTS:

THE HOBBS MANUFACTURING CO., Limited,
LONDON AND WINNIPEG
GLASS IMPORTERS AND MANUFACTURERS

3 4



RAMSAY'S PAINTS FOR PAINT DEALERS

Every line is for business getting and for money making. All made with care to bring results and to give satisfaction.

RAMSAY'S PAINTS for the House
RAMSAY'S OIL STAINS for new wood
RAMSAY'S VARNISH STAINS for over work
RAMSAY'S OUTSIDE PAINTS for the barn
RAMSAY'S CREOSOTE STAINS for shingles
Everything in "Ramsay's" for good painting

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Let us Give You a List of Happy Dealers

They are happy because they have sold our

Furnace Cement and Stove Putty

and know what success has followed its use.

Become a "Scarfe Salesman." Let us take care of your custom.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.



"I USE ONLY THE C.P. Co's

Satisfaction is depicted upon every feature when the **Canada Paint Company's** colors and stains are being used.

The reason is **not** far to seek.

Enquire from **any** of the merchants who **sell** our manufactures.

We, ourselves, refrain from expressing **any opinion** as to the cause of this universal satisfaction.

THE CANADA PAINT COMPANY LT'D

12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.;No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN — Canadian Government standard, 600-lb. berrals, 19 1-4c.; 25-lb. drums, 20 1-2c.; 1-lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE— Single barrels, 89c.; 2 to 4 barrels, 88c., f.o.b. point of shipment, net 30 days. Less than barrels, 94c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL— English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.38; Pennsylvania, $1.64: Ohio, 98c.

MAIL ORDER PAINT.

(Continued from page 68.)

and often misleading statements in catalogues and letters. Cash in advance is demanded. When the paint fails to measure up to the standard of quality the consumer has been led to believe it possesses, it is next to impossible for him to obtain redress. The mail order house has no local reputation to make or to sustain. Its business is restricted only by the boundaries of the country, and in nine hundred cases out of a thousand anything like a satisfactory adjustment of the customer's complaint is impossible. The mail order people don't care. They have the money, the customer has the goods. So far as they are concerned the deal is closed and they see to it that it remains closed.

To illustrate some of the methods employed to impress upon the minds of paint customers not familiar with the details of how paint is made the alleged fact that theirs is the only and best kind of paint to use, I will quote several statements from an advertisement in the Saturday Evening Post of May 5, 1906, and then point out why they are misleading and impossible of accomplishment:

"My paint is unlike any other paint in the world. It's ready to use—but not ready mixed.

"After each order is received my paint is made to order, packed in hermetically sealed cans, with the very day it is made stamped on the can by my factory inspector. I ship my pigment —which is white lead, zinc, dryer, and coloring matter freshly ground and mixed after the order is received—in separate cans—and in other cans I ship my OLLO—which is pure, old process linseed oil—the kind you used to buy years ago before the paint manufacturers began to cheapen the cost of paint, worked in adulterations.

"My paint is made to order fresh for each individual order after the order is received."

False Statements Exposed.

The cost of production regulates in a large degree the price of any commodity in general use. In the manufacture of paints expensive machinery is required to mix and grind the raw materials to the proper constituency for use. An extensive and costly plant must be operated and maintained. It must be kept constantly at work in order to secure the maximum output at the minimum cost. To do this it is necessary to make each color or kind of paint in large quantities, because the mixing and grinding machinery is necessarily of large capacity and hundreds of gallons of paints must be turned out every day.

To anyone at all familiar with modern methods in vogue in the manufacture of high-grade paints, the claim made in the advertisement quoted from that every single order for 6, 8, 10, 12 or 15 gallons of paint is made up especially after the order is received is too ridiculous to receive even passing notice. But to the thousands and tens of thousands of consumers who read it the claim may and very likely does seem plausible. The intent and purpose of this article is to direct the attention of retail dealers to the fact and request them to use the information given in such manner as will educate and convince all of the paint consumers in their respective localities that they will not get what they are led to believe is to be supplied to them when they purchase catalogue house paint. It is made to sell. Whether it wears well and gives the purchaser full value for the money paid is a matter of indifference to the people who sell it.

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

J. H. ROPER

General Hardware and Metal Agent

REPRESENTING

JOHN SHAW & SONS, WOLVERHAMPTON, Ltd., WOLVERHAMPTON,

General Hardware and Metal Merchants

ALSO

Canadian Representative—GARTON TOY CO., SHEBOYGAN, WIS, Sleighs, Express Wagons, etc.

CHICAGO CURTAIN STRETCHER CO, CHICAGO, ILL., Curtain Stretchers and Wooden-ware.

THE W. E. THAYER MFG. CO, WILLIAMSBURG, MASS., Hardware Specialties, Nail Sets, Turn Screws, etc.

Eastern Representative — THE R. MCDOUGALL CO., LTD., GALT, ONT., Pumps, etc.

Quebec and Eastern Representative—THE WILKINSON PLOUGH CO., LTD., TORONTO, ONT., Wheelbarrows, Scrapers, etc.

Quebec Representative—W. C. CRAWFORD, TILBURY, ONT., Handles of all descriptions.

INQUIRIES SOLICITED FROM THE JOBBING TRADE.

OFFICE and SAMPLEROOMS: **York Chambers, 82 St. Francois Xavier St., MONTREAL**

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The United Empire Bank will open a branch in Hamilton.

The Bank of Hamilton is opening a branch at Salmon Arm, B.C.

The Wade Mfg. Co., Dundas, have commenced the manufacture of gold and silver plated novelties.

The False Creek Lumber Co., of Vancouver, will build a new saw mill near the city at a cost of $15,000.

The Anacortes Lumber & Box Co. have sold their box factory at Victoria, B.C., to Swifts, the Chicago pork packers.

A large addition will be made to the Waterous Engine Works factory at Brantford by about 4,000 square feet area.

Thomas Ogilvie & Sons will erect a large warehouse at Bay and Wellington streets, Toronto. The site is 60 x 118 feet.

Work has been begun on the construction of the Clergue Railway, the Manitoulin & North Shore, on Goat Island.

The Milton Pressed Brick & Sewer Pipe Co. have by letters patent increased their capital stock from $50,000 to $250,000.

Thomas A. Edison has stated that the perfection of his storage battery will mean that it can be applied to harvesting machinery.

Jas. Ross has resigned as president of the Mexican Light, Heat & Power Co., and Sir Geo. Drummond has been elected president.

The Philip Carey Co., of Lockland, O., are negotiating with Brantford with a view to establishing there. They manufacture felt roofing, etc.

Crozier & Elliott, representing the Adjustable Boiler Flue Co., are negotiating with Portage la Prairie with a view to establishing a factory in that place.

The Dominion Carriage Co., which will be a Canadian branch of a large American concern, purposes building a plant at Toronto Junction, which will employ 150 men.

The planing mill and residence of Mustard Bros., at Websterville, Ont., were burned to the ground together with a large quantity of lumber. The loss is estimated at $12,000 with insurance of $6,000.

The Canadian Manufacturers' Association are considering the advisability of establishing an office in London, England, for the purpose of supplying Canadian manufacturers with a sufficiency of skilled labor.

R. I. Henderson, formerly secretary of the Henderson Roller Bearing Co., was placed under arrest on the charge of stealing $1,300 from H. Pepper, Hanover. It is alleged the money was given Henderson to purchase stock in the reorganized company, and that instead he retained the money.

The Dominion Portland Cement Co. have been incorporated under Dominion charter with a capital stock of $1,000,000 for the purpose of manufacturing cement and by-products. The provisional directors are Henry Dornville, J. H. Redpath, H. E. Borradaille, H. N. Chauvin and C. A. Duclos, with chief place of business at Montreal.

A company who will manufacture stoves, heaters, ranges, etc., has been organized in Owen Sound with a capital stock of $200,000. Allan J. Ross, hardwareman of Owen Sound, will be general manager, and W. S. Hampden, Toronto, superintendent of works. Different improvements and patents are held by the company, which it is said will materially reduce the amount of fuel used.

A petition was filed at Osgoode Hall by the Ontario Bank for the winding-up of the Capital Power Co., of Ottawa, which was incorporated in 1900 with a nominal stock of $300,000. In June last the petitioner got judgment against the company for $85,280.17, together with interest at 6 per cent. The claim is made that the affairs of the company are much involved and that it is not in a position to meet its liabilities.

The successful smelting of magnetic iron ores by the electric process at Sault Ste. Marie has attracted considerable attention elsewhere, and already inquiries for detailed information are being received by Dr. Haanel, the superintendent of mines, from all parts of the world. It is said that a well known Pittsburg company intends going into the electric smelting industry in Canada at some point where power can be obtained at minimum rates.

BUILDING NOTES.

The Baptists of Port Arthur will erect a new church.

Toronto will build a new fire station to cost $60,000.

Jacob Cohen will build a four-storey hotel in Toronto.

The Dominion Bank will build a branch at Deloraine.

Pat Burns & Co., Vancouver, will build a new abattoir.

Winnipeg will build four new fire halls in the suburbs.

L. L. Peltier, of Fort William, will build a business block there.

Ed. Patterson, Hamilton, has prepared plans for a new hotel there.

H. B. Dawson, of Port Arthur, will build a new business block.

The Royal Bank of Canada will build a branch at Weymouth, N.S.

The Wm. Davies Co., Toronto, will build stables to cost $20,000.

Molsons Bank have taken a permit for a $70.000 building in Toronto.

Regina has started to build her new city hall. It will cost $175,000.

The Toronto Board of Education ask tenders for enlarging two schools.

The National Drug & Chemical Co. will build a $25,000 warehouse in Toronto.

E. C. Horn, of New York, has the contract for a $70,000 vaudeville theatre in Ottawa.

The Sisters of St. Joseph will build an infants' home in Toronto to cost $46,000.

R. Bowman, Vancouver, will build a five-storey shipping warehouse to cost $30,000.

The Centennial Methodist congregation, Toronto, will build a $40,000 church.

McLean Brothers, contractors, of Vancouver, will build a saw mill on the Fraser River.

The Canadian Pacific Railway are about to add two new wings to the Place Viger Hotel, Montreal.

A permit has been asked for the building of the Royal Alexandra theatre, Toronto. It is to cost $120,000.

Kelly Bros. & Mitchell Co., Winnipeg, have the contract for the new Imperial Bank there at a cost of $150,000.

Winnipeg city clerk asks tenders for warehouse, transformer house and repair shop for city electrical department.

The historic Victoria Rink, Montreal, has changed owners, and it will be torn down to make room for a large musical hall.

The new Church of the Messiah, (Unitarian), which is being erected on the corner of Sherbrooke and Simpson streets, Montreal, will cost $68,000, according to the building permit, which has just been issued.

PROVED HIS CHARACTER.

An Irishman was charged with a petty offense.

"Have you anyone in court who will vouch for your good character?" queried the judge.

"Yes, sorr; there is the chief constable yonder," answered Pat.

The chief constble was amazed. "Why, your honor, I don't even know the man," he protested.

"Now, sorr," broke in Pat, "I have lived in the borough for nearly twenty years, and if the chief constable doesn't know me yet, isn't that a character for yez?"

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

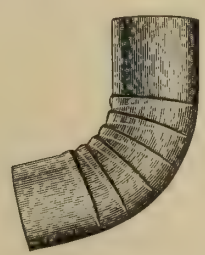
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

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1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

"A Thousand Welcomes"

We are in our new general offices.

The address is

36-38 Queen Street East

within a stone's throw of Yonge Street.

We want you to visit us.

While you are in the city seeing the Exhibition is a particularly good time.

Our offices and showrooms will be given over to you.

We have not finished all interior carpentry, but still you will be heartily welcomed.

Mark "Pease" day on your diary.

Watch for our exhibit at the Fair.

Have your mail addressed care of us.

Pease Foundry Co.
LIMITED
Queen Street East
TORONTO

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Kemp's Enamelware.

The new catalogue recently issued by the Kemp Manufacturing Co. is one that should be in the hands of every dealer in enamelware. The different utensils shown in it stand out strikingly in the actual colors of the enamel which clearly convey to the dealer's mind the class of goods he might expect when making his selection. Altogether, over one hundred and fifty cuts are shown. The Kemp Manufacturing Co. will be glad to mail a copy to dealers who have not yet received one.

Kennedy's New Catalogue.

The Kennedy Hardware Co's illustrated catalogue No. 2 has just been issued. It is mainly a sporting goods catalogue showing the newest in skates, guns, rifles, revolvers, ammunition, etc. Their line of gun and shell loading instruments is extensively shown as well as game traps and other seasonable sporting goods. Considerable space is also devoted to axes and crosscut saws. Those who have not yet received this catalogue may have one on application.

INQUIRY FOR BIRCH SEATS.

Hardware and Metal—Kindly let me know the names of makers of birch chair seats, used for repairing chairs.

W. Button, of 142 Wilton avenue, Toronto, and the Valley City Seating Co., Dundas, both manufacture birch seats.

FOR SALE.

New Rolling Mill for Sale at Winnipeg for Manufacturing Bar Iron and Steel.

ONLY mill west of Ontario. Wrought scrap iron is the raw material. Up to now all raw scrap iron had to find a market with Eastern mills on a freight of $6.50 ton, and bar iron is shipped west on a freight of $13 ton, $19.50 ton in favor of this mill. This mill can produce bar iron at a cost of $27 ton, which sells to the Retail hardware trade at $50 to $54 ton at Winnipeg.

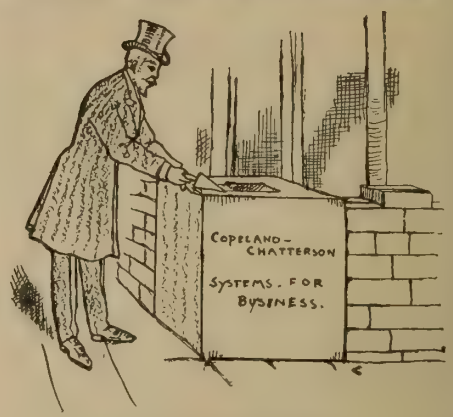
Twenty tons per day will net you a profit of $138,000 per year, price $69,000, $5,000 cash and balance to be paid out of earnings in one or two years, 6 per cent. interest; $20.000 will be ample as a working capital. If preferred will lease mill for $7.50 ton on outpu ; have skilled superintendent and labor to operate mill on hand.

This is an excellent chance for the Western Retail Hardware Association to acquire this mill and manufacture their own bar iron, then they control the western iron trade, 300 members subscribing only $100 each will total $30,000, enough to get possession and leave $25,000 as working capital and pay for the mill out of the earnings.

All members of the association should take this up with their president or secretary at once, bearing in mind that the earnings will pay for the mill in less than one year, and that the cost of manufacturing bar iron will not exceed $27.00.

T. M. KIRKWOOD,
165 Lowther avenue, Toronto.
Late owner of the Belleville Iron and Steel Rolling Mills. (34)

Every Business a Good Business



USE THIS CORNER STONE WHEN BUILDING UP YOUR BUSINESS

¶ Every business is a good business — how good depends upon how ingeniously effective and economic are the general business and office methods employed. "Office methods" is a broad term which includes accounting in a retail store.

¶ It all means that you must not blame your business for your troubles if you refuse to adopt modern methods—if you refuse to instal the Copeland-Chatterson Systems for Business.

¶ The Copeland-Chatterson System of accounting in a retail store consists of one active book, which does the work of a number of books intelligently, and without any undue effort on the part of the accountant.

¶ This one book is labelled "Monthly Account System," and stands in practice for just exactly what the label says. It is the only active book the merchant requires. He knows through it, at the first of each month, just where he stands, and his customers know just what they owe him.

¶ It 's labor-saving condensed and refined too, for one writing charges the goods and makes out the invoice. On any day selected, therefore, the statements can be promptly sent out to customers. Then you have recapitulation Sheets, Ledger Sheets and Purchase Sheets all indexed.

The Copeland-Chatterson Co. Limited

Devisers and Manufacturers of Systems for Business

Works
Brampton, Ont.

Liverpool, London and Globe Building
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Montreal
Winnipeg
Ottawa

General Offices
Toronto

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

$3,000 will buy a good hardware, plumbing and heating business in the prosperous city of Sherbrooke. Owner wishes to retire. Apply Box 107, Sherbrooke, Que. [tf]

HERE is what you want—a tinsmithing and plumbing business in sunny Alberta town, with 1,200 population; no opposition; $3,000 will handle business; lot and building 14x36; last year's business $8,000; act quick, good reason for selling. Address, S. Case, HARDWARE AND METAL, Winnipeg. [35]

WELL selected stock of hardware, stoves, tinware, tinshop tools, etc. In first-class section of Ontario. Good reasons for selling. Stock about $4,000. Apply Box 549, HARDWARE AND METAL, Toronto. [39]

SITUATIONS VACANT

WANTED—Four first-class tinners; must be sober and steady. Apply stating wages to Drawer 00, Edmonton, Alta. (33)

THREE first-class tinsmiths, with experience on furnaces, steady work, good wages for hustlers. Ralph, Morris & Ella, Ltd., Vancouver, B.C. [34]

HARDWARE salesman wanted, one who thoroughly understands hardware, must be good stock keeper and window dresser, state age, experience and salary required. Box 548, HARDWARE AND METAL Toronto. [34]

WANTED—Hardware salesman with about four years' experience. Write at once with references. Good position for the right man. Apply to The Bond Hardware Co., Limited, Guelph, Ont. [34]

WANTED—Capable young man with fair knowledge of mechanics and good appearance as city traveller in Winnipeg. Good position for right man. Box 57, HARDWARE AND METAL, Winnipeg. [35]

WANTED tinsmith with knowledge of furnace work; single man preferred; will pay good wages; steady position to right man. Box 552, HARDWARE AND METAL, TORONTO. [34]

SITUATIONS WANTED

WANTED—Position as salesman or Traveller in hardware lines, carriage goods or paints (manufacturing or general wholesale). Age now 47; thirty years experience as traveller, retailing and jobbing, have travelled all over Canada; good references. Apply to HARDWARE AND METAL. [37]

WANTED position in west by retail hardwareman; eight year's experience; general and builders' hardware, stoves, etc.; understands ad. writing and window dressing; can give best reference. Address 544, HARDWARE AND METAL, Winnipeg. [36]

TRAVELER WANTED.

GOOD position open for party of exceptional ability to sell a complete line of up-to-date stoves and furnaces in Manitoba and Northwest, a line well known. Excellent opportunity One with furnace experience preferred. Address in confidence Box 550, HARDWARE AND METAL, Winnipeg.

See That Plate?

ISN'T IT A BEAUTY?

That's only one of the seventy-five perfect pieces which make up our beautiful Louis XIV Classification.

Every piece is of the same harmonious design. Many patterns and arrangements to suit all ceilings and tastes.

Every piece fits. A pleasure to erect.

Better try us—if you haven't already joined the happy throng.

We make a full and complete line of

ROOFING, SIDING, CORNICES, SKYLIGHTS, etc.



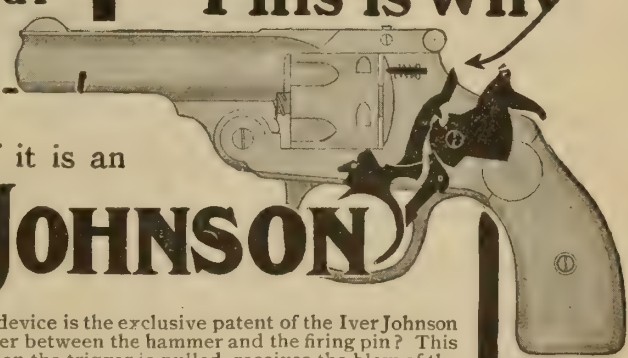
PLATE No. 1,000, 24"x24" and 24"x48"

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

AGENCIES WANTED

ADVERTISER wishes to correspond with manufacturers and others with view to securing agencies for Vancouver and British Columbia. Four years' experience as successful salesman in British Columbia, resident here five years. First-class business references covering last thirteen years in England and British Columbia. P. O. Box 911, Vancouver, B.C. [34]

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue

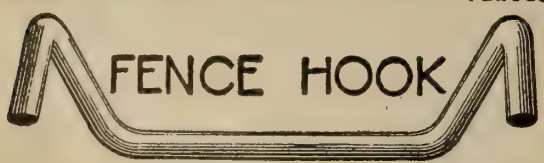


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, —— LONDON, ONT

The Acme of Perfection

in Cement Blocks is only attained by using

"LAFARGE"

(Non-Staining) Portland Cement

LEHIGH
Best Grade American

KEENE'S
Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

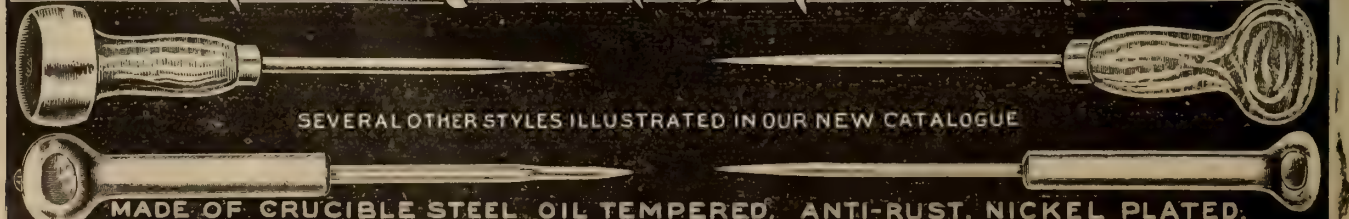
Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

F. HYDE & CO.

31 WELLINGTON ST.
MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, **easily applied**, and of **uniform** and **durable** quality. Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS " SUPERIOR " ***FARLEY WORKS, SHEFFIELD, ENG***

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

If You Desire all The Good Things of Current Literature Between Two Covers You'll be Interested in What is Said Below.

As the number of magazines increases the **more** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for** individual magazines.

As the number of magazines increase the **less** difficult it becomes for you to secure a representative selection of articles, i.e. if you subscribe **for**

The Busy Man's Magazine

This magazine is an epitome of the world's best thought **today.** It contains the very selections you want to see but have no time to look for in individual magazines.

In addition there is an alphabetical index of magazine articles for the month.

For the sum of $1.50 any subscriber to Hardware and Metal can get The Busy Man's Magazine for **one year.**

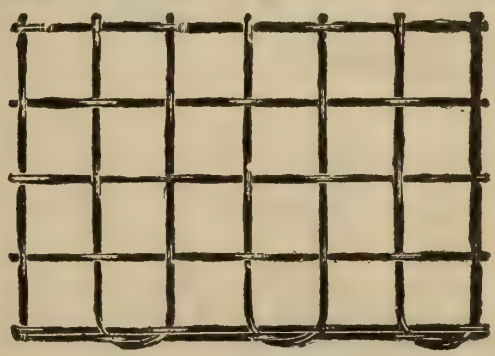
You would have to pay $150.00 to get **The Busy Man's** (the contents) **Magazine** in the ordinary way.

Get in your subscription in good time.

The Maclean Publishing Co., Limtied

TORONTO, CANADA

WIRE CLOTH



Special Regalvanized Cloth for Apple and Fruit Drying.

Stock widths—24-30 and 36 inch. Other widths and meshes made to order.

Also ½-inch Galvanized Netting. Stock widths—24-30 and 36-inch. Stock lengths—25 and 50 yards.

Also Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.

THE STANDARD IDEAL SANITARY CO., LIMITED

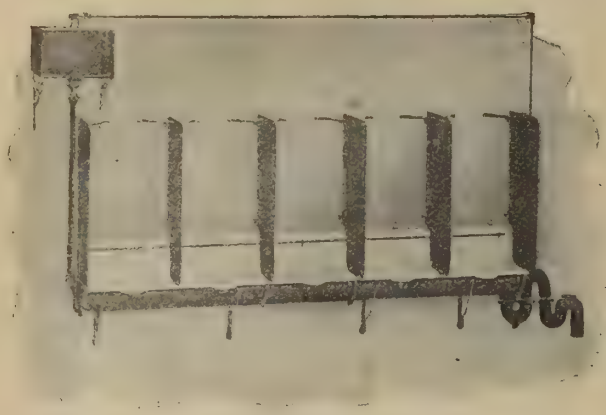


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.

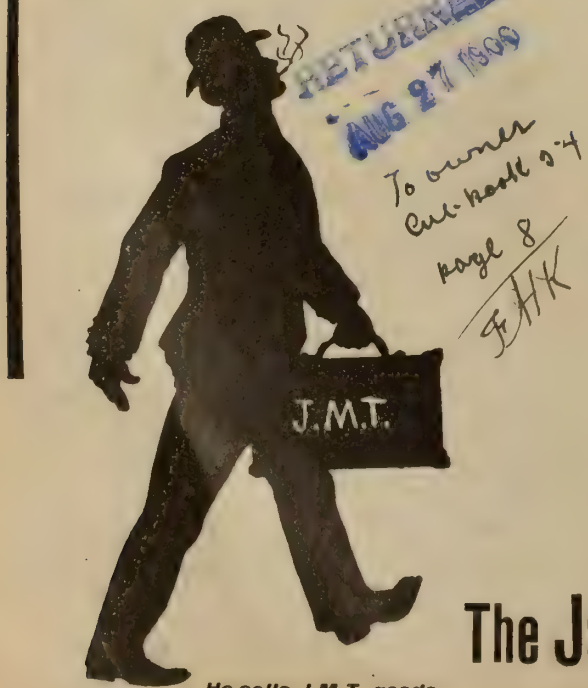
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MORRISON

RETURNED

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

RETURNED AUG 27 1909 To owner Cur-book 3-4 page 8 F/H/K



He sells J.M.T. goods

AN INVITATION

Our Travellers are coming in for our annual exposition and shall be pleased to meet their customers and friends at our exhibit at the old stand in Machinery Hall.

You are cordially invited to make our exhibit your headquarters on the grounds.

If you are interested in PLUMBING goods, ENGINEERS' goods, GAS and ELECTRIC FIXTURES, Locomot ve and Marine Brass work, our display will be attractive to you.

ARTHUR BETTON CHAS. M. B. WORLD S. T. HADLEY

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide St. West, TORONTO

PLUMBING AND STEAMFITTING

OTTAWA'S ASSOCIATION.

Editor Hardware and Metal,—In reply to your correspondent re National convention held at Ottawa lately, I would like to draw his attention to some facts which have evidently escaped his memory, or of which he is not fully aware of. When he tries to bring out in bold relief the superior moral fibre of the entertaining committee as against the timid, frightened, swoonful absentees who were near it, but not in it. No one in the trade in Ottawa disputes the fact that your correspondent has done good work in the way of trade organization, but he is wrong in trying to put the cause of the present disorganized state of the Ottawa association to timidity and fear.

It is an old story and need not now be recalled here in all its details. But the association in Ottawa was given its most serious setback, not through a malevolent press so much as by the specific action of its prominent members in opposing and in doing everything he could to counteract the influence of the association and its secretary before the board of health of the city in its efforts to influence the board in improving the by-law and eliminating abuses, which then obtained.

At that time I was of the opinion and am so still, that united co-operative action of the association with the plumbing inspector in seeking to improve the by-law, making it more stringent in its provisions and less vague in its wording, would have been better policy; and one that will yet have to be adopted before the Ottawa by-law can be much more improved, despite the best efforts of Inspector O'Connel at the present time.

It is a common saying in Ottawa that there is no law framed or carried into effect by council, but that a carriage and pair can be easily driven through it, and this is particularly so in the plumbing ordinance.

However much the association was at fault at that time the fact remains that the unwise action of one of its previous strong supporters and promoters of the action of the association, in writing letters to the board of health seeking to discredit the association and its delegates, was one of the chief causes of the abandonment of association. Naturally enough, discouragement followed the ultimate result of the board's action, which was to throw out the association's resolutions, and made the association appear ridiculous before the community.

The results have been disastrous to the trade of Ottawa. At the present time plumbing is being done, as Dooley puts it, for the glory of it. Assignments have been frequent and the end is not yet, as present conditions cannot hold long. I know men who employ one or two men and work the tools themselves, who complain that they cannot compete with large shops in prominent stands in the city, whose working and general expenses must be great; and yet these men with practically no working expenses, cheap rents, no shop expenses at all and who can buy almost as cheaply, cannot get what they consider a fair price for their labor. I have in mind one job at the present moment where one hundred and six dollars was tendered and accepted for a house with four good fixtures, with hot and cold supply. The job was worth one hundred and thirty-five dollars and was my figure for same. Numerous other instances could be given showing that this condition prevails very largely all over the city. That lack of organization is making itself felt here as elsewhere is evident and the public contractors are reaping the benefit of the capital and brains of the trade.

Has the time not come when all this should cease. That by-gones be by-gones and that the trade should get together again and try to infuse new life and hope in the plumbing trade of the city. No good will come out of the present apathy of the master plumbers.

The direct and indirect results of the National Association of Plumbers is admitted. It has done much to improve the status of the plumbers and has done much to eliminate the jobber from the field of competition amongst our customers and large contractors as is presently done in the hardware trade. Its influence is bound to become greater for the improvement and betterment of the trade as a whole in proportion to the practical and moral support of every master plumber to-day.

Undoubtedly the trade got a severe blow, arising out of the practices of a few men in Toronto under the name and auspices of the association, but neither you nor I were guilty of such. Then why should we hide our head in shame and allow the callumny to rest on the trade as a whole as though all were guilty? In no business or profession in the Dominion will you find a more honest, ambitious, enterprising class of men doing business than the master plumbers. The very nature of the profession goes to form honesty in the character, for the plumber who deliberately puts in poor material and poor work in jobs is simply distributing boomerangs for himself, and the result is that sooner or later he is forced out of the business. Yet there is no profession demanding as much knowledge, both practical and theoretical, combined with a knowledge of business and is so poorly paid as the plumber. Lawyers and doctors have their strong combination, also members of parliament, and few of them are doing more for the cause of health and the moral uplifting of the unappreciative public as are the plumbers. Such a state of affairs ought not to be allowed to exist. Let the plumbers combine and associate together for their just and equitable share of the profit they ought to get for their labor and the benefit of their knowledge and experience.

In a National Association of Master Plumbers a plumber can demand the recognitions and honors which is his due; acting independently his status will remain as before. Collectively he will in time become recognized as one of the most advanced, intelligent, scientific workers of the present day.

SUBSCRIBER.

Ottawa, Aug. 20, 1906.

WATER CURTAIN FIRE PROTECTION.

An instructive and valuable test of a new system to protect buildings from flames in adjacent structures was recently made in New York, according to the American Inventor. The principal feature of the demonstration was the almost perfect protection afforded a sky-scraper building from catching fire from the flames of near-by buildings in congested districts of narrow streets.

The experiment was made at the eighteenth story of the Manhattan Life Insurance Co. Building, 64 to 70 Broadway, New York. The insurance company recently added to its standpipe fire plant what is known as the Regan water curtain, which has been patented by former Chief Regan, of the Boston fire department.

On the eighth floor and on the fifteenth floor, on the Broadway side of the Manhattan Life Building, 3½-inch pipes were connected with the city water system in the street. The nozzles of the pipes were split into three tiny slots, so that the stream spread into fine spray. This system of pipes stretched across the front wall of the building, made a canopy of water, covered the front of the building and ran off in great streams for a block up and down the curb of Broadway.

The plan is to turn on this system should there be a fire across the street, and thus obviate any danger from heat or from a leap of flames across to the Manhattan Life.

A second canopy was turned on at the south side of the building, next to the non-fireproof Consolidated Exchange. A third system protected the rear, which touches on the New York Stock Exchange New street side. There are standpipes on the north side of the Manhattan Life.

The only criticism made by the fire insurance men was that the force pump in the building, with its capacity of 500 gallons a minute, could not get water enough out of the Broadway main to make a sufficiently heavy canopy. In case of fire, when engines by the score would be tapping the main, it was feared the canopy system might fail, but it was shown that artesian wells in the cellar of the Manhattan Life could be used to increase the supply. The fire insurance experts said that if there were pressure enough the idea was an excellent one. Its cost was less than $1,000.

SOLDERING PASTE.

Soldering paste, says the Brass World, has now come into extensive use in electrical work as a flux for soldering. This has been brought about by the requirements of the electrical trade that in certain forms of soldering no acid shall be used. For soldering copper wires for electrical conductors, solder-paste is almost exclusively used. It has also entered other fields of soldering, particularly in instances were spattering and corrosion are objectionable.

Soldering paste which is now used in the electrical trades consists of a mixture of a grease and chloride of zinc. The grease which is commonly used is a petroleum residue, such as vaseline or petrolatum. Such a material is about right in consistency. The proportions which are used are as follows:

Petrolatum, 1 lb.

Saturated solution chloride of zinc, 1 oz. (fluid).

The use of petrolatum instead of vaseline is recommended. While they are identical in composition, the name "vaseline" is registered as a trademark and commands a higher price on this account. Petrolatum is much cheaper.

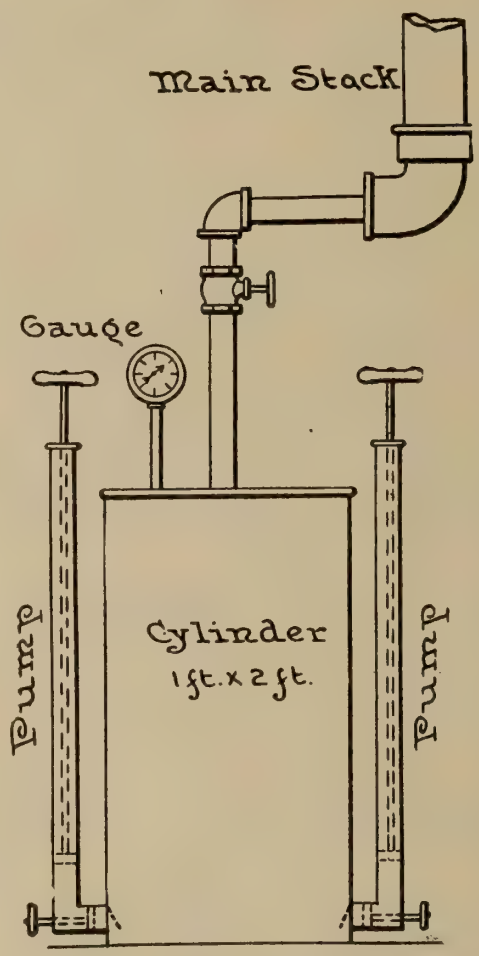
The chloride of zinc solution is made by dissolving as much zinc in strong muriatic acid as it will take up. An excess of zinc should be present and all the acid neutralized. This will form a thick, oily solution. The petrolatum and chloride of zinc are mixed and thoroughly incorporated by means of a mortar and pestle or by vigorous stirring.

The advantage of this soldering paste lies in the fact that it does not spatter and is not corrosive. It will be found excellent and is now extensively used.

APPLICATION OF THE AIR TEST.

One of the most equable tests that may be applied to plumbing work in new buildings is the air test, writes John J. Sullivan in the Plumbers' Trade Journal. By this method every portion of the work is subjected to the same pressure, whereas under a water test one portion of the work may be under fifty pounds pressure, while another portion is subjected to only five pounds, according to the height of the building.

The application of the air test to plumbing work is about the same as that applied in the testing of gas pipes, except that a larger air pump is used and usually a pressure gauge in lieu of the column of mercury. After all the openings are closed, the pump is started, and the lines filled with air. The pressure gauge in the pump or cylinder shows the amount of pressure. Large leaks may be discovered by the hissing sound produced by the escaping air, while smaller leaks may be found by the application of soap suds over the suspected spot. Any escape of air will immediately produce an



Pump for Air Testing.

air bubble. As a further aid to the detection of leaks, ether may be injected into the lines, the pungent odor being clearly discernable. Many sanitary engineers require that the system withstand a pressure of ten pounds, which is quite severe. In the opinion of the writer, a five-pound pressure is ample, for it is difficult to conceive under what circumstances the system would be subjected to a more severe strain under actual working conditions.

Fig. 1 shows a pump, or rather two pumps, that may be used with good results. The pumps are similar to large bicycle pumps. They are attached to the sides of a large metal cylinder and are operated by two persons. The air is pumped into the cylinder and from thence it flows into the lines. The pressure gauge is placed on top of the cylinder, and there are hand closing valves at the bottom of each pump. The writer has not sufficient data at hand to determined the relative cost to the plumber between his test and a water test. The cost of the air test being determined by the quality and nature of the material used and the amount of pressure required, a system of screwed pipe and fittings properly connected should easily stand a five-pound pressure Cast iron pipe with lead caulked joints is more liable to show leaks on account of sand holes and imperfect caulking.

PLUMBING CATACHISM.

A book entitled "Plumbing Catechism" or "Theory and Practice of Plumbing Design," which has just been published by Domestic Engineering, covers a field which had not hitherto been touched, and should, in consequence, prove itself popular.

The authors are Chas. B Ball, for many years connected with the plumbing inspection department of the district of Columbia, later chief sanitary inspector tenant department of New York and still later chief sanitary inspector of Chicago; and H. T. Sheriff, for many years editor of Domestic Engineering.

The basic principles of plumbing design and practice are given in such a way as to crystallize the knowledge of the skilled plumber and provide to the non-technical reader a source of information on this subject as free as possible from the puzzling set phrases of the craft.

The method adopted is that of question and answer, it being considered that this has manifest advantages, especially for those who have occasion to examine plumbers as to their competency.

The cost of this book is $1.00 per copy post paid, and it may be ordered from the Technical Book Department, MacLean Publishing Co., Montreal, Toronto and Winnipeg.

TO MAKE METERS.

Walter G. Rumpel, of Guelph, has completed arrangements to manufacture all kinds of meters. Mr. Rumpel has recently returned from Europe with the newest ideas in this line.

PLUMBING PARAGRAPHS.

Granby, Que., ratepayers carried a by-law to borrow $100,000 to install a waterworks system.

The Canadian General Electric Co. will be awarded the contract for a 30 kilowat generator for Fredericton, N.B., at a cost of $1,300.

George Browne, representing Caverhill, Learmont & Co. in the Eastern Townships, was a sojourner at Old Orchard Beach last week.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 24, 1906.

A phenomenal business is being done by the leading manufacturers and jobbers in radiators, and, in fact, all kinds of supplies for steam and hot water heating. A good many of the large buildings which have been under construction during the Spring and Summer are rapidly nearing completion and estimates on the heating installation are being considered. It is said by prominent members of trade that the present season bids fair to beat all records, in this branch of the business A peculiar feature is the dearth of small jobs, nearly all inquiries being for large quantities.

The general trend of the market is shown by the change made this week in quotations on copper range boilers, which are now enjoying a very large demand. Prices on 30 gallon boilers have been advanced to $25, on 35 gallon to $29.50, and on 40 gallon to $32.

All other lines are in active inquiry with quotations firmly held.

RANGE BOILERS—We note, this week, a decided advance in the price of copper boilers. Prices now are: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—Quotations are firmly held and as prices in the primary market are advancing they will probably be steady for some time to come. We still quote: 15 per cent., f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—No change is reported in trade conditions. We give discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

IRON PIPE—Sales continue to be of large volume. We give prices generally quoted as follows: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — We are still quoting the following prices: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—No changes in price have occurred since our last report and we still quote: Bar solder, half-and-half guaranteed, 24c.; No. 2, wiping solder, 21c.

ENAMELWARE—The present demand is very heavy and is keeping manufacturers busy. We give prices as follows: Canadian bath tubs, plate E1, quote: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quantity, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.: special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, Aug. 24, 1896

While there are no changes in price this week the general tendency in those commodities that have been subject to movement, is firmer. Solder is quoted at from 26 to 27 cents for half-and-half, and 24 and 25 cents for wiping.

There is no cessation of business among the plumbing jobbers, everyone reporting being filled up with orders. Great difficulties are experienced in getting supplies from the manufacturers, who in many lines are working night and day.

Several large houses are preparing for the Exhibition and expect to meet a lot of their outside customers. A great number of travelers will be off the road during that time.

LEAD PIPE—Prices are very firm owing to advance in lead, but so far are without change. We quote as follows: Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS—Quotations continue as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The usual business is being done, with some price cutting. We quote: Black, 1 in. pipe $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67 1-2 per cent.; cast iron plugs and bushings, 67 1-2 per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 1-2 per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Business in radiators shows a heavy increase, so much so that it is difficult to fill orders. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—The prices are still very firm, but without change. We quote: Bar solder, half-and-half, guaranteed, 26c.; \ 24c.

ENAMELWARE — Manufacturers are keeping well up in their shipments, although some lines are short. The demand for enamel goods is at its greatest and prices keep very firm. We still quote: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $14.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.90. Fittings extra.

QUESTIONS RE SEPTIC TANKS.

In Hardware and Metal of Aug. 11 we noticed an article on waste disposal for country houses by A. S. Atkinson. His article is a timely one.

We would like to have a few points explained, however, and would ask first, how large should the tank be built for a good large country house; second, how far from the house should it be placed; third, should it have a ventilating pipe off the top; fourth, should manhole cover on top of tank be airtight; fifth, how large should pipe be that emptys sewage into tank; sixth, how large should the overflow be; seventh, how often should it be necessary to empty tank; eight, give the dimensions of tank for ordinary farm house; ninth, where are the valves used in this sys-

tem to be procured.—W. H. Turnbull & Son, Brantford.

Answers to questions one to eight will be found in an article by M. J. Quinn in the issue of Hardware and Metal of July 28 last. Answering question nine, the valves for septic tanks may be bought from the Dominion Flushing Valve Manufacturing Co., 461 Dovercourt Road, Toronto.—Editor.

THE WINNIPEG PLUMBERS.

The master plumbers of Winnipeg will prosecute members of the plumbers' union on a charge of besetting. It is alleged they watched the incoming trains with a view to prevent plumbers who came in taking positions with the masters, which is an indictable offence under the criminal code.

HOME FROM ST. LOUIS.

W. L. Clucas, of the firm of W. H. Clucas & Co., plumbers, etc., St. Louis, Mo., has been spending a few days vacation with his family at the residence of his father, 26 Homewood avenue, Toronto. Mr. Clucas has from 25 men upwards in his employ and reports business in St. Louis exceptionally good since the close of the exhibition.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

999. Clay roofing tile—A correspondent in the North England has asked for the addresses of brick and tile firms in Canada likely to take up the manufacture of a new clay roofing tile. Is also looking into the question of manufacturing on the spot if suitable clay lands are available and good market assured.

1005. Stoves, etc.—A Midlands firm manufacturing stoves, grates and fenders of decorative styles and in various metals, would like to get into touch with Canadian importers.

1011. Scrap iron and steel—A firm in the city of Mexico desire to form connection in Canada with consumers of scrap iron and steel.

1016. Roofing felts—A Manchester firm ask for prices of tarred roofing felt, in rolls 25 yds. by 32 in. and 15 yds. by 36 inches, from Canadian manufacturers.

1018. Iron rivets—A Manchester firm will be glad to get prices of iron and copper rivets from Canadian manufacturers.

1020. Machine tools—A Manchester firm wish to extend its trade, and will welcome correspondence from Canadian buyers of machine tools.

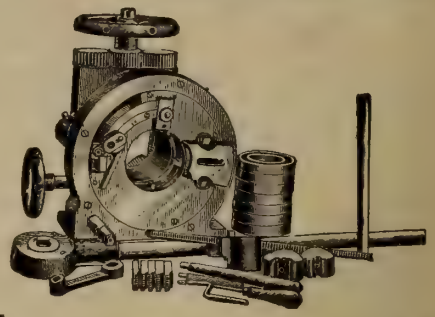
1022. Raw hides — A Lancashire firm ask prices of raw hides from Canadian shippers.

1026. Wire cloth—A Lancashire manufacturer of woven wire cloth for flour mills, in all sized meshes, wish to correspond with Canadian mills requiring same.

1032. Locks—An English firm manufacturing all kinds of locks, lever, railway, brass and iron padlocks, etc., is desirous of being suitably represented in Canada.

1036. Cooking utensils— A London firm desires the addresses of Canadian manufacturers of aluminium cooking utensils.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking. Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

DIAMOND BRAND FITTINGS



The Safest and Surest. Order from Your Wholesaler.

WE HANDLE:
Sash Weights and Washers
Fine Grey Iron Castings

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

Glauber
Cocks Stand
FOR SUCCESS

The foundation of the successful plumber.

Any Size—any Kind.
Better Brass Goods
Cannot be Made.

Do you want the Best?

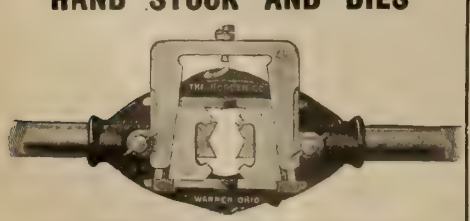
GUARANTEED 5 YEARS

Used from Coast to Coast.

GLAUBER BRASS MFG. CO.
CLEVELAND, O.

They Never Leak

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada



Light Strong
Durable Adjustable

THE GENUINE ARMSTRONG STOCKS AND DIES

Have for years met the most rigid requirements for mechanical excellence. They can do your work better than anything else you can buy.

Our latest Catalogue free upon request.

The Armstrong Mfg. Co.
242 Knowlton St.
BRIDGEPORT, CONN.

Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

That's the whole story....It heats the house for less money.....

The Oxford Boiler is the househeating boiler you personally, can best afford to push, simply because it does heat any indoors for less—use less fuel to heat any indoors.

We don't want you to do a thing with the Oxford unless we can prove that to you, and prove it in a way that will make you just as certain about it as every Oxford Boiler user already is.

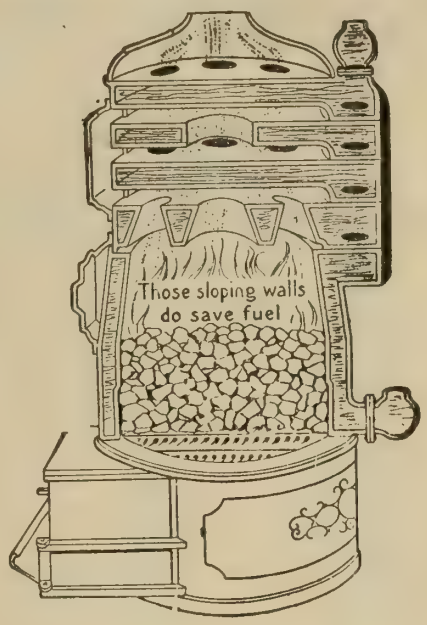
You've got to believe that truth before you can preach it ; and we've got to show you why it is a truth before you can believe it.

If you will say you want to hear it, we will make it plain that the Oxford Boiler actually will get more out of fuel than any boiler you know, just because of its in-sloped fire-pot walls, its double-depth first section, its hollow triangular grate bars, its remarkable draft method, and the other Oxford fuel-saving, heat-bettering selling points.

Every one of them is peculiar to the Oxford Boiler.

Any one of them makes it easier—and **SAFER**—to push this boiler, for your own profit.

Do you want to be shown ?



Visit the Exposition and visit us, too:.

You will be most welcome at our exhibit in the STOVE BUILDING at the Exposition, where we shall make a notable display. You are specially invited, also, to inspect either of our mammoth factory plants at 500 King Street West and at Toronto Junction. Come and be interested.

The Gurney Foundry Co., Limited

We also manutacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

101

Brass Goods Can't be Better Than United Brass Goods Are

¶ The plumbing job for which **UNITED BRASS GOODS** are not good enough has never yet been planned.

¶ No matter how high the standard is set in the specifications, or how severe the conditions of service may be, **UNITED BRASS GOODS** will never disappoint.

¶ ***Every piece of United Brass Goods is specially designed for the service it is to perform and the simple and practical construction attained after years of study and experiment, insures the maximum of strength and durability without sacrificing shapeliness and beauty,***

¶ **UNITED BRASS GOODS** are made as good as their makers know how to make them. If there was a better way possible the **UNITED** goods would be made that way.

UNITED BRASS MFG. CO.
CLEVELAND, OHIO, U.S.A.

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA

FIRST AND ALWAYS FIRST

There can **only be one first** although there may be lots of claimants and those who would be mighty glad to get a "tie."

IMPROVED

Daisy Hot Water Boilers

have been accorded first place by a discerning public. There are more "Daisy" Boilers sold than any other boiler. There are fewer "Daisy" Boilers being repaired than any other boiler.

The "Daisy" is the "no-complaint" boiler. People who take "others" in preference to the "Daisy" are people who buy without reason. They are anxious to invest their cash in coal—have money to burn.

An ounce of "Daisy" is worth a pound of all other boilers. Sell the "Daisy" and success awaits you.

Large stock of Iron Pipe, Cast and Malleable Fittings, Brass Goods, everything to complete a Heating System.

CLUFF BROTHERS

Lombard Street, TORONTO

Ontario Agents for

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The Ever Ready Dry Battery

FOR AUTOMOBILE and

GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's Standard and Jenkin Disc Radiator Valves

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, strictly high-grade

The KERR ENGINE CO.,

Manufacturers Limited

WALKERVILLE - ONTARIO



Penberthy Automatic Injectors

THEY FEED THE BOILERS OF THE WORLD!

Why not sell the goods that are absolutely reliable, that give you the most profit with the least trouble. PENBERTHY BRASSES are easy to buy and easy to sell.

Some Good Lines for you Mr. Dealer


"SALUTE" Flushing Oiler

Get


"SILEX" Self-Feeding Grease Cup

Our


"SAFETY" Crank Pit Oiler

Prices


SLIDE TOP Plain Glass Oiler

GENUINE


AUTOMATIC INJECTOR

MANUFACTURED BY—— PENBERTHY INJECTOR CO., Limited, Windsor, Ont.

The Engineer's Best Friend

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FAIRBANKS RENEWABLE DISC VALVE

Because it is Reliable, Economical and Wears the Longest

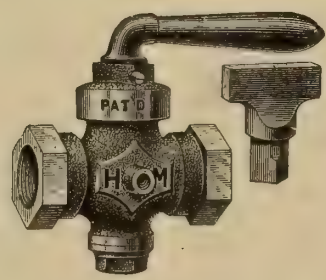


Disc Will Not Flake or Crack

COMPLETE STEAM PLANT EQUIPMENT

THE CANADIAN FAIRBANKS Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER



Mueller

"No. 49" Stop and Waste Cocks

These cocks have broad hexes that give the wrench a firm grip, and the pipe ends are reinforced next to the body so as to stand the strain of fitting in. Tested under 200 pounds hydraulic pressure.

THE MARK OF DECATUR H O M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS

UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

Hurrah for the brands of Sheathing known as "Joliette" and "Cyclone"

They have been the makings of many a dealer's business. They have never been known to beat a quality retreat.

"BLACK DIAMOND"



TARRED FELT

has built up a great selling reputation, too. Wherever it goes custom follows.

Tell us your needs in BUILDING PAPERS, WRAPPING PAPERS, READY ROOFING, etc.

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Aug. 24, 1906

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$42 00 $44 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I" " warranted		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
CrucibleSteel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond		0 09
Thos. Jowett & Sons' B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard GenuineBabbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No. 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10½ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		7 00	10 00
" ¼ "		....	5 60
" 5-16 "		....	4 45
" ⅜ "		....	3 85
" 7-16 "		....	3 70
" ½ "		....	3 55
" 9-16 "		....	3 45
" ⅝ "		....	3 35
" ¾ "		....	3 25

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	20 50

Bars.

Cut lengths, round, ½ to ⅞ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned / Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 25	7 50
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks	8 25

LEAD.

Imported Pig, per 100 lb.	4 30	4 40
Bar, " "		4 50
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb.	0 27	0 28

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300	650 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 Nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 09	¼ inch	2 92
⅜ "	2 09	⅜ "	2 92
½ "	2 42	½ "	3 27
¾ "	3 06	¾ "	4 20
1 "	4 37	1 "	6 02
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 10
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 percent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 70 per cent.

Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	1 90
No 7 Fuller's	"	2 35
No. 4½, "	"	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208 2 25

Square head brass cocks, discount 65 per cent

" " iron " " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	net	25 00
" 35 "	"	29 00
" 40 "	"	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, dis. 6 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

CLAUSS BRAND HOUSEHOLD SHEARS

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	...	0 85
" 18 x 30	...	1 00
" 18 x 36	...	1 40

SOLDERING IRONS.

½-lb. per lb.	....	0 37
1-lb. or over "	....	0 34

SOLDER.

	Per Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 25½	0 24
Wiping	0 20½	0 22

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	....	0 08
Chrome yellow	....	0 15
Golden ochre	....	0 08
French "	....	0 08
Marine black	....	0 04½
Chrome green	....	0 10
French permanent green	....	0 13
Signwriters' black	....	0 15

GROUND WHITE LEAD IN OIL. Per 100 lbs

Pure	6 00	6 25
No. 1	5 65	5 90
No. 2	5 30	5 65
No. 3	5 05	5 30
No. 4	....	4 75
Munro's Select Flake White	....	6 50
Elephant and Decorators' Pure	....	6 30
Monarch	....	6 50
Standard Decorator's	....	6 25
Essex Genuine	....	5 75
Brandram's B. B. Genuine	....	7 50
" Anchor," pure	....	6 00
Sterling Pure	....	6 00
Ramsay's Pure Lead	....	6 00
Ramsay's Exterior	....	5 75
Crown and Anchor," pure	....	6 00
Sanderson Pearcy's	....	6 30

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt.	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
The Sherwin-Williams paints	....	1 45
" " " ½ gal.	....	1 40
" " " gal.	....	1 35
Canada Paint Co.'s pure	....	1 25
Sanderson Pearcy's pure	....	1 20
Standard Co.'s "New Era."	....	1 30
Francis-Frost Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour Co.'s 100 p.c. pure ¼ gal.		1 45
" " " " " ½ gal.		1 40
" " " " " 1 gal.		1 35
Sterling House Paint	....	1 25
" Floor "	....	1 25
National	....	1 05
Jamieson's "Crown and Anchor"	....	1 20
Jamieson's floor enamel	....	1 50
" barn paints, in bbls, per gallon	....	0 60
Senour's Floor Paints....gal.	....	1 20

PUTTY.

Bulk in bbls.	1 50
Bulk in less quantity	1 80
Bladders in bbls.	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00

	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 45c. per lb., f.o.b. Montreal.
Shellac, bone dry, 55c. per lb., f.o.b., Montreal
Shellac, T N. orange, 48 to 49c.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.

11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 35 3 00

House.

American, per lb. 0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, conepoint	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4¼c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German	per doz.	6 00	9 00
American	"	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x7", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3 $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS

Great Western	70 and 10		cent
Arcade	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's	70	" 10	"
American	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70	to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

HEAD HALTERS.

Jute Rope, ⅝-inch	per gross	....	9 00
" " ¾ "	"	....	10 00
" " ⅞ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.

English and Canadian,	per lb.	0 22	0 25

HANDLES.

Axe, 2nd growth,	per doz. net	3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1,	per doz	....	4 40
" " 2,	"	....	4 85
Barrel, Underhill		....	5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

BAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in.,	per lb.	....	0 06½
" " 5-in.,	"	....	0 06½
" " 6-in.,	"	....	0 06
" " 8-in.,	"	....	0 05½
" " 10-in.,	"	....	0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge— to 10 in	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 60
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	....	60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list } Oval head
M.R.M. Co. brand, 55 per cent. }
"Monarch," 50 and 7½ per cent.
'Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base	3 65
New Pattern "P B" horseshoes	3 50

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	....	0 60

KNOBS.

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00	
Ordinary, with O burner	"		50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle discount 30 per cent

Padlocks.

English and Am.	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking	each	0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	....	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire.
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon,	per gross	3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.)

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	..	7 80
" "	"	...	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50 and 5 per cent.
All others 50 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PLANE IRONS

English ....per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse ....per doz.	0 55	1 00
Axle..... ..... "	0 22	0 33
Screw .... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout ...	1 80	3 16

PUNCHES.

Saddler s .. ..per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Finners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood.....per doz. net	1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros ' "Klean Kutter'	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	0 11½
Cotton, 3-16 inch and larger.....0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord. 48 feet.....per doz.	0 60
" " 60 feet ..... "	0 75
" " 72 feet .... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame. 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75

3 in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis, 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)
Moose.....	$17 50	..... $16 30
Bear	15 00	..... 15 30
Fox	12 50	.... 14 30
Black Cat....	10 00	..... 13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	...	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	...	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.

German.....per doz.	75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian ....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress .....per lb	0 33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2.....	....	5 50
Screw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. xtra
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.0 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3 15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No 19, $2.50 All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

WIRE FENCING

Galvanized barb.....	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 45
" No. 11	3 10
" No. 12	2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net...	1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

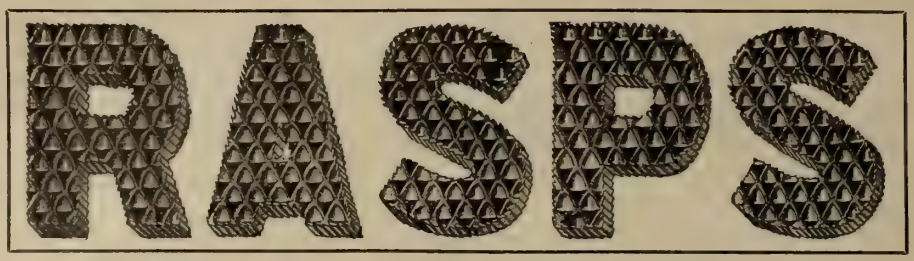
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Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

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Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS

A

American Shearer Mfg. Co..... 61
Armstrong Bros Tool Co 19, 22
Armstrong Mfg. Co 84
Atkins, E. C., & Co..... 11
Atlas Mfg. Co..... 14
Australasian Hardware..... 26

B

Barnett, G. & H. Co....outside back cover
Barrett, Jos., & Sons..... 94
Batty Stove Co..... 14
Bell, Thomas, Sons & Co..... 69
Berry Bros 73
Birkett, Thos., & Son Co. 1
Bowmanville Foundry Co..... 61
Bowser, S. F., & Co 21
Brantford Roofing Co..... 11
Brigent, A. E. 24
Burr Mfg. Co..... 14

C

Cameron & Campbell..... 28
Campbell Bros. 52
Canada Foundry Co 14
Canada Horse Nail Co. 96
Canada Iron Furnace Co..... 67
Canada Metal Co..... 14
Canada Paint Co.... 72
Canada Paper Co 14
Canadian Rubber Co. ..outside back cover
Canada Smelting Works 67
Canadian Bronze Powder Works..... 69
Canadian Fairbanks Co 87
Canadian Heating & Ventilating Co.. 23
Canadian Sewer Pipe Co 67
Canadian Shovel & Tool Co..... 4
Carnitte-Paterson..... 24
Caverhill, Learmont & Co.. ..... 6, 7
Chicago Spring Butt Co..... 12
Clauss Shear Co 89
Cluff Bros..... 85
Consolidated Plate Glass Co 74
Consumers' Cordage Co..... 18
Copeland Chatters n 76
Covert Mfg. Co 61
Cragg Bros..... 49
Cumming Mfg. Co..... 13

D

Davenport, Percy P..... 94
Davidson, Thos., Mfg. Co..... 4
Deseronto Iron Co..... 67
Dieckmann, Ferdinand..... 75
Dominion Cartridge Co. 12
Dominion Wire Mfg. Co 2
Dorken Bros..... 64, outside front cover
Dowswell Mfg. Co 78

E

Eadie, H. G 67
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co..... 78

F

Fenner, Frederick 69
Forman, John 86
Forwell Foundry Co 84
Fowler, Josiah..... 49
Fox, C. H..... 16
Francis-Frost Co..... 23
Frothingham & Workman 8, 9

G

Galt Art Metal Co..... 77
Gibb, Alexander..... 16
Gibsone, J. B..... 63
Gilbertson, W., & Co..... 67
Glauber Brass Co.... 84
Greening, B., Wire Co..... 79
Guelph Spring and Axle Co..... 15
Guelph Stove Co..... 26
Gurney-Tilden Co..... 45
Gurney Foundry Co..... 23, 85
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Harrington & Richardson Arms Co 15
Hanover Portland Cement Co..... 19
Harris, J. W., Co 16
Hart & Cooley Co..... 94
Heinisch, R., Sons Co..... 19
Henderson, Jas..... 16
Henderson & Potts Co 70
Heney, E. N., & Co..... 94
Hobbs Mfg. Co 71
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co 20
Hyde, F. & Co 78

I

Imperial Varnish and Color Co..... 68
International Portland Cement Co.... 19

J

Jamieson, R. C., & Co.... 69
Jardine, A. B., & Co. 67
Johnson's, Iver, Arms and Cycle Works 77

K

Kemp Mfg. Co..... 28
Kerr Engine Co..... 86

L

Leslie, A. C., & Co. outside front cover, 67
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 79
London Foundry Co..... 11
Louden Machinery Co. 15
Loughead, J. S., & Son 14
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 88
McArthur, Corneille & Co. 26
McCaskill, Dougall & Co..... 69
McClary Mfg. Co..... 24
McConnell, R. J 61
McDougall, R., Co..... 86
McLean, Holt & Co. 47

M

Maple Leaf Harvest Tool Co 10
Maritime Nail Co..... 51
Merrell Mfg. Co..... 84
Metal Shingle and Siding Co..... 15
Metallic Roofing Co 65
Meyer Bros 27
Montreal Rolling Mills Co 64
Morrison, James, Brass Mfg. Co..... 83
Morrow, John, Machine Screw Co 19
Mueller, H., Mfg. Co 87
Munderloh & Co..... 91

N

New Brunswick Wire Fence Co. 63
Newman, W., & Sons 61
Nicholson File Co.. 92
North Bros. Mfg. Co 1
Nova Scotia Steel and Coal Co..... 67
Novelty Mfg. Co 17

O

Oakey, John, & Sons..... 67
Ontario Lantern & Lamp Co..... 21
Ontario Tack Co..... 66
Ontario Wind Engine and Pump Co .. 14
Orford Copper Co..... 67
Oshawa Steam & Gas Fitting Co..... 84
Owen Sound Wire Fence Co..... 12

P

Paterson Mfg. Co..... 90
Pearce, Frank, & Co 16
Pease Foundry Co. 75
Pelton, Godfrey S 69
Penberthy Injector Co..... 87
Pender, James, & Co..... 49
Peterboro' Shovel Co 16
Peterborough Lock Co..... 11
Peterborough Shovel & Tool Co. 17
Phillips, Chas. D 19
Phillips, Geo., & Co..... 79
Pink, Thos 13
Portland Roller Mills..... 24

Q

Queen City Oil Co..... 63

R

Ramsay, A., & Son Co..... 71
Reid, David, & Co..... 16
Record Foundry Co,..... 25
Robertson, James Co....inside back cover
Rochester Lamp Co. 67
Roper, J. H 73
Round, John, & Son..... 19

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 71
Scott, Bathgate & Co..... 16
Seymour, Henry T., Shear Co..... 19
Shantz, I. E., & Co..... 84
Sharratt & Newth 14
Shaw, John, & Sons..... 94
Sherwin-Williams Co..... 66
Silica Barytic Stone Co..... 19
Silberstein, A. L..... 1
Smith, Geo. E. 47
Spear & Jackson 21
Spinney, E. K., & Co 53
Stairs, Son & Morrow..... 92
Standard Ideal Sanitary Co..... 80
Standard Paint and Varnish Works.. 69
Star Mfg Co.. 52
Star Iron Co. 18
Steel Trough and Tank Co..... 14
Stephens, G. F., & Co..... 61
Sterne, G. F., & Son 20
Stewart, Jas., Mfg. Co..... 20

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co. outside back cover
Toronto Foundry Co..... 66

U

United Brass Mfg. Co..... 85

V

Vickery O..... 20

W

Wallace Barnes Co 85
Welsh Tinplate & Metal Stamping Co. inside back cover
Western Wire Nail Co 78
Wilcox Mfg. Co 16
Wilson, J. E., & Co. 94
Winnipeg Paint and Glass Co 61
Wright, E. T., & Co 14

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Junction.

Auditors
Davenport, Percy P., Winnipeg.

Babbitt Metal.
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Taylor-Forbes Co., Guelph, Ont.
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Canadian Bronze Powder Works, Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Ramsay, A., & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Can Openers
Cumming Mfg. Co. Renfrew.

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Acme Can Works, Montreal.

Carpenters' and Builders' Tools and Supplies.
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Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
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Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton, Ont.

Cordage.
Consumers Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cut Glass
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Phillips, Geo. & Co., Montreal.
Round, John, & Son, Montreal.
Silberstein, A. L., New York.

Door Hangers.
Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell, Toront

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions
Bradstreet Co.

Firearms and Ammunition.
Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.
Marlin Firearms Co., New Haven, Conn.

Food Choppers
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Montreal Rolling Mills Co., Montreal.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Maple Leaf Harvest Tool Co , Tillsonburg Ont.

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers.
Cluff, R. J., & Co., Toron o
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Copeland-Chatterson Co , Toronto.
Crain, Rolla L., Co., Ott wa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnip g.
Pearce, Frank, & Co., Liv rp ol, Eng.
Scott, Bathgate & Co , Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roberts n, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
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Cumming Mfg. Co., Renfrew.

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Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
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Lewis Bros., Montreal.
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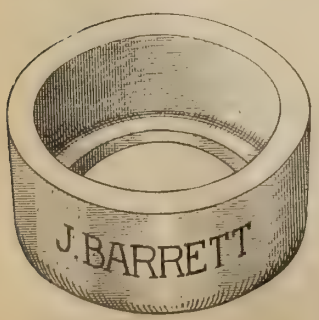
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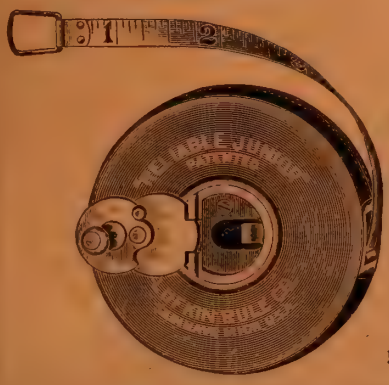
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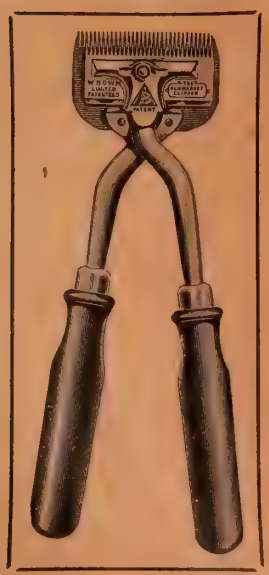
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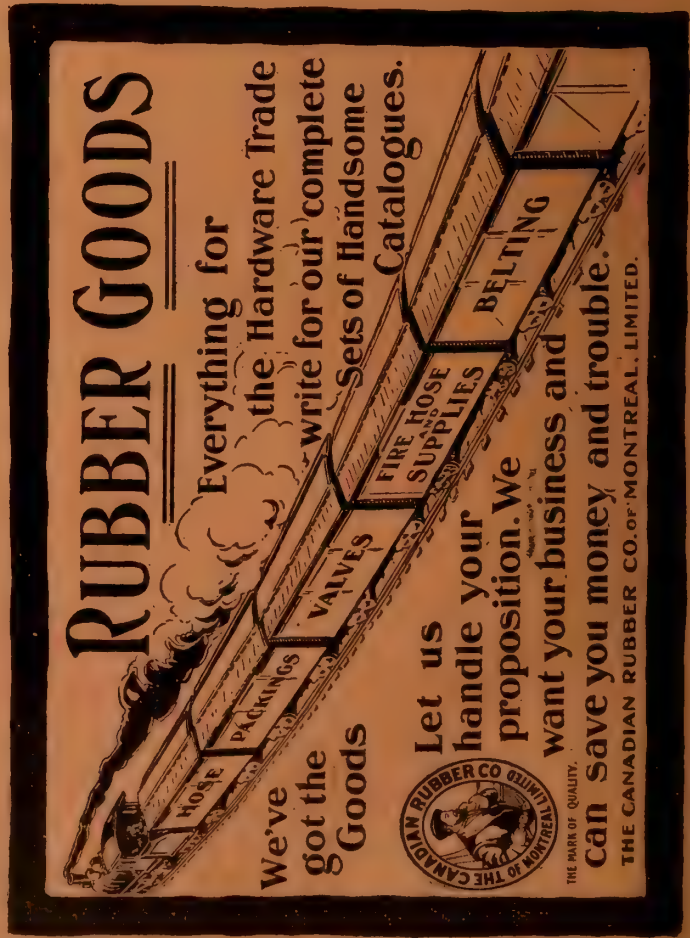
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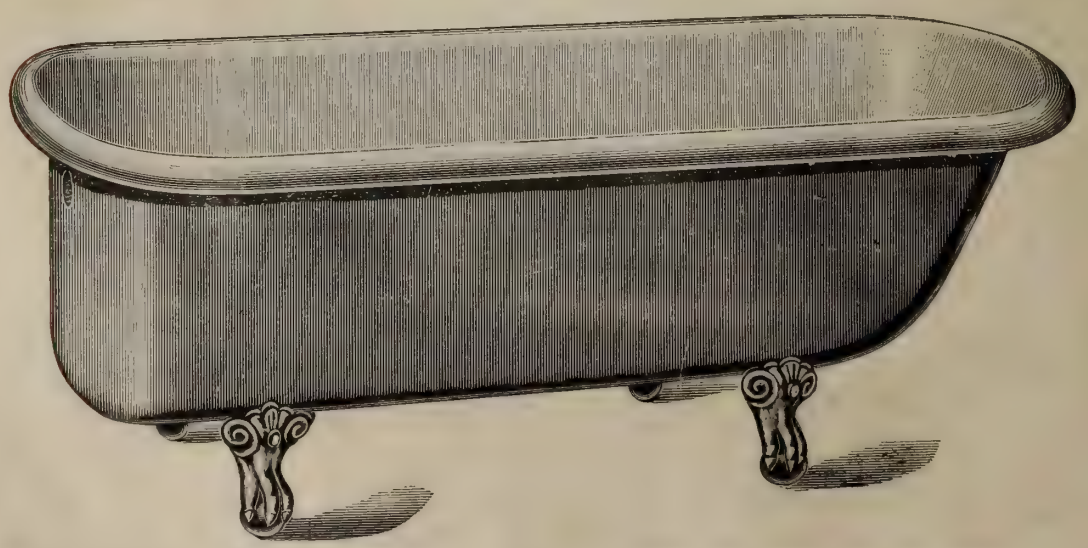
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Don't confuse **Hudson Pattern Apple Parers** with the "never-work-right," "never-sell-at-all" American parers.

Should your jobber profess ignorance on Hudson Parer matters send your communications direct to

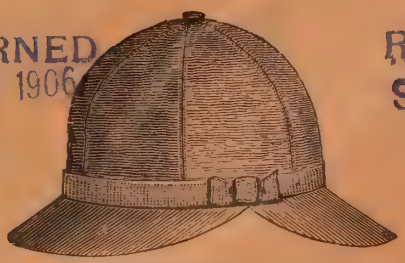
TAYLOR-FORBES COMPANY, LIMITED

MONTREAL BRANCH, 122 Craig St. West
Head Office and Works, GUELPH, ONT.

AGENCIES:
H. C. ROGERS, St. John, N. B.
W. A. MACLENNAN, Vancouver, B. C.

See Classified List of Advertisements on Page 67.

Sportsmen's Supplies



HUNTING CAPS





HUNTING CAPS

GUNS



RIFLES

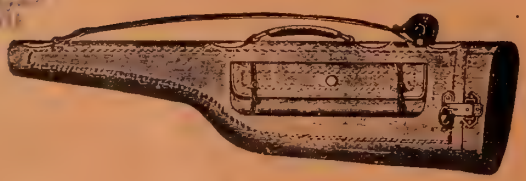


LEGGINGS



HUNTING PANTS

LEATHER HUNTING COATS



GUN CASES



GUN CASES

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

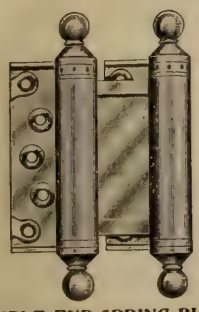
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

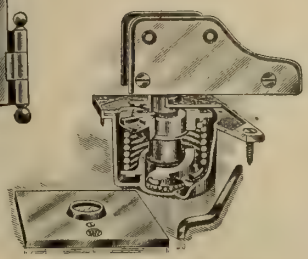
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of **WINCHESTER** and **DOMINION** Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

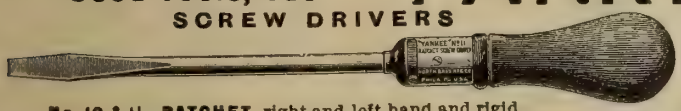
OTTAWA, ONT.

Other Tools are very Good Tools, but

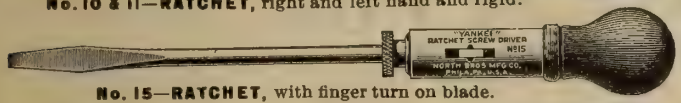
"YANKEE TOOLS"

ARE BETTER

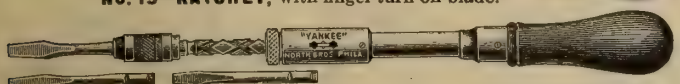
SCREW DRIVERS



No. 10 & 11—**RATCHET,** right and left hand and rigid.



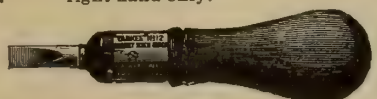
No. 15—**RATCHET,** with finger turn on blade.



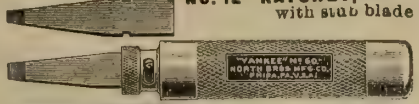
No. 30—**SPIRAL RATCHET**—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



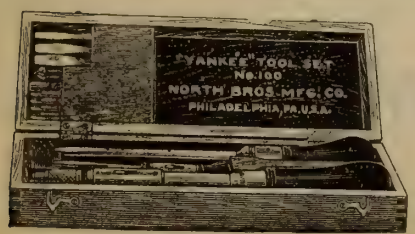
No. 12—**RATCHET,** with stub blade



No. 60—**POCKET SCREW DRIVER.**

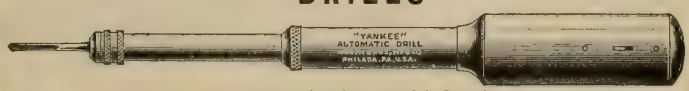


Countersink, for spiral ratchet screw driver.



The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

DRILLS



No. 40—**AUTOMATIC DRILL,** with Ratchet Movement.



No. 41—**AUTOMATIC DRILL.**



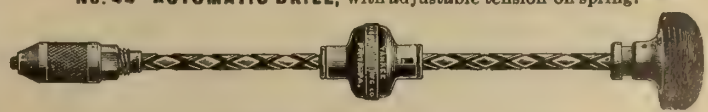
No. 42—**AUTOMATIC DRILL.**



No. 43—**AUTOMATIC DRILL,** for light drills only.



No. 44—**AUTOMATIC DRILL,** with adjustable tension on spring.



No. 50—**RECIPROCATING DRILL,** for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW **"YANKEE"** TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

$18.00 SPECIAL

"The Chief End of Man is the One with the Head On."

Therefore, why worry over your accounts? We will be pleased to send you, charges paid, any time during September, 1906, a complete Perpetual Ledger Outfit, including one General Current Ledger (round back), one Transfer Binder, two Indexes and 500 leaves (1,000 pages).

Send us your order to-day, addressed to

UNIVERSAL SYSTEMS, Limited

8-10 Adelaide St. West **Toronto, Canada**

We have a little booklet on "Desk System" which would interest you.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

BACK TO THE WOODS

RETURNED
SEP - 1 1906
To Montreal
Cut Book 54
Page 36
a.o.w.



No. 1083. X. L. Shot Gun. The Most Compact Shot Gun Made.



No. 905.
24 Gauge, 26-in. Barrels. Weight about 4 lbs.

With the fine fall days, sportsmen all over the country begin to wake up. The cool bracing air seems to give them new life and brings back memories of pleasant days spent hunting way back in the woods, far from the smoke and din of the great cities.

Then comes the bustle of preparation, they want guns, rifles, fishing rods and tackle, or some of the thousand and one things necessary to their comfort and safety for any kind of a lengthy sojourn in the woods.

Are you prepared to fit them out with say a good shot gun? One that a man doesn't have to be a millionare to buy, but at the same time, one that will answer the purpose just as well, also be satisfactory to yourself, from the fact that once sold, it stays sold and leaves you profit enough that you will remember the transaction for many seasons to come.

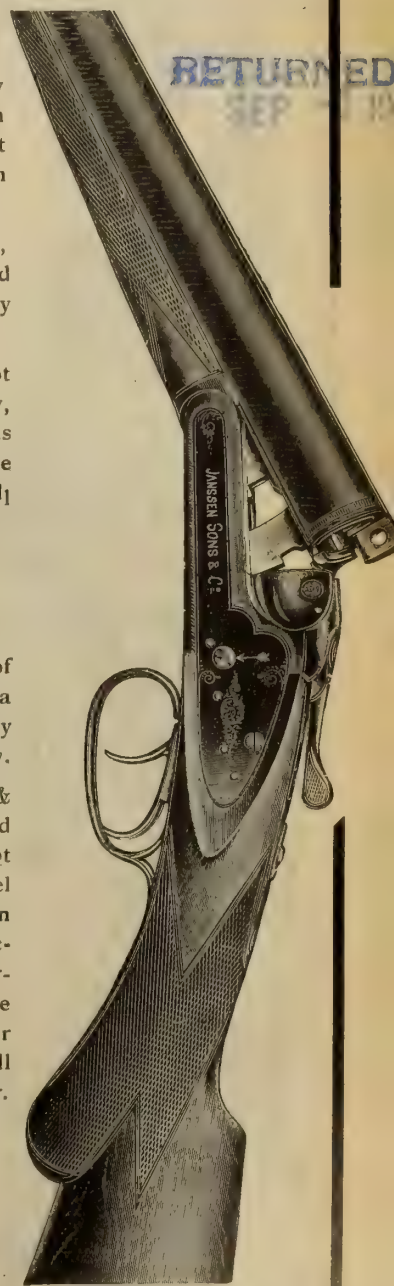
We have Such Guns in Stock

Our new Sporting Goods Catalogue shows 100 pages of **money-making goods**. If you have not already received a copy, send for one at once. We carry the largest stock of any house in Canada and can fill any reasonable orders promptly.

H. & R., Stevens, Iver Johnson, Remington and H. & A. Single Guns, Browning Automatic Guns, Winchester and Marlin Repeating Shot Guns, X L. Single and Double Shot Guns, using 44 X.L. Shot Cartridges, Janssen's Double Barrel Breech Loading Guns (known to be the best value Belgian guns sold in Canada. If you buy this make, your expense account for repairs will be small indeed.) Stevens and Remington Double Action Breech Loading Guns, Winchester, Savage and Marlin Rifles, all models and calibres are included in our stock, and the prices we can make on any of these lines will make it worth your while giving us a trial on your next order.

No harm done to ask our prices anyway.

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No. 941 Janssen's
10 Gauge 32-in. Barrels, 9-9½ lbs.
12 " 30-in. " 7½-8 "

LEWIS BROS., LTD.

OTTAWA **MONTREAL** **VANCOUVER**
TORONTO **WINNIPEG** **CALGARY**

SCOOPS

Grain, Coal, Locomotive, House Furnace

MOOSE
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

1st Grade



BLACK CAT
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
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Sectional View Showing Converse Reinforced Shoulder (Patented)



STYLE "E"

"DAVIDSON'S"

PREMIER ROYAL

COOKING RANGE

The Very Latest Design and Fairly Bristling With Good Points and Labor Saving Devices.

A well made range of plain design. Ornaments sparingly used—so that the castings have a smooth mirror surface. Easy to clean and THOROUGHLY HIGH-CLASS.

Made in 3 Sizes and 6 Styles.

(Commands a good price.)

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Thos. Davidson Mfg. Co.

Limited

Montreal and Winnipeg

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

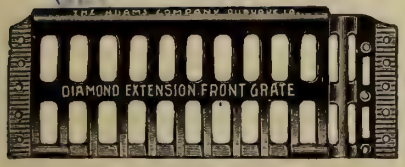
Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

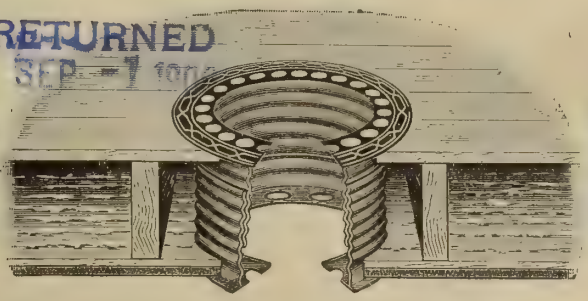
REGISTERS, ETC.

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"Diamond" Fire Fronts.
Adjust in height 4 to 6 inches.
" length 11 to 21 "

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"O.K." Stove Pipe Thimbles. Adjustable.

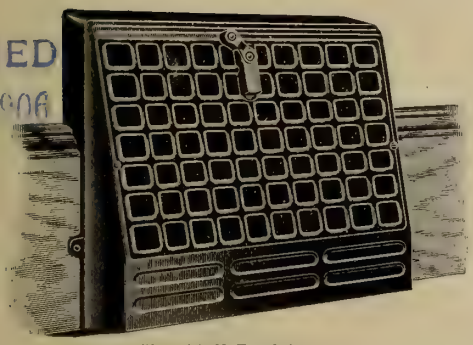
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CLOSED

"Diamond" Fire Backs.
Adjust in height 4½ to 7 inches.
" length 15 to 25 "

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Side Wall Registers.
Japanned Black.
Sizes, 7 x 10 and 12 inches.

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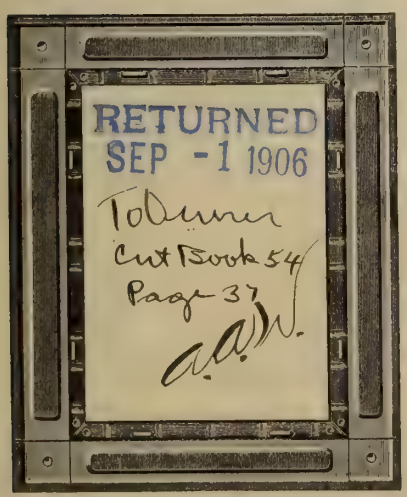
Adam's Stove Pipe Registers.
Japanned Floor Plates. White Ceiling Plates.

RETURN SEP - 1



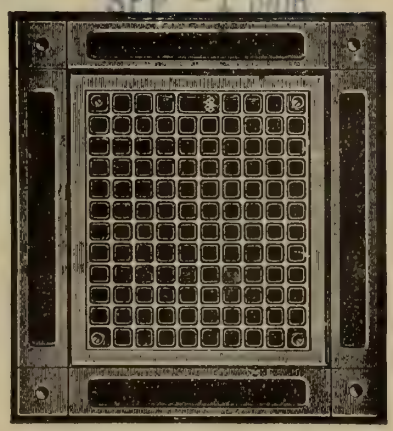
Cast Round Registers—Complete.
Register Faces (only)
Sizes, 7 and 8 inches.

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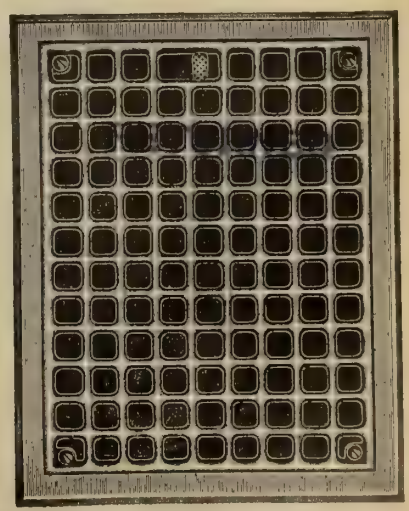


Borders.
Stamped Steel.

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Registers—Complete.
Black Enamelled.
(Stock all standard sizes.)



Face Plates.
Stamped Steel.

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H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory: Dufferin Street, Toronto, Ont.

We Ship promptly

F.&W.

There is something very pleasing about the design of the "Crown" locks.

The rope of beads forms a sort of frame for the smooth mirror-like surface within, and the crown at the top and the simple ornament at the bottom take away the plainness and severity which otherwise would be felt.

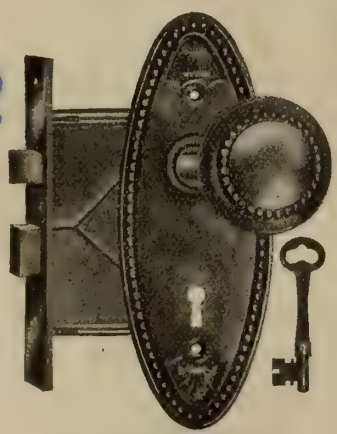
In construction the locks have points as favorable as the design. The entire lock is of wrought steel and unbreakable. The bolts work freely and smoothly.

Are not these features you desire in stock of locks?

We have the "Crown" design in steel, bronze plated, and in wrought bronze, each in two finishes.

Ask our travellers to show you our full line of locks.

RETURNED
SEP 10 1906
To Montreal Office
Cut Book 64
Page 66



"CROWN" DESIGN

One square yard in a show case will contain a large enough line of pocket cutlery for the ordinary store.

And no other square yard in the store can be stocked with more profitable goods.

You probably sell a pocket knife on the average every hour.

How much do you make on cutlery? From 50 to 100%, or probably $2.00 to $3.00 per day off that square yard.

Don't you wish you had 100 other square yards equally profitable?

We have 450 different numbers of pocket cutlery in our stock. If you have poor selling lines drop them. Make your square yard more profitable. Our travellers will show you samples.

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SEP 10 1906



No. 520



No. 456

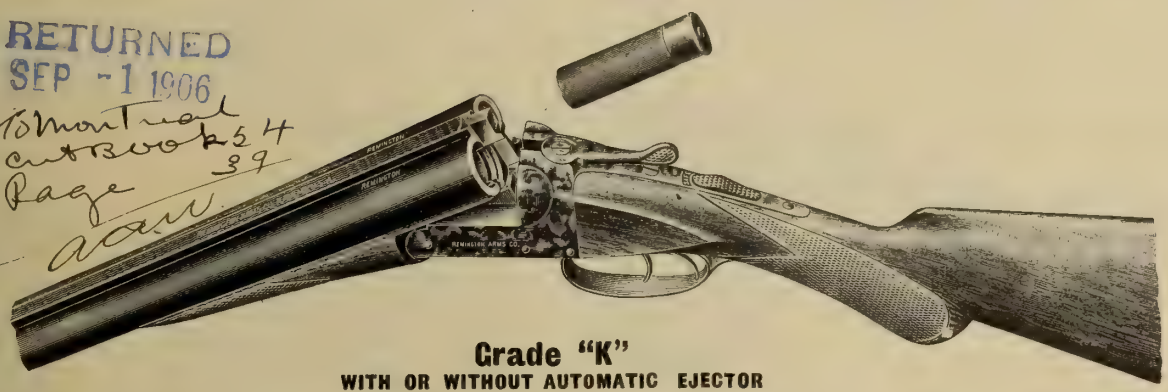
HARDWARE F. & W. Limited, MONTREAL

(FROTHINGHAM & WORKMAN, Limited)

All Remington Guns are made by expert mechanics. Every detail in making is carefully watched and inspected, each gun is thoroughly tested before leaving works.

Remington Guns

RETURNED
SEP -1 1906
To Montreal
Cut Book 54
Page 39



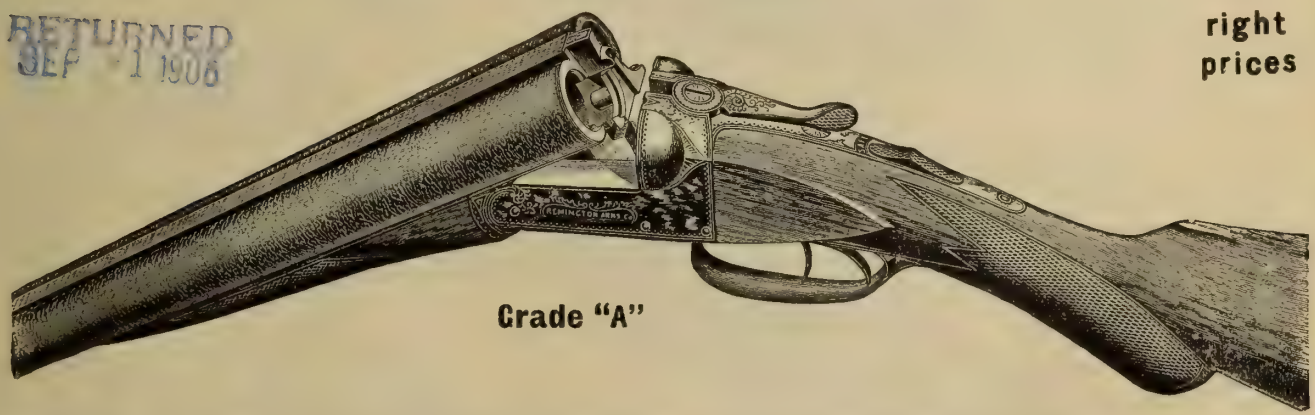
Grade "K"
WITH OR WITHOUT AUTOMATIC EJECTOR

Grade "K"—Blue Steel Barrels, Choke Bored, Flatted Breech, Selected Walnut Half Pistol Grip Stock, Rubber Butt Plate Checkered, Case-Hardened Frame and Mountings, Snap Fore end, Top Snap, Extension Rib with Bite, Automatic safety, 30 inch Barrels, weight, 7¼ lbs.

Without ejector, sells retail for **$34.50**
With " " " **39.00**

Our 1906 Blue Book shows a complete line of Guns and Rifles at right prices

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SEP -1 1906



Grade "A"

Grade "A"—Two-Stripe Damascus Barrels, Plain English Walnut Stock, Rubber Butt Plate, Automatic Safety, Top Snap, Treble Lock Action, 12 Gauge, 30 inch Barrel, Weight, 8 lbs., sells retail for . . . **$51 75**
10 " 32 " " " 9 " " . . . **51.75**

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Caverhill Learmont & Co

WHOLESALE DISTRIBUTORS
MONTREAL AND WINNIPEG

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

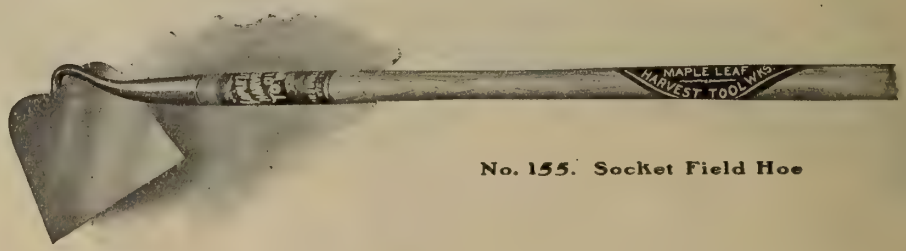
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



No. 122. Manure Fork



No. 108. Hay Fork



No. 155. Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

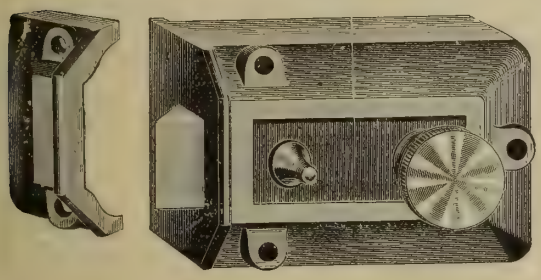
TILLSONBURG, ONT.

BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

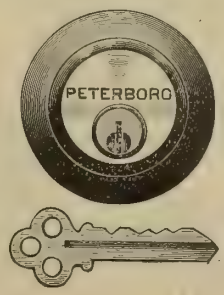
REGISTERED TRADE "B" BRANTFORD ROOFING CO. LIMITED MARK
BRANTFORD, CANADA

For the convenience of our "NORTHWEST" customers we purpose carrying stocks at
WINNIPEG REGINA CALGARY
Brantford Roofing Co., Limited, - Brantford, Can.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

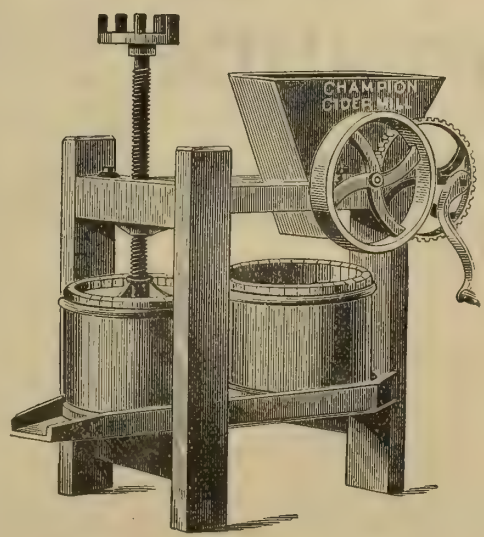


IT CUTS NAILS

Our new Neat of Saws contains a Compass, Keyhole and Metal Cutting Blade—fitted to an adjustable handle.
Indispensable to every Carpenter, Plumber, Electrician, Gas Fitter—or where nails are in the way. At your Dealers or write for Saw Sense Booklet. Tells all about it.

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Home Office and Factory, Indianapolis, Ind.
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Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skeins,

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Foreign goods Have had their day in Canada.

KEEP UP WITH THE TIMES AND ORDER

"DOMINION" AMMUNITION

DOMINION AMMUNITION



Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

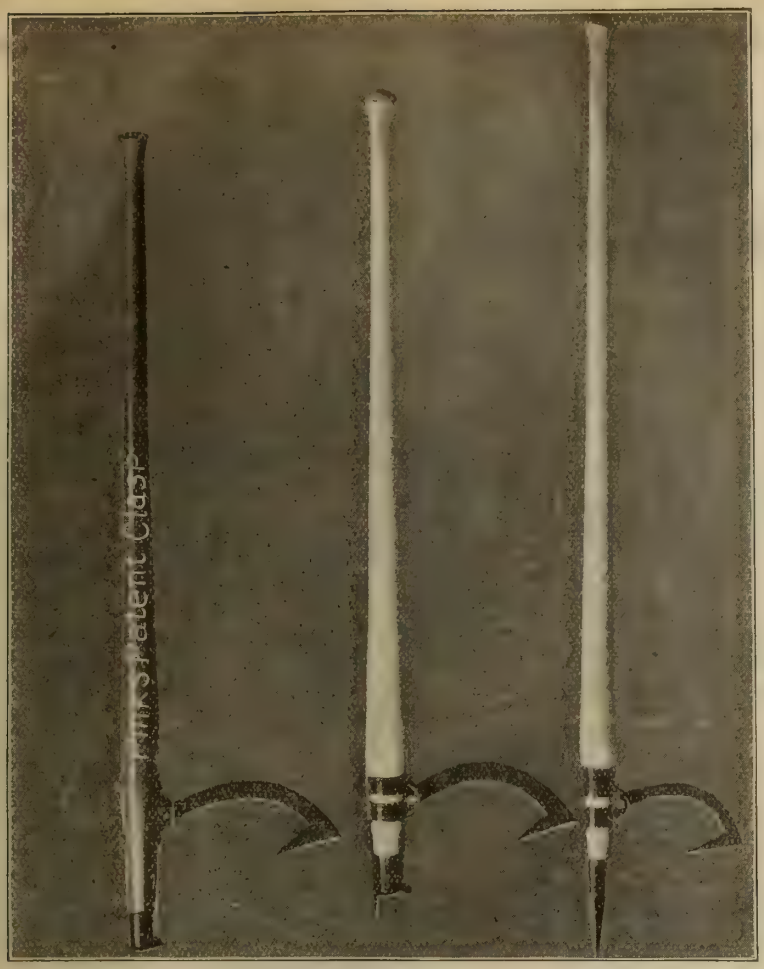
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CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

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MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

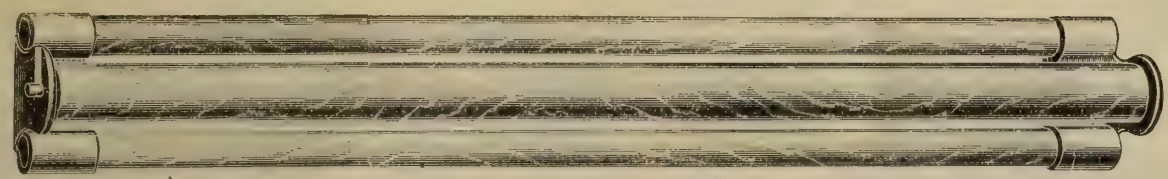
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Long Distance Phone No. 87

THOMAS PINK

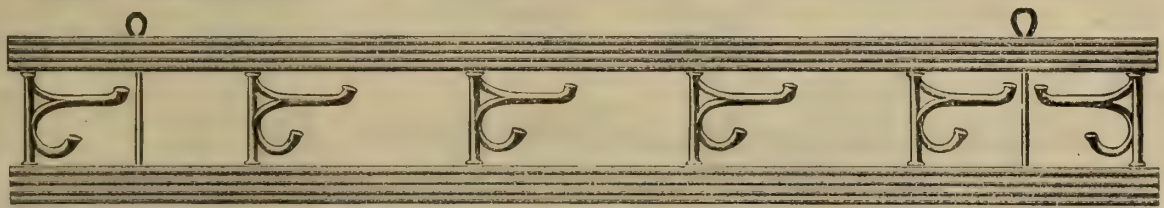
Pembroke, Ont., Canada.

We're here with the goods



No. 400—Towel Roller

BEST MATERIAL ***CANNOT RUST*** ***VARNISHED DOWELS***



No. 506—Coat and Hat Rack

MOST CONVENIENT ***VARNISHED STICKS*** ***JAPANNED HOOKS***

Ask your jobber for them

Western Representatives:
F. A. Reinhardt
J. J. Maguire
608 Ashdown Bld.,
WINNIPEG, Man.

MADE BY

The CUMMING MFG. CO., LIMITED

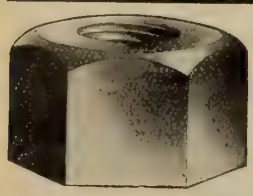
RENFREW, ONT.

CUMMING'S GOODS ARE GOOD GOODS

TRADE MARK
This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL

ESTABLISHED 1867
J. S. LOUGHEAD & SON, Sarnia, Ont.
Mfg. of HUBS, SPOKES and BENT GOODS
We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.
We use strictly first-class material, and good workmanship. Send for prices for your requirements.
Quebec Agent: J. A. BERNARD, 21 St. Peter St., Quebec, P. Q.

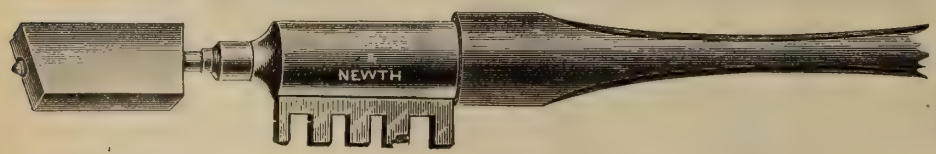


COLD PRESSED NUTS
Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.
Cap Screws *Thumb Screws*
Set Screws *Machine Screws*
SPECIAL DISCOUNTS TO THE TRADE
Canada Foundry Company, Limited
Head Office and Works: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



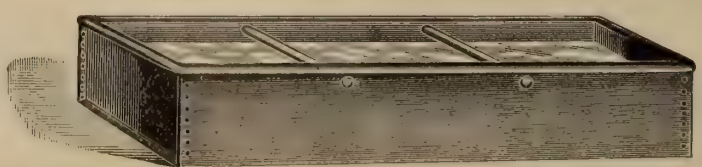
Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.
Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

STEEL



TANKS
Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.
The Steel Trough and Tank Co., Limited, - Tweed, Ontario



UNIVERSAL OIL HEATER
Price, $3.40
This stove has a larger sale than any other competing stove. Handsomely made and finished.
Guaranteed to give satisfaction. Heaters of all varieties. Prices ranging from $2.50 to $7.50.
FOR SALE BY E. T. WRIGHT & CO., HAMILTON



Mantels, Grates, Tile, etc.
A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West

WORK AND PRICES RIGHT
GALVANIZING
ONT WIND ENGINE & PUMP CO. LIMITED
TORONTO, ONT.

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.



Will Hold up a Shelf!
That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are old. Orderdirect or through your jobber.
ATLAS MFG. CO.,
New Haven, Conn., U.S.A.

STOCK CONTINUOUS LEDGERS

$21.00 Size 8x12 — **$23.75** Size 12x12

The above prices are for a complete outfit, comprising -

1 REGULAR CRAIN CONTINUOUS BINDER AND INDEX
1 "K" SECTIONAL POST CANVAS TRANSFER BINDER AND INDEX,
ONE THOUSAND PAGES (500 LEAVES)

The continuous Binder is the same in every particular as the high-class goods we have always manufactured.

Different Ledger Rulings to choose from on best ledger paper.

Before placing your order for a new ledger this fall write us for further particulars.

LOOSE-LEAF SYSTEMS — CRAIN — OTTAWA, ONT.

The Rolla L. Crain Co., Limited

OTTAWA, CANADA

BRANCHES and AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Building, 107 St. James St.
WINNIPEG OFFICE—Sylvester-Wilson Bldg.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.



have been made right here in Canada for 40 years. The "Canadian Girl" knows them—likes them—and buys them.

10 different styles for Ladies, Men and Children.

YOU can get just **WHAT** you want—**WHEN** you want it—when you handle **STARR SKATES** and **"MIC MAC"** and **"REX"** Hockey Sticks.

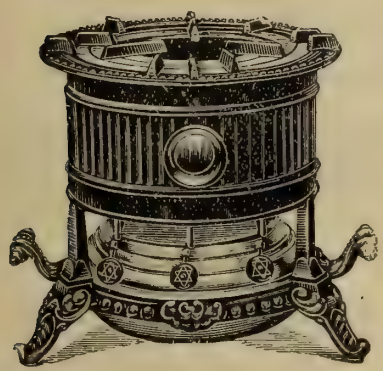
Write for new 1907 Catalogue—and prices.

Starr Manufacturing Co.
Limited
DARTMOUTH, N.S.
Canada
Branch Office, - Toronto, Ont.

Buy the Best.



FOR SPRING IMPORTATION



Oil Stoves

with 1, 2 or 3 flames, tin or glass basins, nicely japanned or granite bodies; cast iron rims and neatly bronzed cast iron stands.

Also a big variety of other patterns.

DROP US A POSTAL RE. DETAILS AND PRICES.

F. W. Lamplough & Co.

MONTREAL

HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.
Import and Export.
Old established house with highest connections in Great Britain and on the Continent of Europe.
Cable Address, "Grautoff London," Liebers Code.

CLASSICAL METAL CEILINGS

are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

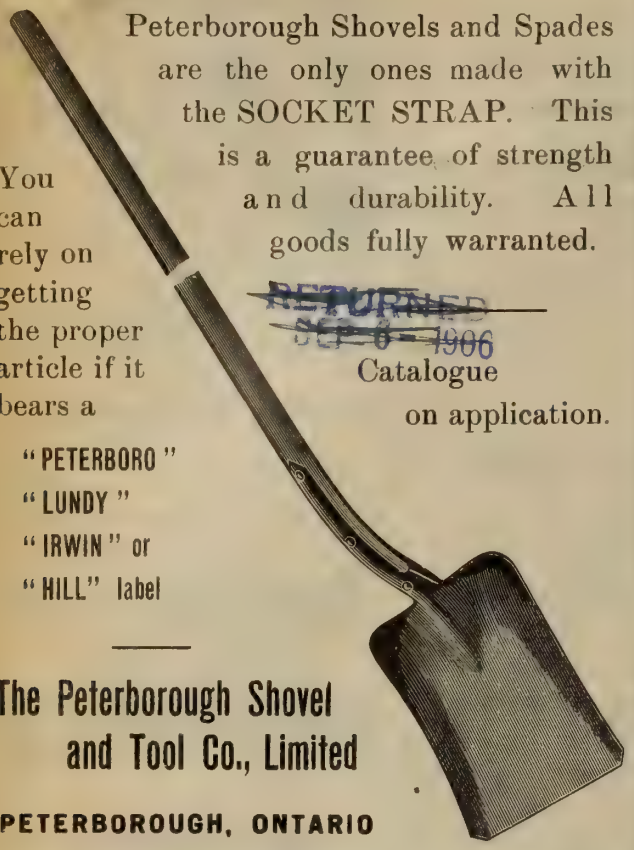
Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited

Preston, Ontario



Peterborough Shovels and Spades are the only ones made with the SOCKET STRAP. This is a guarantee of strength and durability. All goods fully warranted.

You can rely on getting the proper article if it bears a

"PETERBORO"
"LUNDY"
"IRWIN" or
"HILL" label

RETURNED
SEP 6 1906

Catalogue on application.

The Peterborough Shovel and Tool Co., Limited

PETERBOROUGH, ONTARIO

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

AEOLIAN VENTILATORS

They have been tried all over Canada, and have never failed to give complete satisfaction.

MONTREAL, June 15th, 1903.

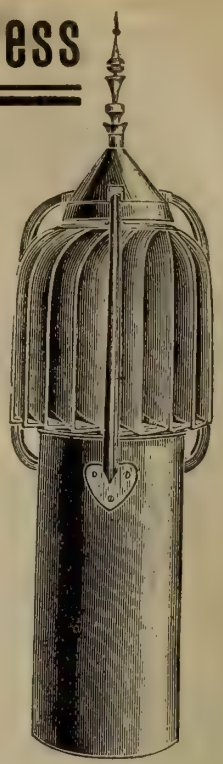
Messrs. THE J. W. HARRIS CO., LIMITED, Montreal.

Dear Sirs,—In answer to your request, we take very much pleasure in saying that we have your system of ventilation installed in our Church for several years and it has given us entire satisfaction.

Fre. MARIE RAYMOND, O.F.M.

Write us for terms.

THE J. W. HARRIS COMPANY, LIMITED
SUCCESSORS TO LESSARD & HARRIS, CONTRACTORS
Montreal



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired.)



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless Adjustable Track

Brass Bushed Roller Bearings

Write for prices and full description

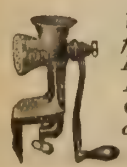
WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

Mop is wrung by springs



Dana Peerless

This is the freezer that sells.



Write for Dana Food Chopper catalog.

Both feet rest firmly on the floor—no danger of upsetting bucket and wetting feet. *Pressure* that *wrings* mop is from a *spring*, *not* from the foot. Two springs, one on either side are independent of each other, pressure adjusts itself to any unevenness of mop—wrings all of mop thoroughly.

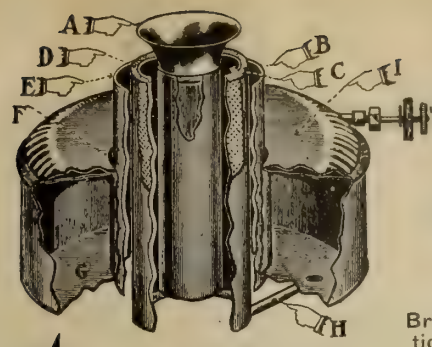
Bucket is strong and extra braced. Rollers are solid maple and *never* stick. Attractively labeled—make good display in your store—sure to please customers.

Ask your jobber. **THE DANA MFG. CO., Cincinnati.**



Prepare for magazine advertising.

10 Warren Street, N. Y.



THE ALUMINUM OIL HEATER

Sales Over the Million Mark

Bristles with selling points: no odor, no smoke, no perforations to clog up, no danger. Explosions impossible. Radiates heat like a base burner, from the sides and bottom as well as the top. Wick taken out and replaced in a minute. Easy to operate, convenient to handle, handsome in appearance. Sells at sight and stays sold—never comes back for repairs.

The only Oil Heater equipped with ***Safety Burner***—and the burner is the very soul of an Oil Heater.

If you buy any other you'll be sorry.

We guarantee every Aluminum Oil Heater. Money returned if not satisfactory.

The demand for Aluminum Oil Heaters this year is double that of last year. Why? Because of unusul satisfaction. Be on the safe side—let the other fellow have the trouble.

"During the past ten years we have sold over 50,000 Aluminum Oil Heaters, and your records will show that we have never returned one for repairs or otherwise."—Butler & Johnson, Jobbers and Retailers, Syracuse, N.Y.

We're making the prices that bring the everlasting smile. A postal will bring full information by return mail.



LEWIS BROS., LTD.

MONTREAL TORONTO OTTAWAW INNIPEG VANCOUVER CALGARY

EMERSON & FISHER, LTD.

Agents for New Brunswick, Nova Scotia and Prince Edward Island.

ESTABLISHED 1795

JOHN SHAW & SONS, WOLVERHAMPTON LIMITED, Wolverhampton

GENERAL HARDWARE AND METAL MERCHANTS

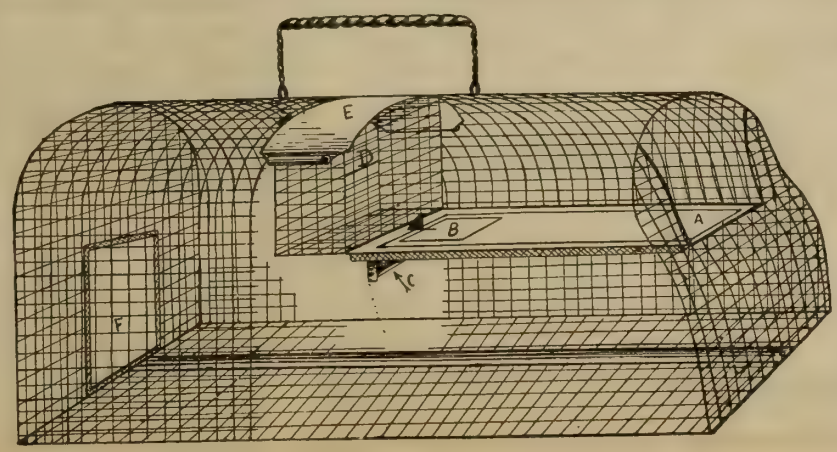
"AURORA" Galvanized Sheets Guaranteed dead flat to double seam, and of correct weight

Distributors for **JAMES BARBER, Era Works, Sheffield,** High Grade Table and Pocket Cutlery, Razors, Carvers, etc.

Inquiries solicited on ***Coil Chain, Canada Plates, Black Plates, Tin Plates, etc.***

CANADIAN REPRESENTATIVE:

J. H. ROPER, 82 St. Francois Xavier Street, Montreal



Arnesen's Animal Trap

Patented in U.S. and Canada

Specifications—"A" is entrance and platform on which animal walks to reach feed box. "B" is the trip which the animal must step on to reach the feed box, when the animal steps on this trip it unlocks platform and allows it to drop down as indicated by dotted lines thereby throwing animal into trap, when the platform is empty it springs back into place again. "C" is spring which works the trip. "D" is the feed box which is filled from the outside. "E" is cover to feed box. "F" is door to let the animals out after being caught.

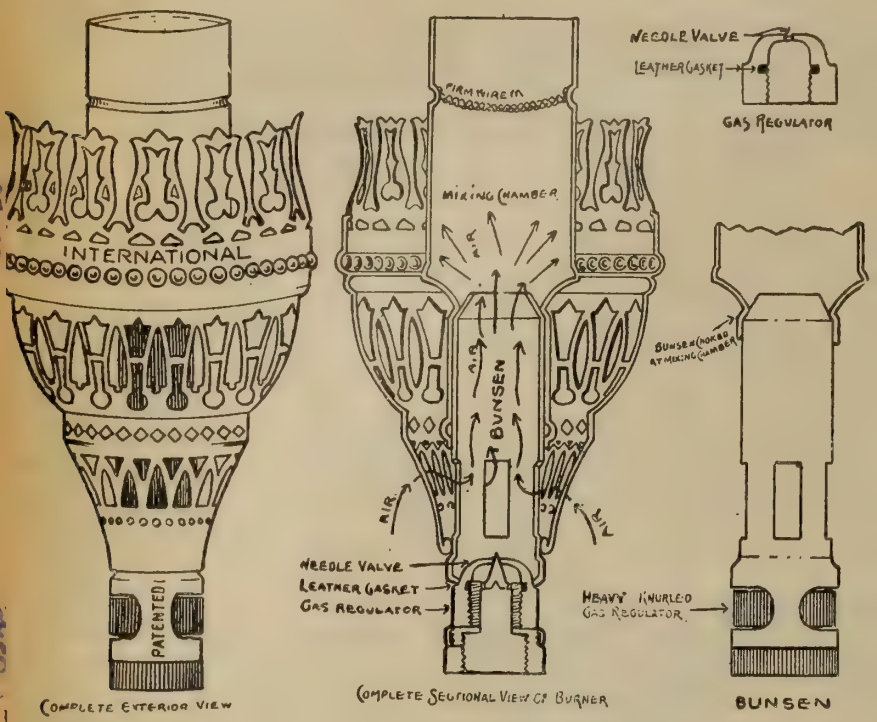
This was patented in Canada, May 15, 1906. The Canada patent is for sale. Address all communications regarding same to

ANDREW ARNESEN

Room 8, Meek Building,

Des Moines, Ia., U.S.A.

906 Improved "INTERNATIONAL" BURNER 1907



TRY A SAMPLE DOZEN

Satisfaction Guaranteed

THREE FINISHES
CLOSED OR OPEN BASKET

	PER DOZ.
Polished Brass -	$4 25
Brushed Brass -	4 90
Oxidized Copper -	4 50
Deck Plates - -	0 15

The most Scientific Burner on the market today. Nothing to equal it in efficiency or appearance.

AN ORNAMENT IN THE MOST ARTISTIC HOME

Leather Packing or Gasket makes it absolutely impossible for any leakage of gas from the needle valve adjustment. Cannot light back into the bunsen or puff out when lit. The accompanying detailed sketch cannot fail to convince the most skeptical of its many advantages over every other burner on the market.

factured expressly for and con- in Canada, Great Britain and d States by

The International Gas Appliance Co., Limited

535, 537 and 539 Queen St. East, TORONTO, CAN.



A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

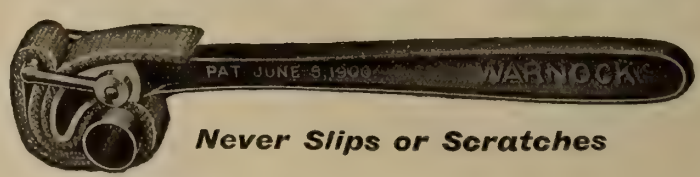
IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN., Conn., U.S.A.

THE WARNOCK WRENCH



Never Slips or Scratches

For Use Where All Other Tools Fail.
Send for Sample.

Warnock Mfg. Co , Worcester, Mass., U.S.A.

Telephone:
Main 1678.

Factories:
Sheffield, England

JOHN ROUND & SON, Limited

Manufacturers of

HIGHEST GRADE TABLE CUTLERY,
SILVER PLATED AND NICKEL SPOONS AND FORKS,
PEARL HANDLE DESSERTS AND FISH EATERS IN CASES,
COMBINATION CABINETS, OAK GOODS, Etc.

REGISTERED TRADE MARKS



ESTABLISHED 1847

Hotel Silverware Our Specialty

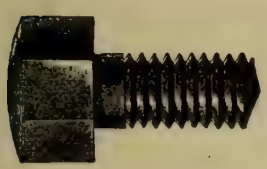
(We guarantee the actual deposit of silver on each individual dozen.)

For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

CANADIAN OFFICES AND SALES ROOMS

CORISTINE BUILDING, MONTREAL

WRITE FOR CATALOGUE



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

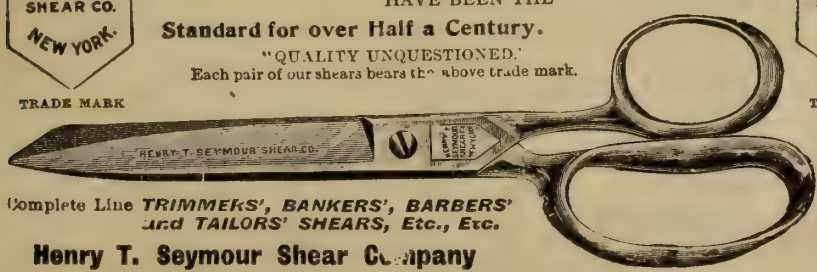
NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Latest Catalogue will be sent in exchange for your business card.

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipment.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

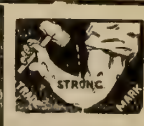
OF ONTARIO Limited

Head Office
Ingersoll, Ontario.

Walter Mills, General Manager

Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

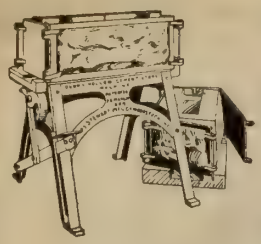
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export. With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

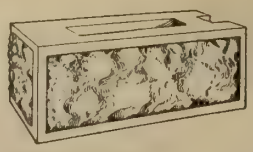
Emlyn Engineering Works
NEWPORT, MON., ENGLAND



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

A PROPOSITION

FOR YOU TO CONSIDER MR. HARDWAREMAN

Our **GLAZIERS' DIAMONDS** are the best on the market.

WHY?

Because we have had sixteen years' experience choosing diamonds and setting for the works. Besides we are supplying the largest merchants in the world.

A. RUDD & CO., ST. HELENS, Lancashire, England

J. B. GIBSONE, P.O. BOX 478, MONTREAL

Sole Canadian Agent.



The Selling is Simply the Means to the Profit.

There never was a dealer who handled

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

but was glad that he did so—glad because he felt he was paid well for store space and the little talk now and then.

If we don't know you it is certainly easy for you to introduce yourself.

COMMUNICATE DIRECT WITH

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents and Brokers

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

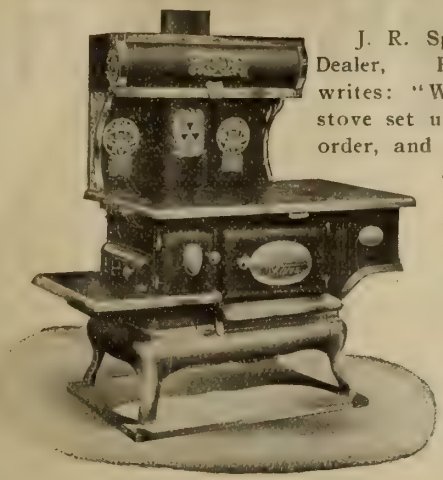
Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

ONE CENT

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.

Even Baker Good Heater



J. R. Sproule, Hardware Dealer, Penetang, Ont., writes: "We now have your stove set up and in working order, and are pleased to be able to say that it works with complete success, it being an even baker and a good heater."

Here is a dealer who had enough faith in

The Empire Queen Range

to give it a practical test, with the result shown. Many other dealers who likewise have tested it, are now enthusiastic agents. Why not YOU?

The Canadian Heating & Ventilating Co.
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.
THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE
TRADE MARK

IT'S RELIABLE

ARK-EL-ITE ASBESTOS STOVE LINING is **THE** thing for the stove dealer.

For his own use in repairing stoves and ranges it does yeoman service.

And as a "selling" article for lining, Cooking and Heating Stoves, Hot Air Furnaces, etc., it works overtime for the dealer.

6-lb. pkgs. and bulk. Full directions.

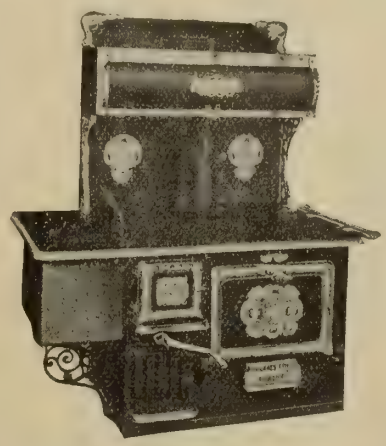
THE FRANCIS-FROST Co. LIMITED
223 QUEEN ST. EAST
TORONTO, - - - CANADA

"More Than Good Enough."

Dealer from the West went through our plant the other day. Stood and watched them putting together Oxford Chancellor Range bodies.

Walked over and examined the heavy cold-rolled steel that makes the Oxford Chancellor bodies. Had a look at the asbestos millboard that interlines the whole range. Counted the rivets they were putting in to hold one to the other.

Then he took a foot-rule and measured the great big Oxford Chancellor oven. Used the same foot-rule to find out that oven top, back and bottom are all the same thickness.



"Well," said the dealer, "you people certainly must think that more than good enough isn't quite good enough!"

If we didn't think so we'd stop work when we'd sold it to you. As it is we stay with it after you've got it,—stay with it until you've sold it and ordered more,—and then we keep right on pushing it for you.

That's why the dealer who once stocks the Oxford Chancellor never quits it."

If you are in Toronto during the great Exhibition, you'll find a welcome at our exhibit in the Process Building. You'll find one, too, at either of our huge factories,—500 King West, or Toronto Junction.

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

112

Toronto Exhibition

If you attend the Toronto Fair come in and get acquainted with our office staff and inspect the goods.

Make our office your business headquarters.

The travellers will be home and you will be most cordially welcomed by all.

Cars to the Exhibition pass the door

Seven minutes from Union Station. Five from cor. King and Yonge.

The McCLARY MFG. CO.

King Street West, = TORONTO

A. D. KENNELLY, Manager

London Montreal Winnipeg Vancouver St. John, N.B. Hamilton

THE CANADA METAL CO.

TORONTO

Solder and Babbitt

WHOLESALE

PIG LEAD, TIN AND ANTIMONY



The Dillon Way Is the Right Way

Suppose you don't buy

Dillon Hinge-Stay Field Fence

and the fence you get sells reasonably well. Is there not a danger of your **being fully satisfied** with the sales, when you **should only be partly satisfied**.

Then suppose the fencing you buy doesn't sell at all. Isn't there a danger of your being prejudiced against **all**, when you should only be prejudiced against **one**.

Order "splendid-record" Dillon and be safe.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.

MONEY-MAKING

WALL PAPERS

Judging Wall Papers by the standard of price alone will always be unsatisfactory.

It is vastly more important to consider the profit-earning possibilities of the different makes submitted for your approval.

We have learned the way to make our wall papers so pleasingly attractive, that quick sales and good profits are assured to the dealer handling them.

When our salesman turns over our samples you will recognize profit-earning possibilities not to be found in other makes.

Your order will be filled to your satisfaction.

STAUNTONS LIMITED

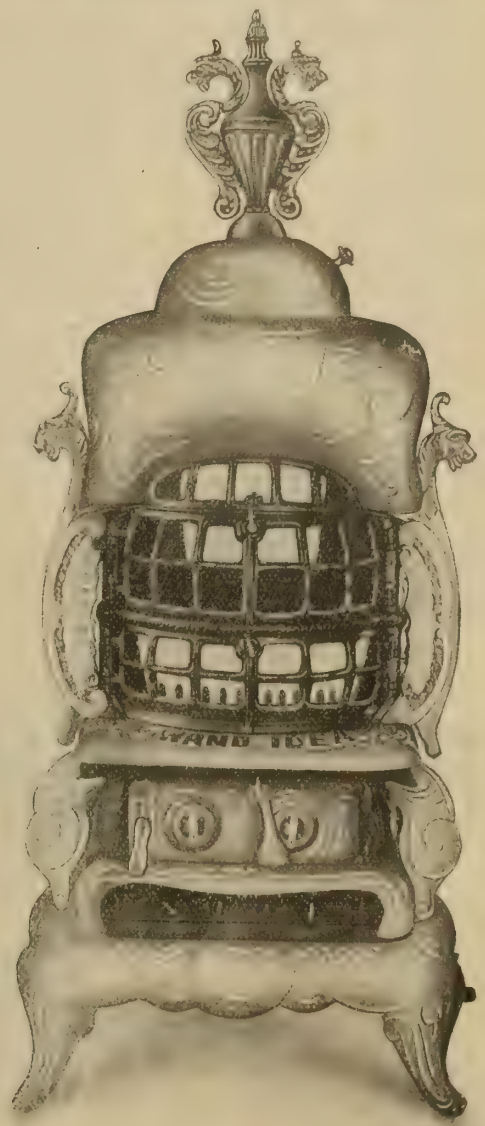
Makers of Superior Wall Papers **TORONTO, Ont.**

"The Best Goods at Right Prices"
(Our Motto)

THE

"GRAND IDEA"

As Economical as a Miser



No. 714 and 715, Straight. No. 715, with Oven.

EVERY STOVE A DOUBLE HEATER

The large circular flues take the cold air from the floor through the lower bottom, and discharge it, thoroughly heated, either in the room where the stove stands, or through pipes to the floor above.

Has duplex grate with shaking ring.

Loose fire pot, easily turned, and can be taken out through the front door.

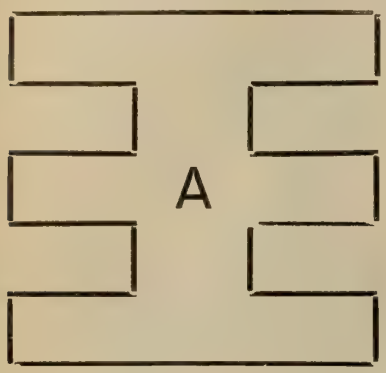
Automatic magazine cover. **Write for prices.**

Guelph Stove Co., Ltd., Guelph, Ont.

Toronto Montreal Winnipeg Calgary

INDUSTRIAL EXHIBITION AT ITS BEST

Toronto's Industrial Exhibition is on again, and nothing is truer than that it is better and bigger than ever. The dominant features of the fair this year are the Second Life Guards Band, the King's horses and the new Process Building. The most lasting impression for the average visitor at least will be the new Process Building. It is at the turn in the roadway leading from the main entrance and its size will be a surprise to every visitor. It is this shape



with an imposing dome over the centre (A). The north wing is given over to stove exhibits, the middle one to agricultural implements and wagons, and only the third wing houses processes of manufacture, but there are more of them than ever before. Among carpet weaving, boot and shoe making, thread making, envelope making, silver plating, typesetting, and other processes, the food stuff industry has not been neglected. Weston, the baker, has an oven there and a house made of loaves, roof and all, and across the aisle the process of making shredded wheat biscuits is demonstrated. It is the intention of the management to increase these processes of manufacture from year to year, and ultimately to fill this great building with this most interesting and instructive class of exhibits.

Ready, Aye, Ready.

Never before since the exhibition assumed something of its present proportions have the thousands of displays in the great buildings been as far forward on the opening day. When Sir William Mulock touched the button at 2 p.m. on Tuesday practically the entire exhibition was in readiness. This means a good deal to the people who go to the exhibition to learn, to get ideas to help them in their business. There are fewer sightseers there, better opportunity is afforded for examining things of interest and the people whose business it is to give information are better able to do so satisfactorily. Heretofore much of the exhibition has been in a very unprepared state on opening day and there was little encouragement for people to come early. This year there is a decided change for the better in this respect.

Newly Housed.

Within a year or two the exhibition has taken on a greatly changed appearance. Few of the buildings of only a little while ago remain. In their places are the new Process Building, the Manufactures and Arts Building, the Administration Building, the Dairy Building, the Press Bureau, and two new art galleries. All these are of brick and steel or cement construction and will endure till they are outgrown. The old Main Building, now named the Transportation Building, originally erected on the old exhibition grounds and known thirty years ago as the Crystal Palace, continues as the hall mark of the great fair in the minds of a very recent generation of fair-goers. Machinery Hall still crowns the rise at the north limit of the park, but its accommodation has long been outgrown. The dog show building, the live stock accommodation, the Women's Building and the grand stand are as they were. Most of them are substantial and expensive buildings. The grand stand cost $100,000 and will seat 17,000 people, while 23,000 have been crowded into it.

Art of Display.

A much more difficult proposition is the art of display, which includes decoration. At the exhibition hundreds of expert minds have been exercised to arrive at the results attained and every individual has tried to make his lay-out more attractive and tempting than those about him. Surely amid this great array of practiced effort at display the dullest merchant in Canada could not fail to get some ideas for the improvement of his store, and a live man will get ideas to keep him busy till exhibition comes again.

Next week's issue will contain a more extended description of the fair with numerous illustrations.

PRESERVING KETTLES FOR PARTICULAR PEOPLE . . . .



KEMP'S "Onyx" "Diamond" "Pearl" "Garnet"

Enameled Preserving Kettles suit discriminating customers

Every Piece Guaranteed, We Can Ship Promptly.

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

COUNTRY HARDWARE MERCHANT.

Address by J. W. Read, Before the Recent Convention of the Kentucky Retail Hardware Association.

My idea of a country merchant is first that he should be a gentleman in the fullest sense of the word and realize that he is an important factor in his home town for the good or bad state of society. He should realize that he exerts an influence in his community and this influence should always be on the side of right.

He should be courteous to his customers. Discourtesy is a crime and, if continued in will banish any merchant from business if it does not land him in the penitentiary. He should study his business, try to understand the difference between raw products and finished articles and know their merits so that he can explain to his customers the points of excellence. He should study his customers as well as his stock and try to know their peculiarities and anticipate their wants and have goods to suit their taste. It is not necessary that he should make every one his confidant and explain to each his financial affairs and what he is doing in business, but there are two parties to whom he should never refuse to make a statement whenever requested—the mercantile agency and his jobber.

Unfair Competition.

I don't suppose that anything gives the country merchant so much thought and worry as unfair competition. His city brother can have his unions or organizations and arrange prices, what each shall sell and at what per cent., and these arrangements are lived up to, but he has no such opportunity. He generally has no competitors except grocery keepers and blacksmiths, who seem to think he has encroached upon their rights and territory and they feel in duty bound to cut his throat whenever they get a chance by selling some article for less money than cost, of getting a special order for something which they do not handle and he does and letting the customer have it at cost and freight.

If you are placed in such a position make it a special point to keep your store well stocked with an assortment of hardware which they do not handle as well as with the staple line they do, taking special care that you do not let your stock run out of any of these articles and adding from time to time such novelties as you can afford to pay for, working and selling all such lines at a reasonable per cent. profit and treating your competitors with courtesy until you have convinced them that you have a right to exist and that you are not trying to run them out of business, but are making but one effort and that effort only to be considered.

Discounts.

A hardware merchant should always pay for goods in time to take discounts. While the discount is small on hardware it pays to take advantage of it in more ways than one. You save more than the regular rate of interest on your money, save the annoyance of receiving statements and the practice begets for you a name of being prompt, which is worth a great deal to a country merchant. But if it should ever happen that you are unable to meet a bill when due, be just as prompt to notify your jobber of the fact and explain to him fully

Advertising.

Advertising is a feature of the business that must not be neglected. No one can do this for you. Of course we all have a general idea how it should be, but if you try to copy city ads you have wasted your time and money—that is, if your town is like the general run of country towns. I consider your country paper the best medium you can use if your ads are made attractive, not dull; honest, fair prices quoted and ads changed every week. Follow this with circular letters mailed to your customers calling attention to special lines handled, with a polite invitation to visit your store when in town and make it their headquarters. Perhaps you can run special sales on special days. You must be judge of that.

Keep Goods in Sight.

Keep your goods in sight. Don't hide them in drawers and boxes It is just as easy to dust and wipe off goods as to haul them out of such places when called for by customers. Showcases and display racks are cheap and will sell you many an item in twelve months that would never be sold out of a drawer or box. Arrange your stock so you can handle it with the least expense. Group each distinct line by itself and display with price cards.

Your stock should be as varied as your capital will permit. Purchase anything that will sell that will yield you a good profit. Of course you know horseshoes will be called for every day, but they pay only five per cent., when the same amount invested in some novelty which will call for some of your time in selling will pay fifty per cent. This is time well spent. It advertises your store as well as being a profit-maker for you.

CONVENTION PROGRAM

The following program (subject to revision by Executive Committee) has been arranged for the Ontario Retail Hardware and Stove Dealers' Association convention to be held in the Labor Temple, Church Street (a few doors north of Queen St.), Toronto, next week.

Tuesday, Sept. 4

9.00 a.m. Meeting of Trade Grievance and Mutual Insurance Committees.
10.30 a.m. Meeting of Executive Committee.
1.00 p.m. Enrollment of Delegates.
1.30 p.m. Roll call and Reading of Minutes.
2.00 p.m.
(a) President's, Secretary's and Treasurer's Reports.
(b) Report of Executive Committee.
(c) Report of Mutual Insurance Committee.
(d) Report of Trade Grievances Committee.
(e) Appointment of Resolutions Committee.
(f) General Business.
(g) Appointment of Special Committee to meet Special Committee of Jobbers.
(h) Adjournment.
8.00 p.m. Committee Meetings.

Wednesday, Sept. 5.

9.00 a.m. Convention reassembles.
(a) Report of Special Committee
(b) Report of Resolutions Committee.
(c) Unfinished Business.
(d) Adjournment.

CHICAGO HARDWARE SHOW.

The success of the Chicago Hardware Show, which will be held at the Coliseum, Chicago, February 13, 14 and 15, 1907, in connection with the annual meeting of the Illinois Retail Hardware Association, is already assured, 90 per cent. of the 280 spaces having been reserved by manufacturers and jobbers. G. R. Lott, 1002 West Lake street, Chicago, manager of the show, reports that one exhibitor has taken twelve spaces, and four, six and eight have been reserved by several. From present indications this exhibit will be one of the largest and most complete expositions of hardware manufactures ever held in America.

NEXT WEEK'S CONVENTION.

Every indication points to a very large attendance at the convention in Toronto next Tuesday and Wednesday. Letters containing applications for membership, complaints for consideration by the trade grievance committee, and notifications of intention to be on hand, are constantly being received. The trade grievance and mutual insurance committees have arranged to meet at Toronto at 9 o'clock Tuesday morning and the executive will take up their work at 10.30.

Every bona fide hardware dealer is welcome to attend the meetings of the convention whether members of the association or not.

Let every one be on hand and be on time. The convention programme is given in full on this page.

QUEBEC TO BE REPRESENTED.

An interesting visitor to the convention of the Ontario association next week will be Fred C. Lariviere, president of Amiot, Lecours & Lariviere, hardware jobbers and retailers, Montreal, and a leading member of the Montreal branch of the Retail Merchants' Association. Mr. Lariviere is an enthusiast on the subject of mutual insurance by retail hardware dealers and should be able to aid materially in the discussion of this important matter. His presence at the convention should also be of advantage in considering the proposal made to form a national retail hardware association in Canada.

CANADIAN HARDWARE STORES

No. 7.

The business so long carried on by J. A. Flett, Vancouver, has this year been formed into a limited liability company. Mr. Flett originally started business in 1896 and mainly devoted his attention to the stove and range business, but the increasing growth of the city compelled him to take in other branches of the hardware business until he now has a complete assortment of builder's and shelf hardware, carpenter's and mechanic's tools, etc. In addition to a large stock of roofing and iron cornice work in which the firm makes a specialty.

Last year the city store had to move to more commodious quarters owing to increase of business and this year the Mt. Pleasant store has been compelled to follow the same example for the same reason, so that the firm is now quartered in two of the finest and most up-to-date fitted stores in British Columbia. Under the new regime, J. A. Flett holds the managing directorship, while the other directors, A. McLeod, W. R. Owens and C. K. Snell, each have their particular positions, Mr. McLeod managing the roofing and cornice business, Mr. Owens the Mt. Pleasant store and Mr. Snell the city store.

The arrangement of the city store with the central silent salesman and no counters on the sides is in line with the most up-to-date ideas in store arrangement. Behind the showcases a neat display of enamelware display is effective and the only criticism which suggests itself is the absence of a set of Bennett shelf boxes on the hardware side of the store. This store vies with those of Emerson & Fisher, St. John; Amiot, Lecours & Larivieye, Montreal; Rice, Lewis & Son, Toronto, and the J. H. Ashdown Co., Winnipeg, in the race for being the banner hardware store in Canada. Each of these has special features worthy of emulation by other merchants.



The J. A. Flett Company's branch Store at Mount Pleasant, Vancouver.



CANADIAN HARDWARE STORES, No. 7—Main Store of the J. A. Flett Company, Vancouver.

ranges is made and in the rear of the store building the elevated offices overlook the whole store. The tin and stretcher, washing machine, lawn mowers, etc., have thrown the stove display into the background for the Summer season, but the plentitude of space prevents the store getting a crowded appearance.

The suburban branch store has plenty of floor space and the stock is assembled in an attractive manner. The curtain

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LET GOODS SELL THEMSELVES.

There is such a thing as carrying interior display to an extreme. Some classes of hardware boxes allow samples to be kept in plain view (if the clerks learn to keep them there) while other show cases hide the goods and keep them out of the customers' sight and reach. Most customers can be relied upon to do their own thinking and in many cases sales have been made by a silent suggestion from the dealer, he merely leaving samples of goods around on counters or tables where customers could handle and examine them.

This idea is well illustrated by the story of a wrench salesman who called on a merchant and said he had nothing to sell but merely wished to show how the sales of his line of wrenches could be increased. Said he: "The nicest way to introduce this tool to your trade is to padlock it onto a dog chain, fasten one end to the rear of your paper roll, on the counter, and pass the wrench and chain across the counter, letting the wrench hang outside, high up near the top of counter, where people can handle it, and get acquainted with it themselves Oftentimes dealers promise to do this, and then forget about. One dealer two years ago, said he would put one up. I called again a few days ago and he said he had forgotten to do so, and asked if I would not "do it now" myself. So I went behind his counter and fixed it, and before I left his store he had sold a wrench, also an attach-

ment and four extra dies to a bystander. At another place they chained up a wrench and on calling four months later they had four wrenches chained up, and had ordered a gross of wrenches during that time. There are lots of things you keep that sales could be increased on if your customers could get their hands on them."

ORIGINALITY IN DRESSING WINDOWS.

"Regarding show window dressing in small towns," writes an eastern sporting goods dealer, "I think our window displays sell more goods for us than any other method of advertising. Of course, I believe in a liberal policy with respect to newspaper and trade journal publicity. Our firm spends hundreds of dollars each year on printed advertising; but for effective and best results, the attractive show window has proved superior. There is a broad field for originality in dressing windows and upon this feature depends the drawing power of the display. I think it is pretty generally admitted that window displays should be changed often, at least every two weeks. It is a good plan to feature with a different line of goods each time. For example, display baseball goods prominently one week, then fishing tackle, tennis goods, etc. Neatness is another point to consider in fixing up the window. Keep the glass clean, dust off the goods occasionally and do not allow dead flies and other unsightly objects to accumulate Another thing that helps a window display is a liberal distribution of price marks. Quite often a pedestrian stops before a window to examine something that has caught his eye and which he probably had been thinking of buying sometime in the dim future. If the price mark is on the article and it happens to suit his means, nine times out of ten he will step right into the store and make his purchase. Displays need not be elaborate if changed often. I know of a clothing man in our town who changes his own window on an average of twice a week and every time I go by there I catch myself looking in to see his new line. Get people accustomed to looking in to see his new line. Get people accustomed to looking in your window for new displays. A man doesn't look into a window many times without going inside and talking over the goods and most likely making the purchase."

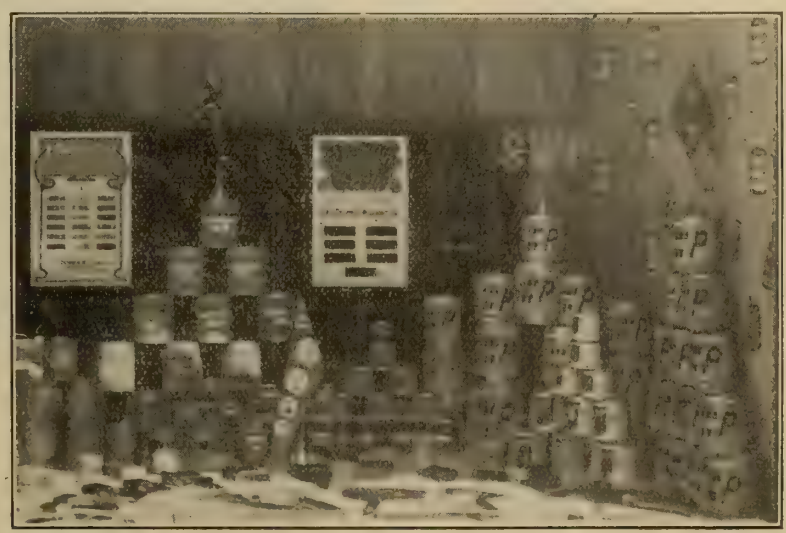
PORCH WINDOW SUGGESTED.

When displaying porch furniture, sporting goods, hammocks and travelers' articles a simple and inexpensive background may be constructed to represent the porch of a Summer cottage. Two large wooden posts should be placed upright at the front of the window, with a railing about three feet in height clear across the front and connected with the posts. The railing may be built out of pine lumber and it and the posts should be painted white. A few artificial flowers and vines twined about the posts and the railing will give a pleasant effect.

On the "porch" place a hammock and a few porch chairs, and on these chairs and on the floor place a few traveling bags, a baseball bat, glove and ball; a couple of tennis rackets, and an oar or two. These should all be so arranged as to look as if they had been carelessly left on the porch of a Summer home cottage.—The Hardware Trade.

AN S. W. P. WINDOW.

In the accompanying window display of paints and brushes, arranged by W. C. Jones with H. H. Otton & Son, Barrie, the exhibit of goods is much better than the illustration makes it appear. Light reflections make some parts show to better advantage than others and dull printing paper was used instead of the gloss finished paper. The white draping on the floor, walls and ceiling of the window gave the display a neat and cleanly look and the pyramids of paint cans surmounted by flags and enclosing a semi-circular design of paint and white wash brushes was calculated to attract the attention of possible customers.



Paint and Brush Display Made by H. H. Otton & Son, Barrie, Ont.

CHANGE DISPLAYS FREQUENTLY.

Change your display very frequently. A week is as long as any display should remain in the window and it is much better to change them oftener than that, unless the display is one which is unusually elaborate and which entailed a great deal of time and labor in its construction.

People soon learn to look at windows which are frequently changed, and they take an interest in seeing what the latest display is. Many merchants would be surprised if they really knew to what extent good window displays are the subject of comment, on the part, not only of the women, but the men as well. People will talk about a good, interesting, snappy window and they will look for the next trim, to see if the decorator has outdone himself.

A NOVEL BACKGROUND.

Chicago merchants have been making use of a novelty in the way of backgrounds. They have been dying excelsior a bright red and using it for covering the top, floor and background of the window. Electric lights and signs are also bright red, and so are all the price tickets in the window. Against this vivid red background black hats are shown. This is a very telling and clever effect and one that can be cheaply and easily arranged.

ARTIFICIAL ICE CREAM.

To make vanilla ice cream by artificial means, Prof. Stillman, of Stevens Institute, New York, on occasion of his recent chemical dinner, took some refined cottonseed oil, placed it in a centrifugal machine and revolved it at a velocity of 3,000 revolutions a minute. A beautiful emulsion was thereby produced, which was then frozen, chemically, of course. The flavor was obtained by the addition of vanillin glucin and nitrobenzol. They say that ice cream composed as above is sold in many southern states where cottonseed oil is more plentiful and consequently cheaper than milk or cream. It is far from harmful, tastes good and does not melt as quickly as the genuine ice.

FIRE AT MAPLE LEAF WORKS.

The Maple Leaf Harvest Tool Company, of Tillsonburg, manufacturers of forks, hoes, rakes, etc., had a fire Tuesday in their forge department which fortunately was got under control before a great deal of damage was done. There will be no stoppage of business in so far as orders are concerned, and the company will be able to ship all goods the same as usual.

BUSINESS MANAGEMENT

Article V—By Howard R. Wellington

Purchases and Stock Records.

In almost nine cases out of ten the business which does not succeed may trace the cause to the fact that somewhere in the organization there has been a lack of system in arriving at the actual cost of expense of doing business. For instance, a merchant may calculate that his expense of selling is 10 per cent., advancing his selling prices accordingly, overlooking that there are other expenses in connection with running his business, such as rent, insurance, light, fuel, etc., which would necessitate advancing selling prices considerably in order to assure a fair margin of profit.

As to the correct percentage to add to cost prices for expenses and cost of selling before figuring selling prices, it would depend entirely upon the nature of the business. A fair percentage may be obtained from the previous year's statement of profit and loss account, and unless some unusual item of expense arises the advance may be based upon the result of past years.

Orders may be placed to re-stock lines which have run very low, thus avoiding the loss of sales which so frequently occurs through not having the goods on hand when required, and a good assortment will constantly increase business.

Of course, if the merchant does the selling himself and is able to watch the stock carefully, no record of goods purchased and sold would be necessary, but a record of costs and selling prices would be very useful to every merchant.

In the illustration the merchant in purchasing goods at $1.60 net and advancing 10 per cent. for expenses and 15 per cent. for profit, and selling at $2.10, would be making a gross profit of 31¼ per cent.

Stock.

Stock should be taken actually at least once a year, valued at actual cost when goods were purchased, notwithstanding that possible prices have advanced slightly; extended and added for the purpose of closing the books.

It is an excellent plan occasionally to look over stock which has been on hand for some time, and for which no immediate sale is probable, and mark goods down to promote ready sale, as it is not a good policy to carry "dead stock" from year to year at the original cost of the goods; in fact, when a business is wound up, the stock is usually sold for about 50 or 60 per cent. of its value on the books of the dealer.

A method for looking after purchases for different departments and payment of accounts, with illustration, will be given later.

Don't let the general merchant get the trade in kitchen furnishings and similar lines away from you. He is likely to do it if you don't look out, as he can make some attractive prices in this department—some that the exclusive hardwareman will have to hustle to meet.

From Whom	Goods	Bought			Sold			Balance in Stock	List Invoice Price		Net Invoice Price		Advance for Expenses 10%		Advance for Gain 15%		Selling Price	
S.P.Co.	Silks	1905 Apr	10	yds 50	1905 Sept	5	yds 10	40	2	00	1	60	1	76	2	02	2	10

Stock and Cost Cards.

Cards (A) alphabetically arranged, according to the various lines carried in stock, or according to the name of the concern from whom the goods were bought, may be used to advantage in giving full information as to the goods purchased, the cost, stock on hand at present, list price, net price, advance on cost for expenses, advance on cost for profit, and selling price.

It might appear at first sight that these records would entail a large amount of work, but if the sales records are posted to the sales column on the cards each day, the information which the cards contain will be simply invaluable in showing at any time the actual stock on hand without referring to the shelves; the cost of each line purchased without referring to the purchase invoice, which has sometimes been misplaced, and also the correct selling prices based on experience of past years.

NEW INVENTIONS.

G. Fais, New York City, has invented a combined bolt and hasp having movement within a case, as well as through holes or openings formed in a door with which the lock may be associated, said case having a beam on the door, and being provided with a catch for engaging with the bolt and preventing the latter from being moved outwardly or withdrawn after proper manipulation thereof for effecting locking engagement with the hasp of one of the usual handles of a milk can or the like.

I. J. Griffin, Ossining, N.Y., has a new invention, the object of which is to provide a new and improved nut-lock arranged to allow convenient screwing up of the nut on the bolt to the desired position, to securely hold the nut against accidental return movement, and to permit the operator to unlock the nut for unscrewing the same whenever it is desired to do so.

F. A. Buck, Hubbardston, Mich., has secured a patent for a new construction of a stove. In operation the damper is lowered to close communication between the rear flue and the smoke vent while the fire is kindling, making direct draft from the fire pot through the smoke-consuming chamber into the vent. Well kindled, the direct draft may be shut off by raising damper to close communication between upper part of stove and vent, thus forcing heated gases down through the front flue, the base flue, and up through the rear flue. Draft in either direction may be regulated by check-drafts. Magazine lightly covered, all draft must be through the opening between the baffle-plate and the front lining section.

R. Christensen, Ogden, Utah, has invented an improvement to mop wringers to provide a wringer which forms a permanent fixture of a pail or like receptacle and is arranged to permit of conveniently placing a mop in the wringer to wring out the mop and to cause the dirty water to pass into the pail without splashing the water upon the floor during the wringing operation.

HARDWARE TRADE GOSSIP

Ontario.

G. A. Richardson, Guelph, has been in Toronto during the week.

Frank A. Childs, of Aaron Childs & Son, Gravenhurst, was a visitor in Toronto on Thursday.

A. H. Gingrich, Woodstock, was one of the hardware dealers who took in the Exhibition this week.

H. A. Dunn, of H. S. Howland Sons & Co., Toronto, has returned to his desk after a fortnight's illness.

Harry Robinson, timekeeper of the Canada Foundry Co., Fort William, was in Toronto during the week.

T. E. Prince, hardwareman, 550 Bloor street, Toronto, has returned from a two-week's fishing trip at Sturgeon Lake.

Frank Taylor, of the Western Foundry Co., Wingham, is recovering from a broken collar bone received in a recent accident.

C. L. Moffat, Calgary representative of the Moffat Stove Co., Weston, is visiting the family and business headquarters this week and taking in Toronto Exhibition.

Lou Ross, who has been with F. C. Hunt & Co., plumbers, London, for the past five years, has severed his connection. He was presented with a suit case by fellow employes and a scarf pin by Mr. Hunt.

Amongst the Ontario hardwaremen visiting the Exhibition at Toronto this week were: Mr. Ross, of Ross & Matthews, Cannington; H. Sargents, Deer Lake; L. Richardson, Maple; G. W. Stacy, Warburton; W. H. Pogue, Little Britain; S. G. Carstead, Flesherton; Thomas Creeper, Hampton; Wm. Suggett, Valencia; N. Barrie, Kinmount; W. Gordon, Tweed; C. M. Rankin, Falding; G. P. Hart, Carnarvon; F. W. Reynolds, Bethany; James Coumans, Chipstow; Geo. Beckett, Goderich; W. R. Shields, Coboconk; C. Sorels, Richmond Hill; S. W. Vogan, Walkerton; J. W. Shields, Victoria Road; L. Y. Reid, Georgetown; John McIntyre, Harrow; W. Ough, Aurora; W. S. Wisner, Brantford; Fred Shurly, Galt; W. N. O. Watson, Ayr; J. C. Kennedy, Owen Sound.

Quebec.

Thomas Wilson & Co., hardware, Montreal, have registered.

Geo. Boyd, of the Montreal Rolling Mills, is on his vacation.

Presseault & Larose, plumbers, Montreal, are about to dissolve partnership.

Aime Lemieux, general merchant, of Henryville, spent a day in Montreal this week.

A. Russell, general merchant, of Durham, Ont., called at the warehouses of his Montreal jobbers a few days ago.

H. E. O. Bull, of Decatur, Bull & Co., manufacturers' agents, Montreal, has gone west as far as Winnipeg on a business trip.

Mr. Vincent, of the Vincent Mercantile Co., Parry Sound, called on Montreal wholesale dealers this week.

Mr. Jackson, manager of the Vincent Co., South River, was a visitor in Montreal this week.

Mr. Chabot, of Chabot, Frere, general merchants, L'Annonciation, was among the hardware buyers seen in Montreal this week.

Jordan Steeves, hardware merchant, of Hillsborough, N.B., stopped off at



HAROLD A. ANDERSON,

of Merrick, Anderson & Co, Winnipeg, one of the Winnipeg four-oared crew, Champions of Canada and America.

Montreal this week while enroute to the Toronto Exhibition.

Mr. West, head bookkeeper for Ross Bros., hardware merchants, Edmonton, is paying a visit to Montreal. Mr. West was formerly with the Montreal Rolling Mills.

R. H. Fortye, manager of the Peterborough Shovel & Tool Co., Peterborough, called on the Montreal trade this week and took a number of good orders for his products.

H. D. Anderson and A. Brooks, directors of the Associated Portland Cement Manufacturers, England, were in Montreal this week and will spend some time visiting this country.

R. G. Kingan, of the Kingan Hardware Co., Peterborough, accompanied by his wife, visited Montreal this week. While in the city Mr. Kingan called on some of the hardware jobbers.

The Montreal Rolling Mills have installed eight feed water regulators, manufactured by the Williams Gauge Co., Pittsburg, who recently opened a branch in Montreal. The Canadian Rubber Co. have also put in four regulators of the same make.

A break in the Lachine Canal this week, temporarily crippled some of the manufacturing concerns on its banks. Among others, the Canada Paint Co's plant was compelled to stop for a few hours, while a change was made from water power to steam. That was the extent of the damage, however, and shipments will be continued without any break.

Maritime Provinces.

S. W. Wetmore, traveler, Halifax, N.S., has returned from a visit to New York, where he attended the convention of window dressers.

Western Canada.

K. Whimpster has opened a new hardware store at Fernie, B.C.

Charles L. Moffatt, of the Moffatt Stove Co., Calgary, Alta., is on a visit to his old home at Weston, Ont. Mr. Moffatt intends removing to Winnipeg from Calgary and taking over the management of the entire western business for his company. Larger premises at Winnipeg will also be secured.

Edward Gurney, president of the Gurney Foundry Co., Toronto, is on a months' trip to Western Canada and will go as far west as Vancouver. In Winnipeg last week he announced that his company will shortly erect a new warehouse there. Land has been purchased on Lombard street and a new building, five storeys in height, will be erected at once. The cost will be about $50,000.

A CHAMPION OARSMAN.

"A chip of the old block," exclaimed many a hardwareman when he read in his daily paper not long ago that four Winnipeg oarsmen had won the championships of Canada and America at St. Catharines and at Worcester, Mass., and that the bow oar was handled by Harold A. Anderson, a son of T. A. Anderson, of Merrick, Anderson & Co. In his younger days the father was a noted oarsman and his son is emulating his brilliant record.

Harold returned from the east a short time ago bringing with him the trophies of his victories. At St. Catharines the four Winnipeg boys won the championship of Canada and a little later they had the good fortune to win the championship of America at the Worcester races. These contests were witnessed by 60,000 people.

Hardware and Metal takes pleasure in reproducing the portrait of this champion oarsman.

HEATING SPECIFICATION BOOK.

The Pease-Waldon Co., of Winnipeg, are issuing to the trade a very handy book of blank heating specifications. By following the instructions and using the blanks provided, a dealer cannot easily go wrong in ordering a furnace. A copy will be sent to any dealer who mentions Hardware and Metal in asking for it.

HARDWARE AND METAL

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CANADA'S METAL INDUSTRY.

Statistics showing the output of the iron and steel and other industries for which bounties are paid by the Dominion Government have been made public during the past week, the figures covering the current year ending June 30 last. From practically every standpoint the totals are satisfactory as while some sections of the community might be inclined to grumble at the payment of over $3,000,000 in bounties in one year the majority of business men will consider that the earning of this large amount by industries which were only a short time ago in swaddling clothes is a token of the wonderful prosperity Canada is destined to enjoy in the years to come.

The figures showing the production of the various industries are given on another page, the general healthy tone being reassuring and the doubling of the steel output being eminently satisfactory. As the bounties are timed to end next year, it is timely to study the amounts earned by each industry with a view to reaching a decision as to the wisdom of continuing the payments as is being urged by many. We cannot but feel that an experiment which has resulted so successfully might well be repeated, although a readjustment of the amounts of the bounties paid would probably be in order. Bounties are more easily kept track of than protective duties.

The total amount of bounties paid during the year was $3,088,407, an increase of $229,056 over last year. The figures for the two years are as follows:

	1904-05.	1905-06.
Iron and steel and steel products	$2,234,684	$2,400,773
Lead	330,645	90,197
Binder twine	13,789	15,079
Petroleum	350,407	291,157

The heaviest earner of bounty was the Dominion Steel Co., which was paid in the last fiscal year on iron, steel and articles made from steel the sum of $957,337. The Algoma Steel Co. came next, with $535,190; Hamilton Steel, $200,965, and Nova Scotia steel, $187,693.

The bounties for iron and steel earned by the several companies in 1905-06 were as follows:

Pig iron—	
Canada Iron Furnace Co.	$ 40,256
Deseronto Iron Co.	13,664
Hamilton Steel & Iron Co.	98,897
Dominion Iron & Steel Co.	246,353
Londonderry Iron & Mining Co.	51,525
Algoma Steel Co.	167,420
Steel ingots—	
Hamilton Steel & Iron Co.	$ 67,578
Nova Scotia Iron & Coal Co.	96,803
Dominion Iron & Steel Co.	408,571
Algoma Steel Co.	367,770
Articles manufactured from steel—	
Dominion Iron & Steel Co.	$302,413
Nova Scotia Steel & Iron Co.	25,815
Montreal Rolling Mills Co.	7,386
Hamilton Steel & Iron Co.	34,217

MONTREAL GETS LEAD WORKS.

After three months of dickering with the Halifax Board of Trade and city council who pressed them to locate in the eastern city, Brandram-Henderson, Limited, have decided to establish their lead corroding plant in Montreal.

This was the original intention of the company, and they procured and still hold an option on a property in St. Louis, a suburb of Montreal. When this came to the attention of the board of trade in Halifax, where the parent house of Henderson & Potts is located, they made an offer, backed by the city council, to pay a bonus to the lead corroding works of $10,000 a year for ten years, on condition that they establish a plant in Halifax that would employ at least 75 hands, and have a pay roll of $50,000 annually.

In order to make this agreement valid, it would be necessary to secure legislation at the next session to secure legislation at the next session of the local house, and, to ensure the bill passing, Premier Murray was asked to make it a Government measure. This he promised to do, but he now finds the Government is divided on the subject. Hon. Mr. Drysdale opposing the idea. In consequence, the premier has now informed the board of trade that the bill cannot be made a Government measure, and the deal is off.

Geo. M. Edwards, manager of the Montreal factory of Henderson & Potts, stated to a Hardware and Metal representative that on the visit to Montreal next week arrangements would be completed and a definite announcement made. It is quite likely that building operations will be commenced almost immediately on a fine cement structure, which the company have in view. Every effort will be made to have the roof on before the frost sets in.

THE METAL SITUATION.

A more active market in copper has been the chief development this week. The demand has been excellent for some time past and producers in the United States have been receiving new orders every day from both home and foreign quarters. Exports have exceeded expectations and will probably reach 20,000 tons for the month. Moreover, the visible supply has been considerably curtailed by several recent happenings.

Tin is nominally quoted at the same prices as last week, but these have been subject to several fluctuations. Futures are held somewhat higher, but there is very little business doing in them. The month of August has seen this metal somewhat higher than during the two previous ones, but May's figures have not been touched at any time. A comparative statement of the average daily price of tin, from May till August, will show that June was four cents lower than May, July was two cents lower still, while August was about 3 cents higher than July.

A peculiar condition exists in spelter for although the United States markets are very dull, the demand in London seems to be quite active and the ruling price there this week is 2s. 6d higher than last. Canadian dealers report a good inquiry and quotations are firmly held.

Pig lead has again advanced, following a jump of 1s. 3d in London, and is strong at the new figure. American centres have not followed the lead of London, but, as receipts are smaller of late, the market at both New York and

St. Louis is reported to have a firm undertone and the outlook is encouraging to sellers.

Booming is no word to describe the pig iron market. For some time past the American furnaces have been booking orders in such lively fashion that most of them are now filled up months ahead and prices have been jumping up. For some reason or other the English market soon felt the effect of the boom, and Canadian agents for English furnaces were surprised at the higher rates they were forced to pay when their stocks ran out recently. Scotch pig has also moved up, but not to the same extent as the English iron. The foundries and other consumers in this country are now filing their specifications for Fall delivery and in view of a possible scarcity some large bookings are being made.

WHAT TO DO THIS MONTH

September is a busy month for the retail hardware dealer. Especially is this the case in the larger towns and cities, for, at this time of year, people have all come back from their Summer's sojourn in the country, and trade sets in much more actively, for many reasons.

Scarcely a family who have spent the Summer out of town, come back to their home and find things as they left them. Cooking utensils and other sundries have been left or given away in the country and will have to be replaced. Consequently, the live hardwareman will seize the opportunity this month to conspicuously display a good line of house-furnishing goods, and tactfully introduce them to the notice of his customers who are just back to town.

Secure Trade from Institutions.

The opening of various colleges and educational institutions in September opens a splendid field for the hardwareman. In the case of boarding schools, cooking utensils will be in active demand and the cutlery equipment is subject to almost annual additions. In fact, a fair quantity of general hardware will be disposed of in this way.

As for the pupils themselves, they will want penknives in good quantities. If they are going away to boarding schools a goodly proportion of their equipment in the way of toilet boxes, dressing cases, etc., can be supplied by the hardwareman, who should not be slow to advertise the fact. A display of penknives of various grades, bearing some such motto as "Just right for pencil sharpening," should prove to be a profitable expenditure of energy. There are few things which appeal more strongly to a school boy than pocket knives of approved manufacture, while the female portion of the school population will always be delighted by the daintier lines.

The season for wine presses and cider mills is, unquestionably, September. In many parts of the country there is quite a large demand for these goods, and they are lines for which a demand can easily be created this month by judicious display and advertising.

It is, however, in ammunition, guns, rifles, hunting coats and vests and other sporting supplies that the hardwareman reaps his greatest harvest during September. This season, from present appearances, will be a phenomenal one, and indeed already the quantity of ammunition sold has been remarkable. Some retailers are already placing sorting orders, and a leading Montreal jobber told the writer a few days ago that although his house had stocked an extra large quantity of shot this year, they found that some sizes were already being exhausted. All other branches of the sporting goods trade are correspondingly busy in Fall lines. The dealer should sort up his stock and see that every line is carried in plenty.

The football season is now on, also, and a window display of balls, pads, etc., should encourage clubs and individual buyers to place their orders with local dealers rather than sending away to mail order houses for their supplies. A little ingenuity should result in a miniature scene showing a football game in progress in the window, the players being represented by small doll figures. The upper part of the window could be attractively filled by a number of balls hanging from the ceiling.

Push Lighting Goods.

In September, too, the nights are lengthening and the country housewife commences to need a kitchen lamp, while the farmer begins to feel the need of a lantern. Some time ago when lanterns were much more expensive than they are at present a lantern had to last a number of seasons. But now that lanterns of the best quality are within the reach of all, there are very few who do not buy a new one every couple of years, while many replace them every season. This year promises to see a large consumption of lanterns, and from the orders which have been received by jobbers it would seem that the better grades will be the most lively sellers in September.

Lanterns can be displayed attractively if a little care is taken in their arrangement. In most hardware stores, however, they constitute anything but an ornament, being hung from the ceiling in haphazard fashion, or deposited carelessly in some dark corner. Bring out the lanterns in September, show them attractively, and advertise them in such a way that the whole town will see the necessity of buying lanterns.

Paints, Glass and Brushes.

The paint department needs some special care about the month of September. The time is pretty well past for any large orders for a mixed stock to be given, but there is usually at this time of year the Fall house-cleaning and the preparation for Winter. Floor paints, floor lacs, varnishes and stains should be overhauled, and attention called to the fact that they are on sale. The stock of glass, too, should not be overlooked, for the time will soon be at hand when storm windows are put on, which, on a house that is putting them up for the first time, means quite an outlay. Some lines of brushes, also, can be pushed to advantage amongst those who are painting or doing Fall house-cleaning.

Stoves and Furnaces.

The cool evenings commencing in September open up possibilities for the pushing of heating goods of all kinds and the time to prepare for a big season's trade is now. The advertisements in the local papers should draw attention to the dealer's display of the latest lines of stoves and ranges. It's not too early to put samples on the floor—in fact many dealers defer this until too late in the season. The jobbers co-operate with the retailers by offering to make early shipments with late bookings and every dealer should have his assortment of samples ready in order to catch the first customer encouraged to inquire about stoves by cool days or nights. If a customer asks to see stoves and cannot be shown the goods, the order is likely to go to another dealer who is more up-to-date. Furnace prospects should also be looked after. There are many buildings nearing completion at this season, the furnace or boiler contracts for which are not yet let. Before cold weather and the Fall rush really arrives the district should be thoroughly gone over for prospective furnace sales.

In September, also, import orders of Canada plate arrive and dealers should see that their stocks are full, not only of plate but of stove pipes and elbows, rivets, wires, enamel and other stove accessories.

The bookkeepers should also get busy on outstanding accounts amongst farmers. The time to make collections is rapidly approaching. Crops, on the whole, have been above the average and there is no reason why a goodly amount of the hardware dealers' money in the hands of the farmers, builders and other creditors should not be gotten in during the coming month.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 62.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Turpentine—Now quoted at 87 cents.
Builders' Hardware—American manufacturers have advanced.
Sheet Lead—Has advanced ¼ cent.
Pig Lead—Quotations 5 cents higher.
Pig Iron—General advance.

TORONTO.

Pig Iron—Hamilton No. 1 is now $21.50.
Ingot Tin—Market is not as strong.
Pig Lead—Now quoted at $4.65.
Coal—Anthracite is ten cents higher.
Turpentine—Advanced two cents.
Crude Petroleum—Declined two cents.
Lawn Mowers—Next year's prices will be nearly 20 per cent. higher.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 31, 1906.

Country orders are very large this week but business in the city is a little on the quiet side. The return of moderately cool weather has warned dealers that the Fall is at hand and the result has been a livelier turnover.

As the mid-summer period is now well over it is timely to compare this season's business with that of previous years. It is admitted on all sides that the time of "mid-summer dullness" was busier this year than ever before. Prominent jobbers state that they cannot recall the time in their business career, when the demand upon the producers of hardware and kindred lines was as great in comparison with the production, or when prices on such lines have been so strongly maintained as during these Summer months of 1906. The feature of the Summer's trade has been the inability of many manufacturers to keep up with their orders and the maintenance of prices, and even increases in the same.

There is every reason to expect an extraordinary demand for material this Fall and with this in view, a large number of dealers are finding it to their advantage to get in their specifications early.

A general advance in American builders' hardware has increased prices by about 7 1-2 per cent. Aside from this, there are no changes in prices to report.

AXES—The usual demand is shown. We still quote the following prices: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—In the United States, manufacturers have advanced prices and conditions here are steadier. The following prices are well maintained: No. 3 $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch. $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Shipments of orders booked some time ago are going out freely. The season is now on for retailers. Our prices remain as follows: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES—A first class business is being done. We give discount o nnow ties as 40 per cent. off list.

STALL FIXTURES—Trade is excellent at this time. Discount generally quoted is 35 per cent. off list.

SLEIGHBELLS—Orders are being booked right along and it seems that retail dealers in many parts were successful in disposing of their stock last Winter. We give prices: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50, pear shape, $1.15 to $2; shaft gongs, 20c to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—Manufacturers are said to be crowded with specifications. Quotations remain: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—A strong movement in this line is to be expected before long. We quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Business continues in about the same condition. Discounts are as follows: Flat head, iron 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—Jobbers who filed their specifications early and consequently have a good stock on hand now are congratulating themselves, as there is very noticeable scarcity and manufacturers are unable to keep pace with their orders. We give discounts as follows: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—A good demand is reported. Discounts still remain as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—We still quote $2.05 per keg base, f.o.b. Montreal.

CUT NAILS—A fair business is being transacted at $2.20 per keg base, f.o.b. Montreal.

HORSESHOES— Fall trade is now calling for large shipments. We quote: P. B. new pattern, base price $3.50 per 100 lbs.; M. R. M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—The same steady trade which has characterized the entire Summer is still keeping up. Prices are the same as for some time past.

CEMENT AND FIREBRICK — The same remarks apply as were made last week. Business continues to be largely in small lots. We quote prices as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—The recent advances have held firm. We quote: 5-16 in. $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

GREEN WIRE CLOTH—We are still quoting $1.45 per 100 square feet.

AMMUNITION—This is the best selling line at present and it is included in every order. We quote: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Aug. 30, 1906.

Lawn mowers, which have been selling on a practically open market all Summer, have been brought back again to the former list price with 50 per cent. off. This is quite an increase over the past season's prices—equivalent to about 17 per cent. There is a firmness in all lines of hardware on account of the increased cost of the iron and steel used in manufacturing and the feeling among jobbers is that some advances will be made here and there from time to time.

At present, seasonable goods are selling well. Cutlery and table goods are in active demand.

AXES AND HANDLES—Trade has picked up during the past few days.

CUTLERY AND SILVERWARE—Fall and Christmas lines are now going out in good quantities.

SPORTING GOODS—All lines are selling well. Many jobbers say prospects are better than ever for this Fall.

WASHING MACHINES — A very good demand still exists.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING — Our quotations are as follows: 2-inch mesh, 19 w.g., discount 50, 10 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE— We quote the following prices: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues. We quote: $2.05 base.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7 1-2 off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7 1-2 off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS—Trade is good. Some large orders are coming in.

SLEIGHBELLS—A limited business is being done.

FARM TOOLS—Forks are selling well and a good season has been experienced in all farm tools.

RIVETS AND BURRS—Tinned rivets are now quoted net extra 4c. per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Stocks are bare and supplies very hard to get. Demand is keen with prices very stiff. We quote 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

WOOL AND HIDES—Cow hides No. 2 are 1-4c. higher and 10c. is off the top price for horse hides.

Hides, inspected, steers, No. 1	0	12½
" " " No. 2	0	11½
" " cows, No. 1	0	12½
" " " No. 2	0	11½
Country hides, flat, per lb., cured	0	11
Calf skins, No. 1, city	0	13
" " No. 1, country	0	12½
Lamb skins and pelts	0	75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb.	0	25
" " extra "	0	27
Wool, unwashed fleece	0 16	0 17
" washed fleece	0 26	0 27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Aug. 31, 1906.

Business in metals continues to be very large. Particularly is this the case as applied to sheets. Agents of the leading foreign manufacturers state that their mills are behind in deliveries, as they are meeting with considerable difficulty in obtaining raw material. The market is very strong and there are good reasons for anticipating an advance in prices in the near future.

Copper is again arousing attention this week. Experts freely express the opinion that never has the demand for copper been so great, or the outlook brighter. Several circumstances seem to be making for a short supply, and consequently higher prices. Production in the Lake Superior districts has been considerably curtailed by reason of labor troubles, and heavy floods in the southwestern fields have affected mining properties there. Moreover, the earthquake in Chile, which produces annually some 90,000,000 pounds of copper, will probably have put some of the mines in that country out of commission. There are rumors of hidden stocks of copper, but these, according to a leading refiner, are groundless. At one refinery which has a daily production of nearly a million pounds, the stock on hand is less than the average daily output.

Tin is still fluctuating, but the price now quoted is about the same as last week. The London market is going higher, but in New York few orders or inquiries from consumers are being received, so that the market there is quiet.

About the same story may be told about spelter. There is practically no buying movement in American centres at the present time, and general conditions are dull. The fact that the Canadian market is more influenced by London than New York or St. Louis accounts for the steadiness of spelter here, as prices are again higher in London.

A most animated demand is evident on the pig iron market. Bookings are very large and deliveries are difficult to obtain within a reasonable time. Consumers, as a result, are displaying considerable haste in placing orders.

COPPER—Conditions locally are practically the same as last week, but reports from New York would indicate that prices will soon again be advanced. We quote: Ingot copper, 21c. to 21½c.; sheet copper, base sizes, 25c.

INGOT TIN—Fluctuations have again occurred, but we are still quoting: 44c. to 44½c. per pound.

ZINC SPELTER—A good demand is shown and the market here remains steady at the following price: $6.75 to $7 per hundred pounds.

ANTIMONY—The quantity being sold is comparatively small. We still quote 27c. per pound.

PIG LEAD—Continued advances in foreign markets have forced local prices up to $4.50 to $4.60 per hundred pounds.

PIG IRON—The demand is exceptionally brisk. Our prices are:

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18.50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	"	"
Carron No. 1	23.00	"	"
" (special)	22.00	"	"
Summerlee No. 1	22.75	"	"
" No. 3 (soft)	21.75	"	"
Clarence No. 1	20.00	"	"
" No. 3	19.65	"	"
Cleveland No. 1	20.00	"	"

BOILER TUBES—We still quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15½c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Business is brisk at the following quotations: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's Best, 11c. to 11½c.

MERCHANT STEEL—Business is

fairly brisk. We give the following prices: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—Prices remain: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON — Owing to scarcity of raw material, the mills are finding it difficult to supply consumers. Prices are expected to be advanced shortly. We still quote: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—We are quoting: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—Heavy bookings are now being made. Quotations remain: 52's, $2.60; 60's $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—The market remains steady at the following prices: Cokes, base size, 1C 14 x 20, $4; charcoal, base size, 1C, 14 x 20, $4.25.

TERNE PLATES—We still quote $6.85

SHEET ZINC — In view of the strength now shown by spelter, the following prices are very firm: $7.75 in casks; $8 in less than casks.

SHEET LEAD—Owing to the advance in pig lead, sheets have also been quoted higher, and our prices now are: 2½ lbs., 5¾c. by the roll; 3 lbs. and heavier, 5½c. by the roll; small quantities, 25c. per hundred pounds extra.

BAR IRON—We are still quoting $2.05 base, f.o.b. Montreal.

OLD MATERIAL—Cast scrap is very scarce, and prices are firmer, owing to the briskness of the pig iron market. We give prices as follows: Light copper, 14½c.; heavy red brass, 14½c.; yellow brass, 11½c.; light brass, 8c.; lead, 3½c.; zinc, 4c.; machinery cast scrap, $15; wrought scrap, $13 to $14; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7¾c. to 8c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Aug 31, 1906.

Pig iron, pig lead, and hard coal show the only changes this week, the latter making its last jump of ten cents on the first of September.

All iron markets are stiff and we are advancing Hamilton No. 1 to $21.50. A newspaper report stated that the Hamilton Steel & Iron Company had sold its entire output of pig iron and finished bars for the first half of 1907. We are in a position to say this is incorrect. Work has commenced on the company's blast furnace and it will be pushed forward rapidly so that it can be put in blast early in 1907. To Hardware and Metal, General Manager R. Hobson stated that the company had closed for their supply of coke at an advance and there was also strong talk of an advance in ores. He looked for a continuation of the present prices with a strong probability of their going even higher.

Every line has been active during the past week and a good business has been done. The scarcity of galvanized sheets in the sources of supply and the talk of higher prices is encouraging a larger local movement. The orders for Canada plates now being imported are also very large. Tin has weakened a little during the week and we are quoting a cent lower. Copper is in increasing demand with supplies none too plentiful. Lead has advanced following outside markets, and spelter is quieter. Altogether the market is a very satisfactory one.

PIG IRON—The market is strong and Hamilton No. 1 has been advanced 50c. Supplies are short and buying fur future shipments brisk. We quote: Radnor at furnace, $33; Hamilton at furnaces, No. 1, $21.50; Londonderry, f.o.b. Toronto, No. 1, $22.50; Middleborough, $22.50 to $23.

BAR IRON—Stocks are light and demand lively. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Fluctuations in outside markets have left prices about as they were. Locally the dealers are asking from 42c. to 43c. per lb.

TIN PLATES—Trade is active with prices unchanged. We quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Buying is active owing to the shortage reported in primary markets. We quote: 16 to 20 gauge, $3.65 up.

BRASS—The market continues firm with no price changes. We quote: 23c. to 24c. per lb.

COPPER—Prices are firm and the tendency is upward. Our prices are: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—In response to the advances in foreign markets, $4.65 is now quoted for imported pig and $5 per 100 for bar lead.

ZINC SPELTER—Locally buying is active, but generally the markets are quiet. Prices remain unchanged. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — We quote: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1¼ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $20. Terms, 2 per cent. off.

ANTIMONY—Good business is being done in small lots. Prices are unchanged at 27c.

OLD MATERIAL — Dealers' buying prices are as follows: Heavy copper and wire, 15c. to 15½c. per lb.; light copper, 13½c. to 14c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $11; No. 2 wrought, $3 to $5; machinery cast scrap, $15; stove plate, $10; malleable and steel, $5; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

UNITED STATES METAL MARKETS

From the Iron Trade Review, Cleveland, Aug. 30, 1906.

The danger of a runaway market on pig iron is apparently passing. Although buying is still active, it is being done more cautiously and frequently high quotations do not result in orders. Some very high prices are being paid for prompt delivery, especially on southern iron, for which more than $16 Birmingham for No. 2 has been paid, but $15.50 Birmingham for the remainder of this year and $15 for next year's delivery are about the correct market quotations. Small buyers have been compelled to pay more, but a large interest had no difficulty in placing an order at slightly below $15 for southern and at about $18 for northern iron, both for next year's delivery.

On the whole, the pig iron situation may be summed up as being very strong, but more satisfactory than recently on account of the disappearance of excitement.

The scarcity of crude steel in the central west is becoming very serious. The withdrawal of the Illinois and Inland Steel Companies from the market as sellers of billets has caused much anxiety among consumers at Chicago.

The Pittsburg district mills are also experiencing much difficulty in meeting their requirements. The operations of sheet and tin plate interests are considerably hampered.

Great activity in all finished lines continues. The American Steel & Wire Co. within a month has closed contracts for about 200,000 tons. Advances are announced this week of $2 on spikes, $2 a ton on track bolts, $1 on light rails and $1 on blue annealed sheets. Orders for tin plate are numerous for this time of the year, due in part to the anticipated advance in price. Specifications are heavy.

The dealers in old material seem to be confident of the prevalence of higher prices this Fall, as they are buying freely and advancing quotations. Consumers are not, however, very prominent in the market.

LONDON METAL MARKETS.

From Metal Market Report, Aug. 30, 1906

PIG IRON — Cleveland warrants are quoted at 53s. 7½d., and Glasgow standard warrants at 53s. 1d., making prices as compared with last week unchanged for Cleveland warrants and 10d. higher for standard warrants.

COPPER—Spot copper opened steady at £84 12s. 6d., futures £84 15s., and after sales of 150 tons of spot and 200 tons of futures, closed quiet at £84 15s. for spot, and £84 15s. for futures, making price as compared with last week unchanged on spot and 2s. 6d. higher on futures.

TIN—Spot tin opened weak at £182 5s., futures at £182 17s. 6d, and after sales of 100 tons of spot and 320 tons of futures closed steady at £182 5s. for spot, £182 15s. for futures, making price compared with last week 5s. lower on spot, 5s. lower on futures.

LEAD—The market closed at £17 10s. making price as compared with last week 7s. 6d. higher.

SPELTER—The market closed at £27 5s., making price as compared with last week 5s. higher.

U.S. IRON AND METAL TRADES.

From the Iron Age, Aug. 30, 1906.

Present scarcity dominates the pig market, and the possibilities of production in the farther future get scant notice. Consumers of foundry iron in particular, who find difficulty in meeting early wants, are pre-empting furnace output in the early months of 1907. Only a good beginning has been made in buying for next year, and naturally the large foundry interests lead the movement. At advancing prices further business has been placed. Sellers seem less eager than buyers to reverse the practice of many months of making short intervals between sales and final deliveries.

Pig iron prices have advanced 50c. to $1 a ton and variations in selling prices grow more noticeable. On southern iron prices for 1907 delivery range from $15 to $16, Birmingham, for No. 2 iron, the discrepancy coming in part from the practice of making delivered prices which meet district competition.

In steel making pig iron, since large buyers are chiefly concerned and they are willing to let a shortage be a shortage, the market has calmed down. With the starting of the new Bessemer steel plant at Youngstown the situation is simply that a certain tonnage of Bessemer iron will be converted there that under other conditions would have gone to increase the steel supply of the larger companies. Pittsburg reports sales of basic iron for the first half of 1907 at $18 at Valley furnace, including 25,000 tons for Buffalo. Bessemer iron has gone to $18.50 at furnace.

As indicating what may be expected later in the year, it is noted that three additional furnaces of the Illinois Steel Company, together producing 1,000 tons a day, will be active in the next 30 days. As humidity declines pig iron production in all districts will increase.

The complaint always attending an advancing market is heard here and there—that iron bought at low prices does not come forward at scheduled deliveries.

Though the United States Steel Corporation is pro-rating deliveries of semi-finished steel between its subsidiary sheet and tin plate companies and the independent mills in those lines, the latter are considerably short of their needed supply of steel. It is not true, however, that the Carnegie Steel Company has advanced the price of sheet bars to $30. September deliveries will be made at $29, as heretofore. Other sheet bar mills have sold at $30 and higher.

Buying of steel cars has begun in earnest, 15,000 being placed last week. Large orders are yet to be given out.

Heavy business in both sheets and tin plates is reported in the past week and advances in both lines appear imminent. Some independent producers have already put up their prices $1 a ton.

The bar trade shows signs of overselling. The premiums already secured by certain producers of steel bars may lead to a general advance. Some mills are fully sold for the balance of the year.

The basis for Lake Superior ores for 1907 is still a subject of diverse views, a 50c. advance being favored, while some sellers would stop at 25c. in the interest of eastern buyers. The Hill ore deal now finds litigation over Minnesota State leases its only obstacle.

Nova Scotia Trade News.

Halifax, N.S., August 29.

The iron markets are very firm and from present indications they will continue so. There was an advance recently of fifty cents per ton on iron, and dealers would not be surprised at a further advance, owing to the condition of the markets. The zinc markets are a little easier, and a decline of a quarter of a cent is noted. Cast steel is firm. Ingot tin is fairly firm, and there is a probability of an increase in the price of black sheet iron, which is now quoted here at $2.40 for 24 gauge. Wire nails are quoted here at $2.15 base, and cut nails at $2.40 base. Pig lead is quoted at $6.25, and sheet lead at $5.75 for rolls and $6.25 for smaller quantities. Stocks of glass held here are light, and the jobbers do not care to quote prices on their holdings. Cordage and cement are unchanged, and turpentine is quoted at 95c. per gallon by the cask, and $1 for less than casks. There has been a good sale for cutlery here this season, many American tourists purchasing goods of British manufacture, which they can buy here at much lower figures than in their home markets. Business is quite active, and satisfactory orders for Autumn goods are now coming in. Guns and ammunition are now selling, as the sporting season is now near at hand. Collections are very good all round, and from the present outlook business promises to continue good.

* * *

At a meeting of the provincial executive of the Prince Edward Island Government, it was decided to have the present bridge at Vernon River replaced by a modern steel structure, and the contract for the construction was awarded to W. T. McNeill & Co., of New Glasgow.

* * *

Many iron ore shipments are being made from Wabana, Nfld., to Philadelphia. The steamer Othello sailed early last week with 6,200 tons, and the Sangstad sailed for Rotterdam later in the week with 5,240 tons.

* * *

The Dominion Iron & Steel Company have commenced rolling rails for the Government section of the Grand Trunk Pacific Railway. Ten thousand tons are for delivery at Fort William, Ont., this Autumn, the balance for delivery at Quebec. The Standard Inspection Bureau, of Toronto, has been appointed inspector of the rails. C. S. Cameron, the comptroller of the steel company, who has been in Liverpool, is expected to reach Canada this week.

* * *

Sixty years ago the late B. L. Douglas and the late Robert Chambers, of Truro, started business in Amherst under the firm name of Chambers & Douglas. This firm continues to do business in the same stand under the well known name of Douglas & Company. The present partners are Walter Wood, H. N. Stevens and J. H. Douglas, the latter a grandson of the founder. Starting as a general store and now confined to wholesale and retail hardware, this establishment has through all these years preserved an honorable record and is doing an excellent business.

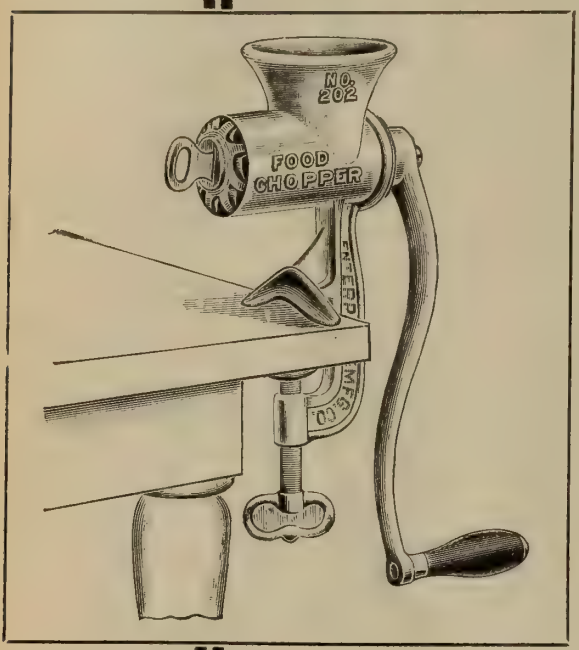
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The cargo of the steamer Dahomey on her recent trip from Sydney to Montreal consisted of fifteen hundred and fifty-six tons of steel rails, one hundred and two tons of cement and fifty-seven tons of pitch, the shippers being the Dominion Iron & Steel Co., the Sydney Cement Company and the Dominion Tar & Chemical Company respectively.

* * *

At a meeting of the ratepayers of Amherst to consider the question of permanent streets the report of the committee appointed sometime ago in favor of the tender of the Warren Bitulithic Pavement Co., was received and adopted. The price is $2.75 per square yard. The present expenditure will be about $40,000. The town is also extending the

ENTER

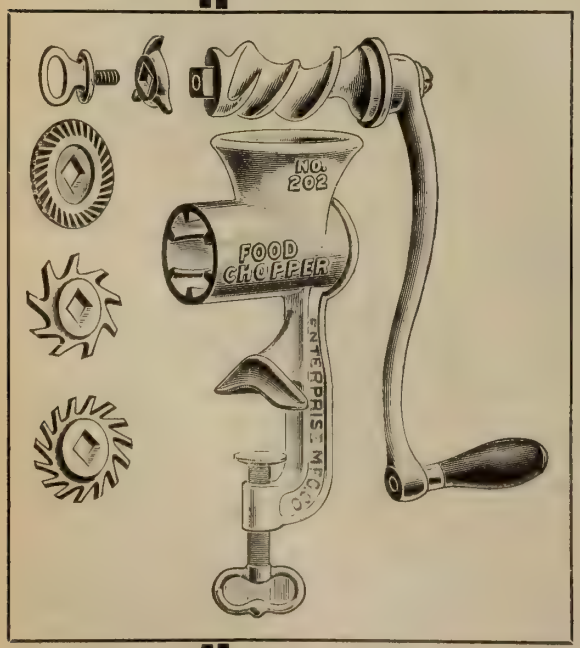


Surprising, how many people have it on their minds to buy an **Enterprise Food Chopper.**

They've seen the advertising in the magazines, in their mail and in cook books and booklets.

They want an **Enterprise Food Chopper,** have decided to buy one, and they will buy at the first opportunity—***of the dealer who reminds them of it.***

This is your opportunity. Show the goods. Hang up our metal lithographed display. Treat your customers to our book of famous old recipes, "The Enterprising Housekeeper" and the business-bringing booklet, "The Cook, Her Critic and . . . ." ***Advertising at our expense.***



Order from your jobber the new number, No. 202. Thoroughly tinned; has four knives for cutting everything from nut butter to hash; phosphor-bronze bearings.

Write us direct for advertising matter..

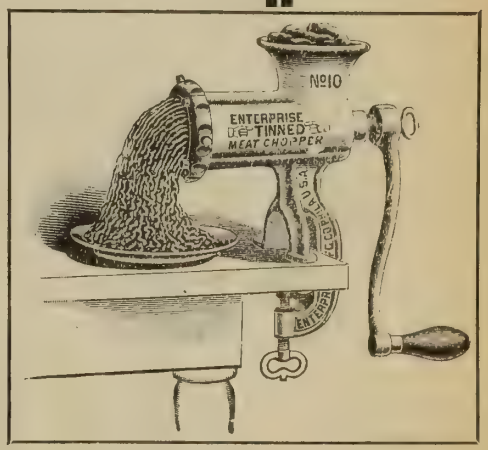
THE ENTERPRISE MFG. CO.

OF PA.,

PHILADELPHIA

NEW YORK BRANCH - - - - - 10 WARREN ST.
SAN FRANCISCO BRANCH - - - - 318 MARKET ST.

P R I S E



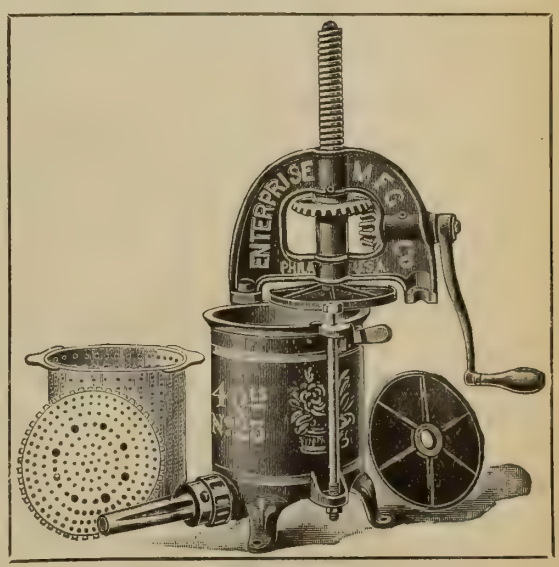
Just glance through the 1906 edition of the Enterprise catalogue and see if you are doing all the business you should with **Meat and Food Choppers.**

From the small family size, at $2.00, up to a fifteen horse-power electrically-driven Chopper, we can furnish a "knife and plate" Chopper for every possible use.

These are the choppers that first introduced a perfect method of chopping and they have remained for years without serious competition.

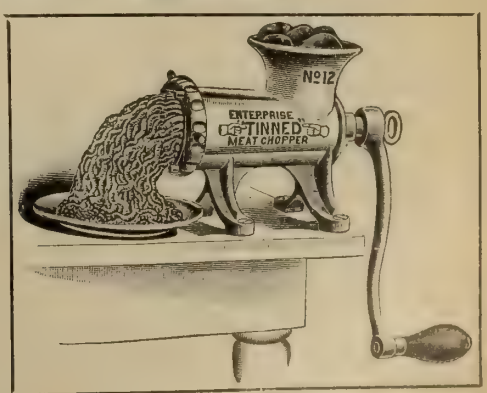
They are the only choppers that cut perfectly every tendon and piece of gristle.

The popular sizes, Nos. 5, 10 and 20, have a wonderfully quick sale to families, boarding houses, hotels and institutions.



The Enterprise Sausage Stuffer, Lard and Fruit Press is bristling with good points and patented features that make it the quickest selling and most satisfactory machine on the market. Are you posted on it, stocked, and prepared with advertising matter to push it ?

If you haven't the catalogue, write



THE ENTERPRISE MFG. CO.

OF PA.,

PHILADELPHIA

NEW YORK BRANCH - - - - - 10 WARREN ST.
SAN FRANCISCO BRANCH - - - - 318 MARKET ST.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Aug 31, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Business continues active and values are steady. Money is reported "tight."

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Prices are quoted as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE — We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02· 12. $3.10: 13, $3.20: 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows· Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30: ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47 1-2 per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1 1-2c. per lb. A decline of 1-4c.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6 1-2c. per pound.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Business is active as the shooting season is close at hand. We quote as follows: Cartridges, Dominion R. F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—Prices are: Bar iron (basis), $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50: tool steel, Black Diamond, 100 lbs., $9.50; Jesson. $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—Prices are very firm. $5.25 per cwt. with a reduction of 25c. per cwt. on ton orders.

AXLE GREASE—"Mica" axle grease has been advanced to $2.75 per case and "Diamond" to $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —We quote: White lead, pure, $7; bladder putty, in bbls., 2½c.; in kegs, 3½c.; turpentine, pure, in barrels, 97c.; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS—We quote: 16-oz.

O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

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PROBLEMS IN THE PRODUCTION.

The commercial problems arising out of the increasing demand for tin are attracting a good deal of attention both in the United States and Europe. "Although part of the advance in the price of tin which has been witnessed lately has been due," says a bulletin of the United States Department of Commerce and Labor, "to speculative operations, much has been genuine, and has been

Covert Mfg. Co.

Troy, N.Y.



Harness Snaps, Chain, Rope and Web Goods, etc.



For sale by Jobbers at Manufacturers' Prices

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

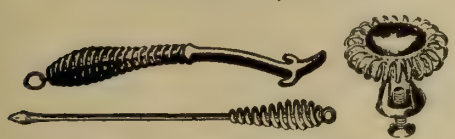
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Bowmanville, Ont.



Makers of Good Goods Only.

Metal Shelf Boxes
For Sale Cheap

I have 500 Metal Shelf Boxes for sale cheap. Bought them cheap and will sell them right. They have solid oak fronts and handsome brass pulls and the 500 will fit up a good sized hardware store. Used only two years and as good as new. This is a rare chance.

Write for sizes and particulars
R. J. McCONNELL, - CARMAN, MAN.

Scrap Iron for Re-working

Better bars for re-working are obtained from selected scrap than from pig iron—have more life and strength.

London Bars are made from selected scrap and come in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands.

Large stock always on hand, insuring prompt shipment. 51

London Rolling Mills
London, Canada.



Everything for the Painter



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS
"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?
Our guarantee protects dealer and consumer.
We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

caused by rapidly increasing consumption. In 1880 the world produced 38,000 tons of tin and in 1890, 55,000 tons. In 1900 the production exceeded 80,000 tons and for the past five years has averaged more than 90,000 tons. At the present time 50 per cent. of the world's output comes from the Federated Malay States, 17 per cent. from Bolivia, 15 per cent. from the Dutch East Indies, 6 per cent. from Australia, 5 per cent. from Wales, and 7 per cent. from other countries.

"Experience has proved that largely increased quantities of copper and tin are required. The fact that gold production throughout the world has trebled within the last fifteen years naturally tends to heighten the prices of metal in general and indicates that the high prices are not merely temporary. The consumption of copper will not fall off, or of tin either. The production of copper is expected to increase, but with tin there is not the same prospect unless the discoveries in Alaska should reveal a new field from which to obtain tin. The fact that 50 per cent. of the product now comes from the Malay states, and that the labor question is becoming more difficult there, has some effect on the price. Recently the cultivation of coffee and rubber has been successfully established in some parts of the Malay states which were formerly considered good tin districts. It does not appear that the Straits production of tin can increase in the future as it has done in the past twenty years, and it is even doubtful whether the present output can be kept up. The production of Bolivia has increased of late, and in a smaller degree Australia may likewise yield larger quantities of tin.

"The African tin fields, so systematically and thoroughly 'boomed' during the past year, are pronounced by the London Times a failure, and no other new deposits have been reported. Tin mining in Great Britain has dwindled to very small proportions. The output of the Cornish mines aggregated 10,200 tons in 1870, which had fallen in 1904 to 4,200 tons."

British Columbia Trade News

Vancouver, B.C., Aug. 24, 1906.

Towing large rafts of logs on the ocean has been familiar to the public for a number of years, through the efforts in that direction of Capt. H. R. Robertson, who is the originator of the idea. Several unsuccessful attempts some years ago were followed by better luck, and large rafts have been taken from the northern coast states to California.

Capt. Robertson, who is manager of the Robertson Raft Co., of Portland, Oregon, is now in British Columbia in connection with the establishment of a company here for the purpose of taking logs to Panama. He first took the matter up in this province a year ago, and now has brought things to a stage where he has a company formed and the project is practically established. Two large ocean-going tugs are being built on the Atlantic Coast and will be brought round the Horn early next year to be employed in the enterprise.

Contracts for logs and piling in connection with the Panama Canal have been secured and the field for the rafting business is thus open. As it is necessary to assemble the logs in fresh water, the Fraser River has been chosen as the location for the yards where the rafts will be built. Several sites are available but none have been chosen yet. Rafts containing fifteen million feet have been successfully towed from the Columbia River to California by Capt. Robertson's Portland company. The tugs being built have specially devised towing apparatus to handle the enormous weight of the rafts. Capt. Robertson, the originator of the scheme, is a Canadian, a Nova Scotian by birth.

* * *

An addition to the waterworks supply system of Vancouver city is being made by laying another main under the Narrows—the entrance to the harbor. The city's water supply is taken from Capilano River across Burrard Inlet, and all four mains under the Narrows will now be in service to bring the water into the city. Last year a main was also laid. These mains are specially constructed of ball-jointed iron pipe. The distance is over a third of a mile and the whole main has to be connected together on the shore and afterwards hauled across in one piece, cables being laid under the sea and a capstan on the opposite shore being used to slowly drag the pipe to place. The operation is an expensive and interesting one but has always been successfully accomplished.

* * *

Electric railway extensions of importance are being projected in the lower Fraser Valley and some of them will, if installed, mark the inauguration of long-distance electric lines in the province. The most important is the projected line up the Fraser to Chilliwack, a distance of 60 miles or more. This line will be on the south side of the river and will run all the way through a good farming and ranching district, which indeed is the general character of the whole section between the Fraser River and the international boundary as far east as Chilliwack. There are a number of prosperous settlements there already, but absence of any practical means of transportation, with exception of the river steamers, has always been a drawback to large settlements and to development of land.

The other projected line is from Eburne to New Westminster, on the north side of the Fraser River. This undertaking will be carried out by the C.P.R. which has a charter for a line, which will run either on the mainland from Royal city down the river or else on Lulu Island, practically to the seacoast, a distance of some fifteen miles. To make this project complete and really a long-distance line, it is proposed to connect with this line the New Westminster branch of the C.P.R. now running to Westminster Junction on the main line. The B. C. Electric Railway Co. would then take over and operate the line in the same manner as it now operates the C.P.R.'s Steveston line from Vancouver. Mr. J. Buntzen, of the B.C.E. Railway, and Mr. Marpole, of the C.P.R. have had conferences with Mayor Keary, of New Westminster, and the matter is to be taken up between Mr Buntzen, who is managing director of the B. C. Electric, and the president of the C.P.R.

* * *

A syndicate of Victoria business men has been formed for the purpose of shipping building stone and other materials to San Francisco. The syndicate controls recently discovered marble quarries on Nootka Sound, sandstone quarries on some of the islands of the Gulf of Georgia, a large lime plant, and some deposits of brick clay. Thus a very wide range can be covered by the project, which is likely to be carried out on very large scale.

* * *

The scaling of all logs cut on provincial lands under lease or license is being carried out by the recently appointed official scalers, and in addition to measurement it is now announced that a statement will also be furnished with the scale of each boom of logs, showing the percentage of each grade of logs. So far the new regulations have been working well, and while there was some opposition on the part of the mills at first, this has been withdrawn and the new system accepted. The Government pays the scalers instead of the mills and loggers as formerly. A small fee is charged for the scaling, and as the measurement is independent it is accepted by both buyer and seller of logs.

* * *

The expansion of the lumber industry in this province and its relative importance in the volume of trade may well be gauged by the cut of logs for the month of July, as reported by the provincial supervisor of log scalers, Andrew Haslam. He says that 20,000,000 feet of logs were scaled during the month by the scalers, and this of course only represents the cut on provincial lands. Estimating the cut on Dominion timber lands at 15,000,000 feet, the cut of logs in the coast districts would be 35,000,000 for the month, and add to that another 15,000,000 as a fair estimate of the cut for the month in the interior of the province, where many mills are operated, 50,000,000 feet would be the cut of logs in the province for the month of July.

The demand for lumber, both local and for shipment to the Northwest Territories shows no signs of abatement and even with the additional cutting capacity represented by several new mills, and increased machinery in others, the indications are that more large mills will have to be built to meet with the enormous and ever-growing demand for the famed B.C. fir and cedar lumber. It is noticeable this year that a very considerable proportion of hemlock logs is being marketed and cut into dimension timber, joists and studding. Formerly these logs were not taken out, but with changed conditions nothing is overlooked.

THE RIGHT USE OF ADVERTISING MATTER.

Many a dealer who is sure he ought to advertise his store more and better, but who is concerned over the question of expense, should realize that aggressive manufacturers of widely-advertised specialties offer him excellent advertising in return for the slight effort of distributing it.

Some dealers who are not buying automobiles, and who wonder how their competitors can buy them, have under the counter or down cellar, packages of expensive printed matter that would increase their sales if it reached the hands of the right people.

It is advertising matter of a good quality, much of it, full of force and selling arguments and well illustrated. If handled properly it would not only sell the article that it talks about, but would bring people to the store who would not otherwise come.

A case in point is the experience of dealers with a clever new booklet furnished by the Enterprise Manufacturing Co., of Pa., to promote sales of their line of household food choppers. Under the title of "The Cook, Her Critic, and ——" it gives valuable advice to young housekeepers and suggestive hints to older ones. Dealers are supplied free, and those who have made careful use of the booklet, putting copies into the right hands, have reaped a quick harvest of good sales.

The same company furnishes free copies for distribution, of their much-sought-for "Enterprising Housekeeper," which is held in high esteem because its recipes are economical and practical, unlike so many of the modern cook books.

If you are not getting the full benefit of these advertising aids write to the company and get them at work for your store.

THE MILK CAN STANDARD.

At the last session of parliament an Act was passed to make it imperative that all cans used for the purchase or sale of milk by dealers or others should be verified and stamped by a Dominion inspector of weights and measures and under the Weights and Measures Act. It always has been the law that such cans should be inspected and their correct measurements verified by a Government official, but this provision, if ever enforced, long ago fell into disuse. The amendment to this Act, which has received the Governor-General's assent, becomes law on Oct. 13, 1906, and those using cans not in accordance with the new regulations will be subject to a fine not exceeding $50, and have the cans confiscated. The tariff of fees for inspection of cans is as follows:

When a capacity of two gallons or under, a fee of 10 cents each.

When a capacity exceeding two gallons and not exceeding five gallons, a fee of 20 cents each.

Praulx & Paquin, plumbers, Montreal, have dissolved partnership.

FIRE-PROOF GLASS WINDOWS THAT ARE FIRE-PROOF

These windows in a fire-proof building, complete the security, and in any building will thoroughly prevent the spread and advancement of the fiercest flames.

Better than iron shutters (even if they happened to be closed at the needed time); fire-proof glass remains intact, resisting both the intense heat of the fire and the action of water.

Many practical tests have proved it's efficiency.

Used in conjunction with our hollow sheet-metal frames and other fire-proof fittings, it gives the most perfect protection available.

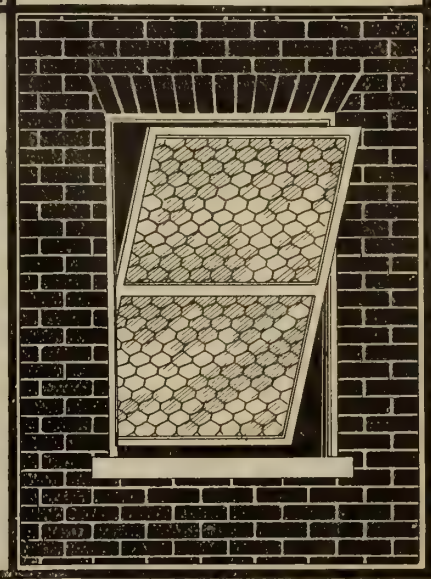
It's adoption lessens insurance rates.

If you want to know more about "fire-proof windows," write us, it's an interesting subject.

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Metallic Roofing Co., LIMITED,

TORONTO, Canada.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

Traveller Wanted.

Good position open for party of exceptional ability to sell a complete line of up-to-date stoves and furnaces in Manitoba and Northwest, a line well known. Excellent opportunity. One with furnace experience preferred. Addrees, in confidence, Box 550, Hardware and Metal, Winnipeg.

BRONZING SEASON

means bronze business, and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON WINNIPEG, CAN.

FOUNDRY AND METAL INDUSTRIES

CONTINENTAL RAILWAY CONTRACTS.

The following is a statement of the several contracts for material awarded by the commissioners of the Transcontinental Railway up to Aug. 1:

Dominion Iron & Steel Co., Sydney, N. S., 33,000 gross tons steel rails	$1,127,000
Nova Scotia Steel & Coal Co., New Glasgow, N.S., 1,217 gross tons splice bars	57,247
Gananoque Bolt Co., Gananoque, Ont., 310,000 lbs. track bolts and nuts	10,635
Toronto Bolt & Forging Co., Toronto, Ont., 202,800 lbs. track bolts and nuts	7,500
Peck Rolling Mills Co., Montreal 1,188,200 lbs. track spikes	29,705
Hamilton Steel & Iron Co., Hamilton, Ont., 729,000 lbs. track spikes	18,589
Toronto Bolt & Forging Co., Toronto, Ont., 728,900 lbs. track spikes	18,586
Montreal Rolling Mills Co., Montreal, 728,900 lbs. track spikes	18,563

THE STEEL OUTPUT DOUBLED.

The iron and steel bounty payments paid by the Dominion Government for the financial year up to July 1 amount to $2,004,339, as compared with $1,540,203 in 1905. The payments indicate a very large increase in the output of the Canadian iron and steel industries.

Bounty amounting to $687,631 was paid on a total output of 581,858 tons of pig iron; of this, 86,523 tons was made from Canadian ore. The bounty on this was at the rate of $1.65, and totalled $142,263; 495,335 tons were made from foreign ore. The bounty on this was at the rate of $1.10, and totalled $544,868.

Last year's output of pig iron was 386,719 tons, of which 327,267 tons were made from foreign and 59,452 from Canadian ore. The rates of bounty were higher, however, last year, viz., $1.50 on foreign and $2.25 on Canadian ore, so the total amount paid as pig iron bounty, was $624,167, of which $490,401 was on foreign and $133,766 on Canadian ore.

Of steel ingots, 569,237 tons were made in the Canadian mills during the past year, as compared with 272,916 tons in 1905 The bounty in 1906 at the rate of $1.65 per ton, was $941,000. In 1905, at the rate of $2.25 per ton, it was $614,433. Of puddled bars, 3,560 tons were made in 1906, as compared with 3,509 tons the year before. The bounty at $1.65 per ton, this year, was $5,875. The payments last year at $2.25 per ton were $7,895.

The Government paid a bounty in 1906 of $369,832 on 72,875 tons of rolled angles, wire, rods, plates, etc. In 1905 the payments were $293,208, and the output 59,842 tons.

These iron and steel bounties expire next year unless they are renewed by parliament The bounty rate on pig iron from Canadian ore and on puddled bars and steel ingots this year is $1.05 per ton The rate on pig made from foreign ore is 70 cents a ton.

The lead bounty in 1906 totalled $90,197, as compared with $330,645 the year before, the rate of bounty being much lower on account of the higher price of lead in the world's markets.

The petroleum bounty, at the rate of 1 1-2 cents per gallon, showed payments amounting to $291,157, as compared with $350,047 in 1905.

There was also paid a bounty amounting to $15,079 in manila used in the manufacture of binder twine, as compared with $13,789. In 1906 the bounty was allowed on 4,423,300 lbs. of manila used in the manufacture of 8,617,457 lbs. of binder twine.

You Can Have a *Good Trade* or a *Poor Trade*. The Choice is Yours. It's a Matter of Selecting the *Right Line* or the *Wrong One*. We Offer You a *Good Trade* and the *Right Line*. Make Selection.

No dealer can afford to take chances on the line of paints and varnishes he handles. That he wants a line that will bring him good trade is a foregone conclusion. That he must have the right line to attain this is also a foregone conclusion. But from the lines some dealers carry and the poor trade they seem to be content with, this does not appear to be always true. It is, nevertheless.

The Sherwin-Williams Line is the *right line* for any dealer, because it gets *good trade* and keeps it. It is a line that never fails to give satisfaction. Every paint and varnish in it is made just as good as these products can be made. It has a standard of excellence even higher than seems necessary—and it maintains it. You can appreciate, perhaps, what this means.

But even the best line made would not sell if it was not properly pushed—if attention was not called to its merits over other lines. So we not only make the best paints and varnishes, but we put behind them the best advertising helps as well. We give the dealer our co-operation in introducing the goods, in getting sales, in securing the business of his vicinity. With his assistance, such co-operation soon builds up good trade, for our advertising sells goods and our goods give the kind of satisfaction that makes return sales.

Here is the matter concisely presented. If you are thinking of putting in a line of paints and varnishes, or if you have a poor trade now, let your best business judgment counsel you. It's ***The S-W. Line*** or "the others." We shall be glad to serve you.

THE SHERWIN-WILLIAMS CO., PAINT AND VARNISH MAKERS.

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Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

1689

Wanted Hardware Dealers

As Agents for

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Prompt Shipment

The ONTARIO TACK CO. Limited.
HAMILTON, ONT.

MACHINERY STEEL

IRON FINISH
SINGLE OR DOUBLE REELED
COLD ROLLED

Large assortment in stock.

Close Prices for Import.

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

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NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
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CANADA SMELTING CO.
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STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

PRICE and QUALITY

are two vital elements in

GILBERTSON'S

COMET GALVANIZED SHEETS

That means they are soft, smooth, and easily worked, that they are flat, well galvanized and that they are lower in price than other high grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

IS PAINTER'S COLIC A MYTH?

In 1903 the French Senate appointed a committee of scientific men to investigate the effects of white lead upon the health of journeymen painters. The committee has just reported that it has made a careful investigation of the subject in eighty-six of the eighty-eight departments into which France is divided, extending its inquiries even into Algeria. According to this report, out of 194 journeymen painters who were in the hospitals of France in 1904 only twenty-seven were sick from diseases originating from their trade. "If this number were double," says the report, "we are still very far from the ravages which have been attributed to the use of white lead." The committee has not been able to discover any evidence of the excessive mortality which was reported to prevail in this business. The death rate among house painters is very low, averaging only one in every 7,000 or 8,000 journeymen.

PRICE AND PRODUCTION OF ARSENIC.

The domestic prices for arsenic are based on the fluctuations in the English market, and for the sulphides and chemical compounds on the quotations ruling in Germany. During 1905 the American market showed sales of white arsenic at $2\frac{3}{4}$ to $4\frac{3}{8}$ cents per pound, according to brand. The best prices were realized in the last quarter of the year, when supplies were curtailed by the scarcity of mispickel and by difficulties experienced in mining abroad. Red arsenic, imported largely from Germany, brought $6\frac{3}{8}$ to $7\frac{1}{2}$ cents per pound at New York.

A noteworthy feature of the industry has been the growth in the production of Spain, a country which shipped to the United States in 1905 approximately 1,750 short tons of white arsenic, guaranteed 99.8 per cent. of arsenious oxide. The largest producer of metallic arsenic and arsenious oxide in the world is Germany, by far outclassing Great Britain, which until 1902 held first place among the producing countries. Hopes are entertained that Canada may become an important producer with the development of its new deposits of mispickel in Ontario. As far as the United States, there are signs that the domestic production of arsenic will show marked expansion in the near future.

The greatest demand for arsenic is from manufacturers of paris green, which is an aceto-arsenite of copper, worth 12 cents per pound at New York. It is used as a pigment, and its poisonous character, while restricting its employment for this purpose, makes it an admirable insecticide in agriculture. It has been often suggested that the silver-lead smelters and refiners who produce appreciable quantities of copper sulphate and can recover arsenic in roasting speiss, should undertake the manufacture of paris green.

Arsenic also forms colors in yellow, red and grey, which find a ready sale. In medicine arsenic is used with fevers, rheumatism, some nervous affections, and also as a tonic. A saturated solution of arsenic is recognized as a good wood preserver, and it is also employed as a sheep dip for the purpose of killing parasites which settle in the wool. Weeds are also killed by using an arsenate salt. Hides to be dressed for leather are preserved against the infection of insects by a sprinkling of arsenic. As a conveyor or fixer of aniline colors in calico printing, white arsenic has unique value. It is also utilized, but to a smaller extent, in the manufacture of certain kinds of glassware and of high grade enamels.—Paint, Oil and Drug Review.

ADULTERATED RED LEAD.

The Oil and Colorman's Journal, London, England, advises users of red lead to test somewhat carefully for purity red lead which they purchase as "genuine," as there appears to be a good deal of adulterated stuff on the market at the present time. Of course, if a buyer asks for genuine red lead and gets a material containing barytes, red earth, ground glass, or any of the usual adulterants of genuine red lead, his remedy is clear. What, however, is the position of the man who buys simply "red lead" at a price clearly under that of the current market value of the genuine article is a question on which it is not very safe to express an opinion. The purchaser, should he find his material adulterated, may plead that he is unaware of any arbitrary standard of price, and when he asks for red lead he expects to get that substance and nothing else. A certain merchant purchased a comparatively small quantity of "red lead" at 17s. 6d. per cwt. On analysis it was found to contain 15 per cent. of adulterant. The purchaser claimed that he was entitled to receive red lead and not a mixture of red lead and something else. The seller says that it is well understood in the trade that when sold at a price such as 17s. 6d., "red lead" is not guaranteed to consist wholly of red lead, but that he supplied the best he could for the price. The question is a somewhat important one, and opens up questions of considerable interest in the color trade.

WHEN VISITING

TORONTO EXHIBITION

ARRANGE to meet your friends at our Exhibit, corner Centre Aisle and First Aisle, to right of Main Side Door, Manufacturers' Building.

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

We Cannot Afford to Disappoint You

and we won't, either. We know that when manufacturers of agricultural implements, waggons, etc., ask you for

STRIPING COLORS

you will want to sell the kind that brings back a customer—for more. That's the only kind we supply and, therefore, it's the only kind we ask you to order.

Sell our Striping Colors and reap the reward.

☞ Have you gone through our Catalogue?

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

Floors to be Proud of

are produced by usiug

JAMIESON'S FLOOR ENAMEL

We show a fine range of colors, all of which give a finish which cannot be equalled by any **Floor Paint** sold.

They wear well, never stick after drying, and do not rub off by washing. In short, they have none of the defects of the common floor paints.

Try a Sample order of these goods and you'll want some more.

R. C. JAMIESON & CO.

LIMITED

16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship**. If **sparks** of **fine quality**, set by **experts**, are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent
GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

SHELLAC

MARX & RAWOLLE
NEW YORK
Manufacturers

BLEACHED and ORANGE
Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**
Tel. Main 2661 P. O. Box 14. MONTREAL FOR QUOTATIONS

THE



WHITE LEAD
IN YOUR PAINTS

Do you buy Paint?
Do you sell Paint?
Do you use Paint?

The "Brandram's"
B. B. GENUINE
White Lead Process

of corroding lead is a secret process, discovered 189 years ago and with a few improved modifications is still the best process known to-day and known only by "Brandram's."

The "Brandram"
White Lead in Ready Mixed Paints

The only White Lead in every case of Anchor or English Liquid House Paints you buy, in every can you sell, in every brushful your customers use is

"Brandram's" B. B. Genuine

The "Brandram"
White Lead Success

This White Lead we control in Canada. No other Paint can contain it, no other maker can buy it or make it. It places our products Anchor and English Liquid House Paints unquestioned in the foremost rank.

HENDERSON & POTTS LIMITED, HALIFAX, N. S ST. JOHN, N B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg
Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 31, 1906.

Southern producers have issued new lists on turpentine, and Montreal dealers have increased their price to 87 cents. It is stated in explanation of the advancing market that large export shipments from the south to Europe have produced a scarcity in the supply. A very sharp jump in price occurred there, but local dealers have not taken full advantage of it at present. As soon as fresh supplies come in, bought at the new rate, another advance must take place.

Linseed oil is steady so far as quotations are concerned, and although the market is very firm, Montreal jobbers have not advanced prices.

Pigments generally have a higher tone. White lead is advancing and red lead has already gone higher in the Old Country. Green seal white zinc (V.M.) has also advanced, being now quoted £2 per ton, higher.

The local lead corroding works have closed down temporarily for repairs, taking advantage of the fact that the Trail smelter has also ceased shipments of pig lead for a time.

Makers of castor oil report that there has been a very good demand, and the output of second quality is now sold for months ahead. Accordingly the price for seconds has advanced.

LINSEED OIL — Prices have been steadily held since our last report, and we are still quoting: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE—From present indications figures will soon be advanced by the Montreal dealers. Our quotations are as follows: Single bbl. 87c. per gal.; two barrels or over, 86c. per gal; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC— The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c.; smaller quantities, 8½c.

RED LEAD—Conditions are unchanged since last report. Prices remain as follows: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—Prices remain unchanged as follows: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Importers have advanced prices on seconds, and jobbers' prices are firmer. We still quote, however: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20 1-4c in barrels.

WINDOW GLASS—The retail business is large and many repeat orders are being sent in. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.95; third break, 100 feet, $4.25; fourth break, 100 feet, $4.50; fifth break, 100 feet, $4.75; sixth break, 100 feet, $5.25; seventh break, 100 feet, $5.75; eighth break, 100 feet, $6. Diamond star, first break, 50 feet, $2.05; second break, 50 feet, $2.25; first break, 100 feet, $3.90; second break, 100 feet, $4.30; third break, 100 feet, $5.25; fourth break, 100 feet, $6; fifth break, 100 feet, $7; sixth break 100 feet, $7.50; seventh break, 100 feet, $8.50. Double thick, first break, 50 feet, $3.20; second break, 50 feet, $3.50; first break, 100 feet, $6.25; second break, 100 feet, $6.50; third break, 100 feet, $8.25; fourth break, 100 feet, $9.50; fifth break, 100 feet, $11; sixth break, 100 feet, $12; seventh break, 100 feet, $13.50; eighth break, 100 feet, $16; ninth break, 100 feet, $17.50; tenth break, 100 feet, $19.50; eleventh break, 100 feet, $23.50; twelfth break, 100 feet, $28.

THE PROBLEM SETTLED

When warehouses have dark flats and instal

MAXimum LIGHT GLASS

they find that they need never have experienced that darkness at all.

MAXimum LIGHT GLASS is ready to do the "reform" work in any store, factory, house, etc., that you may name, and we are ready to give you your profits on the sales.

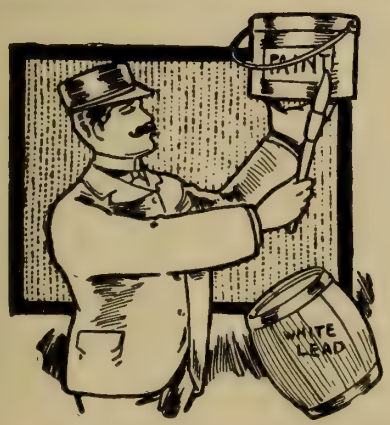
It would interest us to talk "light" matters with you, and your interest would be on your money.

SOLE CANADIAN AGENTS



THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS



RAMSAY'S PAINTS FOR PAINT DEALERS

Every line is for business getting and for money making. All made with care to bring results and to give satisfaction.

RAMSAY'S PAINTS for the House
RAMSAY'S OIL STAINS for new wood
RAMSAY'S VARNISH STAINS for over work
RAMSAY'S OUTSIDE PAINTS for the barn
RAMSAY'S CREOSOTE STAINS for shingles
Everything in "Ramsay's" for good painting

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

What Supply, In What Time

We know you value the quality supremacy of our

Furnace Cement and Stove Putty

We just want to know what supply you want and when you want it.

You communicate these particulars to us and we will be responsible for interpreting them correctly.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

A TIN

bearing the name of the **Canada Paint Company** ensures it being a package of

Perfect Paint

The recognition of the superiority of the Canada Paint Company's paint leads the prospective purchaser to cheerfully pay the somewhat higher price asked for their famous brands.

A CAN

of the

"SUN" VARNISH

is a **Scientific Masterpiece** in the art of

VARNISH MAKING

To get the cream of the

Paint and Varnish

trade employ

THE CANADA PAINT COMPANY



They are at your service.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, Aug 31, 1896

Still another advance of two cents has been made on turpentine and even at the advanced price contracts for future delivery are being refused in the south. Linseed oil holds at the same figure, although the market is weakening somewhat. White lead is very firm and not likely to come down any despite the fact that $5.60 for pure white lead has been quoted by one house. Most jobbers and retailers think it a joke to offer pure white lead at $5.60 with pig lead selling at $5.90.

Business shows a little easing off but it is still good and no one is complaining.

Crude petroleum has been dropping for some time, this week showing a further decline of two cents.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN — Canadian Government standard, 600-lb. berrals, 19 1-4c.; 25-lb. drums, 20 1-2c.; 1-lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c.; boiled. 1 to 4 barrels, 60c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 91c.; 2 to 4 barrels, 90c., f.o.b. point of shipment, net 30 days. Less than barrels, 96c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL— English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

MACHINERY FOR FRANCIS-FROST COMPANY.

W. G. Francis, of the Francis-Frost Co., Toronto, has just returned from a business trip to New York.

He was in quest of new machinery for their Toronto Junction plant, which will be running in a few months. This plant will be fitted up with the latest designs in mills and mixers for the manufacture of mixed paints and colors in oil and Japan. Mr. Francis also ordered the necessary machinery for the manufacture of Muresco wall finish, which will hereafter be made in Canada. The Francis-Frost Co. are Canadian agents for this finish, but the demand has increased so rapidly that they have found it necessary to arrange to make it here.

FLAX SEED STATISTICS.

In the tabulation showing the world's flaxseed crop the total for 1904, the latest year for which figures are available, is given as 105,778,000 bushels, and of this the United States produced 23,401,000 bushels, or more than one-fifth. America, which includes the United States, Manitoba, Mexico and Argentina, is credited with 60,922,000 bushels, which is close to 60 per cent. of the world's production. The seed crop of the world is increasing. In 1902 it was 83 million bushels, in 1903, 100 million, and in 1904, 105 million. Seed prices have declined as the production has increased. In 1901 the range at Chicago was from $1.38 to $1.90; in 1902 it was from $1.11 to $1.80; in 1903 from 89c. to $1.24; in 1901 from 97c. to $1.28; in 1905 from 92c. to $1.47.—Paint, Oil and Drug Review.

WOOD PRESERVING PAINT.

C. A. Lundquist, Moscow, Idaho, has a new invention relating to paints used for coating various substances. It forms a hard coat of a character resembling that of cement, and it preserves wood or other surface from the action of rain or sunshine. It does not crack or peel off in the manner of paints of other kinds, and will stand for any length of time in any sort of weather.

BARGAINS IN HARDWARE SHELVING

We have made up two sections of shelving suitable for a hardware Store, also some Screw Cabinets for our exhibit at Toronto Exhibition, we do not wish to move these back to our factory and, are therefore, offering them practically at cost.

Both Shelving and Cabinets are specially well made as we were anxious to show the trade how attractive a Hardware Store could be made and how much time could be saved by adopting the most up-to-date system.

If shelving described below is too small we could build additional sections to match.

We guarantee shelving and shelf boxes to be exactly as described and any dealer intending to refit his store should not miss these bargains.

1. Shelving 16 feet long, 8 feet wide and 12 inches from front to back, fitted with 138 Bennet Steel Shelf Boxes. Sizes as follows: 110 boxes 6x6, 12 boxes 6x10, 8 boxes 6x15, 4 boxes 6x18, 4 boxes 6x12. There is a saw case in middle of section 60 inches wide and 47 inches deep. This case has sliding glass doors. Each shelf box has "Lip" which fits tightly against shelf above and each box is fitted with nickel pull. All exposed wood is oak, golden oak finish. There is a very attractive 8-inch cornice which sets off the shelf. Net price $185.

2. Shelving 11 feet long, 8 feet high and 12 inches from front to back, fitted with 243 Bennet Steel Shelf Boxes. Size as follows: 20 boxes 3x3, 70 boxes 6x3, 72 boxes 5x3, 12 boxes 10x3, 12 boxes 15x3, 4 boxes 15x6, 6 boxes 10x6, 35 boxes 6x6, 12 boxes 5x6. This section is equally as well made as the above but has no saw case and has Green Oak Finish. Boxes are made without "Lip." Price $140.

3. Dust-proof Screw Cabinet containing 105 Bennet Steel Boxes, Cabinet is 53 inches high, 39 inches wide and 12 inches deep, and has steel back which keeps out the dust and prevents warping. All boxes have "Lip" and are fitted with brass pulls and card clip. This case is dust-proof, made of oak, Golden Oak Finish. Price $25.00.

4. Dust-proof Screw Cases containing 83 Bennet Steel Boxes. This Cabinet is equally as well-made as the above but is only 43 inches high, 33 inches wide, 8 inches deep, made of oak, rich antique finish. Price $17.50.

Order by telegram. You are taking no chances as we guarantee satisfaction. No charge for crating or packing.

CAMERON & CAMPBELL, - - TORONTO

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Canada Cycle & Motor Company will extend their plant at Toronto Junction.

The Great Lakes Navigation Company will build a $50,000 shipbuilding plant at Fort William.

G. A. Greir, of Montreal, has purchased timber berth No. 9 on the Kippewa River for $145,000.

Waterloo, Ont., has carried a by-law to spend $5,000 for a third storage tank for their waterworks system.

Officials of the Bank of Toronto are making a trip through the west with a view to opening several new branches.

Eighteen houses were damaged at Deseronto, Ont., by a fire which originated at the Rathbun Company's plant.

Port Colborne, Ont., residents have carried a by-law giving concessions to the Great Lakes Portland Cement Company.

Welland, Ont., citizens have passed a by-law granting concessions to the Iroquois Motor Car Manufacturing Company.

The Sage Storm Front Company, of Rosini, Ohio, has started a factory in St. Thomas for the manufacture of buggy coverings.

Waterloo, Ont., has passed a by-law to loan the Interior Hardwood Furnishings Company $10,000 without interest, repayable in ten years.

G. E. Bradshaw, of Toronto, representing an American company, is seeking franchises in Galt and other towns to establish central heat transmitting systems.

Prince Albert council will submit a by-law to grant $25,000 to the C.N.R. for the purpose of assisting in the building of a traffic bridge across the Saskatchewan.

The Waterloo Manufacturing Company have announced their intention of building a storehouse and factory at Portage La Prairie if they can get tax exemption for twelve years.

The Multi Scale Co., of Guelph, who have recently been incorporated, will engage in the manufacture of what is known as the multi scale. They also purpose making castings of all kinds, and the smaller parts of agricultural and other machinery.

A by-law will be submitted to the residents of Hastings, Ont., asking them to give a bonus of $5,000 and tax exemption for ten years to the Peterborough Boiler & Radiator Company, who will establish a plant to cost $75,000, and employ 25 hands.

The Canadian Steel Construction Company have been incorporated under Ontario charter with a share capital of $50,000 for the purpose of manufacturing and dealing in steel tanks, machinery, engines, etc. The provisional directors are W. J. Lethbridge, D. S. Storey and F. W. Grant, with head offices at Midland.

The Niagara Falls Heating & Supply Company have been incorporated under Ontario charter with a share capital of $50,000 for the purpose of manufacturing and dealing in furnaces and boilers and plumbers' and tinners' supplies. The provisional directors are Hy. Williams, O. D'A. Glasgow, W. L. Doran, R. P. Slater, F. E. Dalton and D. B. White with head office at Niagara Falls.

It is reported that the Canadian Pacific Company has decided to await the outcome of experiments by the New York Central and New York, New Haven & Hartford Railway Companies before taking steps for the electrification of any part of its system. Both the latter railways are spending enormous sums upon experiments, the former with a direct and the latter with a single-phase alternating current. The line from Montreal to Quebec will in all probability witness the first installation. All the electric power necessary can be obtained from the Shawinigan Falls.

BUILDING NOTES.

Wallaceburg, Ont., is about to build a Carnegie library.

Plans for the Edmonton Y. M. C. A. have been accepted.

Councillor Cook, of Port Arthur, will build a business block.

Brantford building permits have exceeded $300,000 this year.

Montreal's building permits amount to $5,782,323 up to 23rd of August.

Mrs. E. Charlston, Vancouver, will build a three-storey apartment house.

The town of Bracebridge, Ont., calls for tenders for a new library building.

A. J. Small, of Toronto, will erect a new theatre in Brantford at a cost of $45,000.

The Credit Foncier Company, of Edmonton, will build a three-storey business block.

Frederick Mossop will build a six-storey hotel on Yonge street, Toronto, to cost $100,000.

Avenue Road Presbyterians, Toronto, have applied for a permit to build a church to cost $45,000.

The Imperial Oil Company will build a warehouse at Portage La Prairie. A new union station is also to be built at that town.

The contract for the construction of the big grain elevator at Port Colborne, Ont., has been awarded to Peter Lyall & Sons, of Montreal.

It is reported that James Davidson and A. E. Dyment will erect a $60,000 apartment house and a $70,000 vaudeville theatre in Ottawa.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

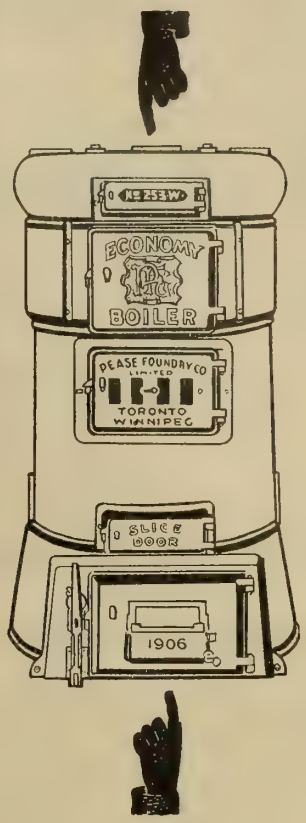
6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

What Is Your Idea of a Good Boiler?



Do you want one that will **really** save fuel?

Do you want one that is tight when it is set up, and (having no rubber gasket joints) will always stay tight?

Do you want one that will delight your customer and thus bring his order for other goods?

Do you want one that will circulate while the old-fashioned kind is getting ready?

Do you want one that will run forty-eight hours without any attention?

Do you want one that will **burn all the coal** and leave not an ash to sift?

Then you **must** want a

Pease Economy Boiler

There is not another kind on this green earth that can fulfil this specification.

Don't forget the visit to be made in the next six days at 36-38 Queen St. East, or at our exhibit in the Stove Building.

PEASE FOUNDRY CO., Ltd.

TORONTO

Western Representatives, Pease-Waldon Co., Ltd., Winnipeg

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Amherst Heating Goods.

The Amherst Foundry Company's catalogue No. 5 is one that shows a most extensive range of furnaces, stoves and ranges. The products of this long established company need little commendation as they have been in use for many years throughout Canada, but a look through their new catalogue shows many new designs, and the most approved devices in the heating trades. A copy will be sent on application.

The Ross Rifle.

Undoubtedly, one of the most elaborately designed catalogues ever issued by a Canadian business house is that of the Ross Rifle Company, Quebec. Printed on heavy coated paper throughout, its appearance is enhanced by a beautiful cover on which are embossed the words "The Ross Rifle," and, also in colors, the Dominion coat-of-arms. The book contains 29 pages, size 9 by 12 inches, and the reading matter is most interesting, comprising as it does a brief historical sketch of Quebec City as well as a full description of the Ross rifle. The illustrations, which are numerous and of high quality, include views of Quebec and vicinity, and also drawings of the various working parts of the rifle manufactured by the firm.

THE SNOWSHOE INDUSTRY.

The snowshoe industry is one which remains pretty well in the primitive state it has occupied since the early days of Canada, in so far as the mode of manufacture is concerned. Nearly all the snowshoes used in Canada are still made by Indians and halfbreeds in their own humble homes in the villages in Quebec Province. There may be found large Indian families manufacturing and shipping shoes year after year. Casual visitors might walk through the streets and never see a sign of manufacturing, for there are no factories—no concerted or co-operative work. The Indian and the half-breed disdain the workshop and its monotonous regularity, and will work only when they need the money, and in the privacy of their own homes.

The large hardware and sporting goods jobbing houses have their own sources of supply from different tribes and Indian villages. Holt. Renfrew & Co., wholesale furriers, Toronto and Quebec, for instance, handle practically all the output of the village of Lorette, near Quebec City. They supply the villagers with the material—hides, wood, etc., and upon completion, collect the manufactured articles. The men do the heavier work such as shaping the wood, while the women and children do the lacing.

In the older towns and cities snowshoes are generally associated with sport, but the commercial use of the snowshoe by surveyors, bushmen and trappers is a large part of the industry. Last Winter there was some falling off in the number used owing to the mild weather, but there still were a sufficient number used to make it difficult to keep up a steady supply.

Snowshoeing is an exhilarating sport and one that can well be made profitable to the hardwareman when there is the usual quantity of snow. The writer knows of one case, and there are no doubt others, where a window neatly arranged with snowshoes and moccasins was the means of a snowshoe club organizing, which otherwise would not have been formed. The sight of them suggested life, outdoor exercise and adventure. There is no reason why this result could not be obtained by a great many hardwaremen if an effort were made to enthuse the young folks, and older folks, too, by making a club offer or some special inducement to buy a quantity. Snowshoes make a paying side line for Winter trade in retail hardware stores if the Winter has an average snowfall. The past few years have seen a steady growth of popularity of snowshoeing as a sport.

Prices for the coming Winter are still rather indefinite, but quotations will be considerably higher on account of the increased cost of hides. Tanners are advancing prices on all kinds of leather goods, this including material for shoe packs and moccasins as well as for snowshoes. Cow hides are used in shoe packs while elk and buck skin is used almost exclusively for moccasins and snowshoes. "With leather going up, prices on all these lines are likely to be from 10 to 15 per cent. higher this Winter than last," said a well informed sporting goods man to Hardware and Metal



DEATH OF DANIEL B. WESSON.

After a long illness Daniel Baird Wesson, the rifle and revolver maker, died at Springfield, Mass., on August 4. Born in Worcester, Mass., Mr. Wesson was the founder of the firm of Smith & Wesson. He went to Springfield a poor man, but died immensely wealthy. He was the inventor of the cartridge with a percussion cap. In 1883 he formed a partnership with Horace Smith, of Norwich, Conn., and there worked out the principles of the Winchester rifle. He first put into use the self-primed metallic cartridge, used during the civil war. About the same time he succeeded in perfecting a revolver, the principal feature of which was that the chambers ran entirely through the cylinder. Mr. Wesson was also the inventor of several other improvements in firearms, the most important of which were the automatic cartridge shell extractor and the self-lubricating cartridge. He also introduced the hammerless safety revolver.

CHEMISTRY IN MANUFACTURE.

Chemistry plays a very important part in manufacture to-day, says an exchange. Many of the best mills have their iron and steel regularly tested chemically by experts, and not left as much to guesswork as formerly. Flour mills are realizing the importance of this novelty, and many have laboratories of their own, or millers who understand testing. Other manufacturers are resorting to chemical analysis of their goods also.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

$3,000 will buy a good hardware, plumbing and heating business in the prosperous city of Sherbrooke. Owner wishes to retire. Apply Box 107, Sherbrooke, Que. [tf]

HERE is what you want—a tinsmithing and plumbing business in sunny Alberta town, with 1,200 population; no opposition; $3,000 will handle business; lot and building 14 x 36; last year's business $8,000; act quick, good reason for selling. Address, S. Case, HARDWARE AND METAL, Winnipeg. [35]

WELL selected stock of hardware, stoves, tinware, tinshop tools, etc. In first-class section of Ontario. Good reasons for selling. Stock about $4,000. Apply Box 549, HARDWARE AND METAL, Toronto. [39]

SITUATIONS VACANT

FURNACE MEN WANTED — Highest wages are offered to competent furnace men in the largest cities in the west; also splendid openings for mechanics with a general knowledge of steam fitting and furnace work. Apply to The Pease-Waldon Co., Limited, Winnipeg, Man.

HARDWARE salesman wanted, one who thoroughly understands hardware, must be good stock keeper and window dresser, state age, experience and salary required. Box 548, HARDWARE AND METAL Toronto. [34]

WANTED—Hardware salesman with about four years' experience. Write at once with references. Good position for the right man. Apply to The Bond Hardware Co., Limited, Guelph, Ont. [34]

WANTED--Capable young man with fair knowledge of mechanics and good appearance as city traveller in Winnipeg. Good position for right man. Box 57, HARDWARE AND METAL, Winnipeg. [35]

WANTED tinsmith with knowledge of furnace work; single man preferred; will pay good wages; steady position to right man. Box 552, HARDWARE AND METAL, TORONTO. [34]

SITUATIONS WANTED

WANTED—A position as traveling salesman by young man with thorough knowledge of hardware. Now employed on the road. Eastern territory preferred. Box 47, HARDWARE AND METAL, Winnipeg.

WANTED—Position as salesman or Traveller in hardware lines, carriage goods or paints (manufacturing or general wholesale). Age now 47; thirty years experience as traveller, retailing and jobbing, have travelled all over Canada; good references. Apply to HARDWARE AND METAL. [37]

WANTED—First-class tinsmith, must understand furnace work, steady job to right man. Aoply stating age, experience and salary expected. Bandman preferred. Good town in Alberta. Box 553, HARDWARE AND METAL, Toronto.

WANTED position in west by retail hardwareman; eight year's experience; general and builders' hardware, stoves, etc.; understands ad. writing and window dressing; can give best reference. Address 544, HARDWARE AND METAL, Winnipeg. [36]

See That Plate?

ISN'T IT A BEAUTY?

That's only one of the seventy-five perfect pieces which make up our beautiful Louis XIV Classification.

Every piece is of the same harmonious design. Many patterns and arrangements to suit all ceilings and tastes.

Every piece fits. A pleasure to erect.

Better try us—if you haven't already joined the happy throng.

We make a full and complete line of

ROOFING, SIDING, CORNICES, SKYLIGHTS, etc.



PLATE No. 1,000, 24"x24" and 24"x48"

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.

Think of These Prices!

$2.00, $2.50, $3.50

Model No. 15, Hamilton Rifle, sells at $2.00
Model No. 19 sells at $2.50
Model No. 23 sells at $3.50

These rifles are worth ten times these amounts, but because we have patents exclusively our own, and manufacture by processes that obviate unnecessary expenses. We are able to place these rifles in your hands at a very low figure, and you are able to sell them at the above prices and make good profits for yourself.

SPEAK TO THE JOBBER THIS DAY

THE HAMILTON RIFLE CO.

Dept. 71 PLYMOUTH, MICH.

TRAVELER WANTED.

GOOD position open for party of exceptional ability to sell a complete line of up-to-date stoves and furnaces in Manitoba and Northwest, a line well known. Excellent opportunity One with furnace experience preferred. Address in confidence Box 550, HARDWARE AND METAL, Winnipeg.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers **Send for 1906 Catalogue**

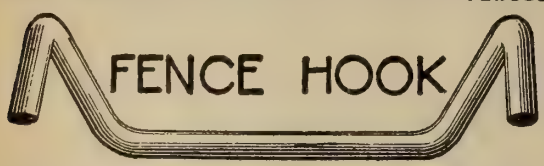


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — *EASTERN AGENTS*

HAMILTON — *ONTARIO*

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

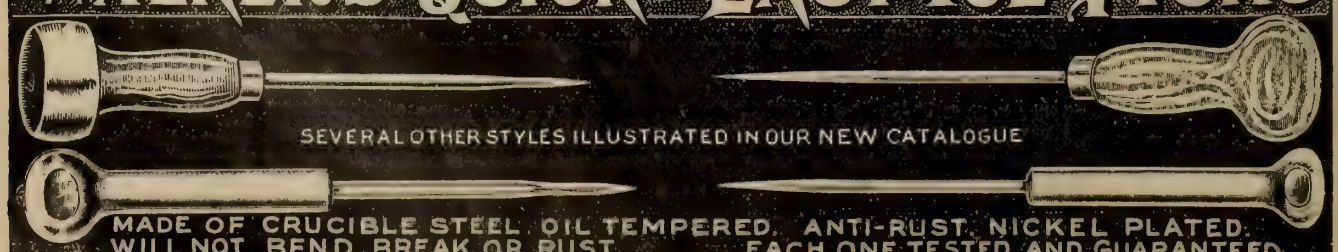
General Contractors' Supplies.

F. HYDE & CO.

31 WELLINGTON ST.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap, easily applied,** and of **uniform** and **durable quality.** Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" ***FARLEY WORKS, SHEFFIELD, ENG***

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

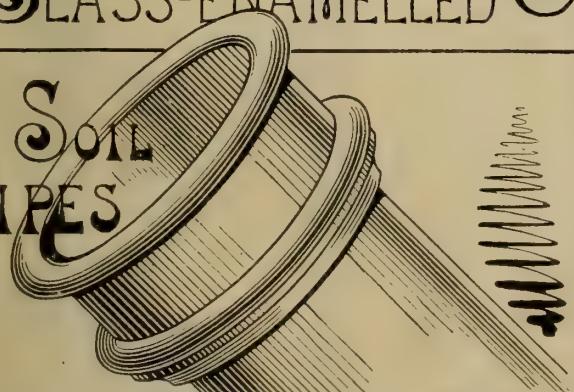
Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

MACFARLANE'S CASTINGS
GLASS-ENAMELLED

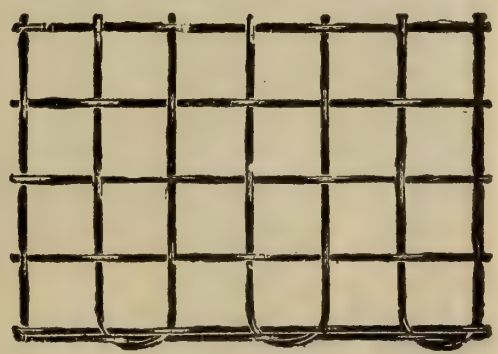
SOIL PIPES



AFTER PASSING THROUGH THE ENAMELLING PROCESS DO NOT RUST, AND THE INTERIORS BEING SMOOTH AS GLASS FORM PERFECT SOIL CONDUCTORS

SARACEN FOUNDRY, GLASGOW

WIRE CLOTH



Special Regalvanized Cloth for Apple and Fruit Drying.

Stock widths—24-30 and 36 inch. Other widths and meshes made to order.

Also ½-inch Galvanized Netting. Stock widths—24-30 and 36-inch. Stock lengths—25 and 50 yards.

Also Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.

THE STANDARD IDEAL SANITARY CO., LIMITED



Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***

Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.

RETURNED
SEP -1 1906
To Dunn
Cut Book 54
Page 40



Should you visit Toronto's Exhibition be sure to see our electrical display in Machinery Hall.

It will interest you and illustrate progress in lighting fixture designs.

Our FIXTURE DEPT. show some very artistic and attractive goods in "Art Glass," "Crystal" and "Hammered Brass" work—illuminated.

Our representatives will be pleased to see you.

A. BETTON

CHAS. M. B. WORLD

T. S. HADLEY

We also show samples of PLUMBING GOODS and STEAM SPECIALTIES.

RETURNED
SEP -1 1906



The James Morrison Brass Mfg. Co., Limited

Manufacturers of

Gas and Electric Fixtures ***Engineers' and Plumbers' Supplies***

93-97 ADELAIDE ST. WEST, TORONTO

PLUMBING AND STEAMFITTING

IMPORTANCE OF TESTING SEWERS

Educational discussions on trade topics are conducted weekly by the Cleveland Master Plumbers' Association and the members are greatly benefited not only by the discussions, but by the issuance of the conclusions arrived at in bulletin form. A recent topic discussed was that of tests of sewers, the bulletin on this subject reading as follows:

"The term sewer gas is used throughout this bulletin as being the generally accepted term applied to that deleterious emanation from the sewer which causes sickness, disease and death.

"The modern city of to-day would not be possible were it not for the fact that the art of plumbing has kept pace with the progress of the times. There is to-day absolutely no excuse for sickness or disease arising from the presence of plumbing fixtures in the home, provided they are put in according to the latest and most approved methods and properly taken care of and kept in repair. The intelligent master plumber is conscious of the fact that the health, and consequently the happiness and wealth of the occupants of the homes where he is called to place the plumbing fixtures is in his hands and he will take every precaution to secure his client against the presence of sewer gas in the home and from any annoyance or damage from the water service. His client, on the other hand, should be willing to give him a fair remuneration for this service and not expect him to perform this service for the same price that some incompetent and unscrupulous man offers to do it for, who has only a thought for the immediate material advantage, and no adequate conception of his responsibility. That this is too often done is proved by the experience of many of our members. Nor is the supervision which the board of health is supposed to exercise over the drainage system of the house sufficient to guard entirely from the effects of the operations of this class of men. Nor does this association wish to underrate in any way the work of the board of health, but is only too glad to co-operate with it and solicit its inspection of its work, both before the work is covered up and after it is completed.

Cannot Guarantee Forever.

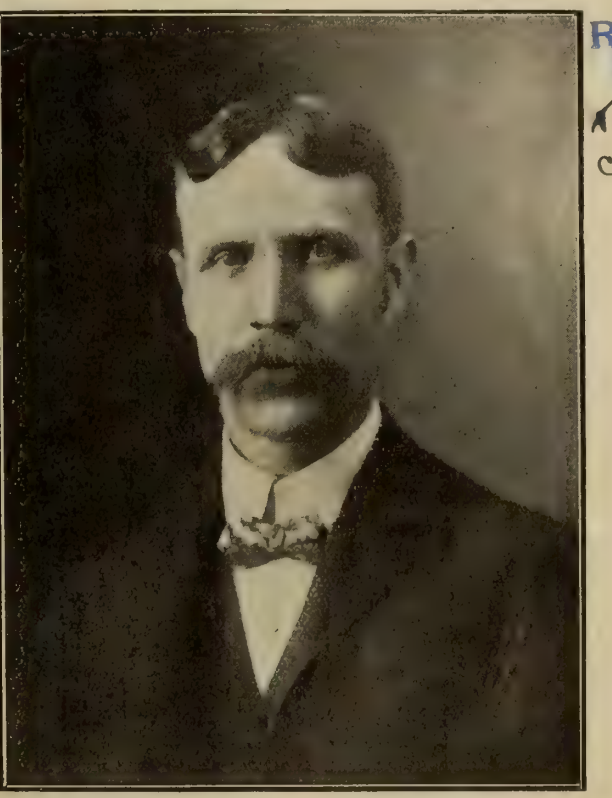
"But while the master plumbers may construct a perfect system of drainage for his client, and prove conclusively by the water test before the work is covered up, and the smoke test after it is completed, and in the presence of the plumbing inspector, he cannot guarantee it for all time, as a careful perusal of the following article will show:

" 'Within two weeks, twenty-five children, pupils in the public schools in Scranton, Pa., died of what was believed to be diphtheria. Investigation shows that a sewer pipe leading into the building had been tapped. The sewer gas, which accumulated at night, was fanned into the class rooms through the cold air pipes during the day. About twelve years ago we heard the cry on all sides 'Poisoned by sewer gas,' but now it is outworn, and followed by others, but this recalls the fact that many cases of diphtheria have been traced directly to apertures in the pipe that comes from the sewer. In Brooklyn, where the 'jerry' builder had his own way much more than he does now, in one of the aristocratic portions of the town, there were repeated cases of this dreadful disease, and often it was traced to a badly calked joint, or the settling of the wall having opened a gap between sections of the pipe leading to the sewer. The best of plumbing will grow old, and the microscope will occasionally show very tiny holes, gnawed by the ceaseless action of the tooth of time, and, small as they are, the germ of diphtheria is smaller still. So the moral is, look to the pipes.'

"There are many of our members who can bear testimony to the fact that in many homes, where there has been sickness and death, and they have been called upon to make a test of the drainage system, the conditions existing justify the statement that it was caused through the sewer gas leaking into the house. They have found improperly constructed and poorly prepared plumbing, and plumbing greatly in need of repairs, and in some instances on almost criminal carelessness on the part of the head of the household, in regard to the lives of those dependent on him, and intrusted to his care. Two or three cases cited by our members will serve to substantiate this statement.

Sewer Gas Causes Typhoid.

"In a home where there had been two deaths from typhoid fever closely following each other, the attending physician recommended a test of the drainage system. A peppermint test being made, the strong odor of peppermint around the bath room was conclusive evidence that sewer gas in large quantities had been leaking into the house, and was doubtless the cause of the deaths. In



JOHN A. GORDON, Montreal.
Secretary National Association of Master Plumbers of Canada.

RETURNED
SEP 15 1906
To Mr Sorrimen
Cut Book 55
Page 16

another home where a mother and two children were sick with typhoid fever, a peppermint test was made, which showed that the carpenter in replacing the floor after the plumbers, had carelessly driven his chisel through the lead pipe and left a wide gash. Also where the iron pipe passed through the wall into the sewer pipe, no cement had been used to make the joint, nor had the hole made in the wall been closed up. The sewer gas was leaking into the house from these two sources. In another instance it was found that the inside of the wash stand trap had fallen apart and there was no water in the trap to form the seal; allowing an opening one and one-quarter inches in diameter to admit the sewer gas into the bath room. These are only a few of the many instances that might be given.

"It can hardly be imagined that there is any head of a family who would be wilfully negligent in the matter of furnishing a pure atmosphere in his home, and the preservation of the health of his wife and family and domestics. Yet in this matter, as in all others, 'Eternal vigilance is the price of safety.' The fact that you do not detect any odor of sewer gas does not prove that it is not there, for sewer gas may have no perceptible odor and yet be filled with disease germs.

Regular Tests Advisable.

"This is not written needlessly to alarm anyone, but to show that the only safe course to pursue is to have a periodical test and examination made of the drainage system of your homes and places of business, so that any defects may be found and repairs made at once. In the early Spring, before the house-cleaning is done is a good time for this to be done.

"In the past, the method used has been to stop up all the outlets but one, and pour in a quantity of oil of peppermint, and after it a pail of boiling water and seal up this opening, and allow the peppermint to remain in the system, relying upon the odor entering the house to determine the presence of sewer gas. But this has not always enabled the plumber to detect just where all the leaks were on the first test, necessitating additional tests which proved very expensive. The smoke testing machine having been perfected, it is recommended by this association that its members use this method only, and that the public insist on it. It is the most economical and reliable. It not only determines the presence of sewer gas but locates the leak at the same time, so that all repairs may be made without resorting to repeated tests, before the final test is made.

Smoke Test Most Satisfactory.

"The machine consists of an inner cylinder for holding the substance to produce smoke, with an outer cylinder floating in water, and so adjusted that the pressure in the drainage system cannot possibly be raised high enough to force the seal of the trap under the fixtures, provided they are of sufficient depth. If they are not, the machine will disclose the fact. If the seals of the traps are broken, through a wearing away of the interior of the trap, it will also reveal this defect. All of the openings of downspouts and ventilating pipes at the roof are then closed up, except the downspouts opening on the porches, as these should be trapped at the base, and if they are not, you want to know it, and whether they are or not will be made apparent at this time. The machine is then attached to the fresh air inlet of the trap at the surface in front of the house. The smoke is then pumped into the drainage system by means of bellows attached to the machine. It will be seen by this explanation of the operation of testing that it is not necessary to have the plumber enter the premises at all, unless it should develop that there is a leak in the drainage system. The owner is inside to determine that fact for himself. He can then call in the plumber, and they together can locate the leak from the smoke which will be seen coming out; he can also form an intelligent idea as to the extent of the repairs which will be necessary.

"The article quoted, together with the experiences of many of our members out to convince the public of the necessity of having all school houses and public buildings tested periodically, and urged upon the board of health that they insist on the board of education and the city council taking immediate steps to this end.

"Tenants would do well to demand from owners of buildings they are renting or about to rent a certificate from the board of health to the effect that a smoke test had been made of the drainage system, and that it is in perfect order."

A PERTINENT QUESTION

The question asked in Hardware and Metal of Aug. 11, reproduced below, has brought a goodly number of replies from readers in nearly every Province in Canada. The replies make interesting reading and will be published in our issue of September 29.

In the meantime we repeat our offer to give a year's subscription to every plumber or fitter sending a reply considered worthy of publication as well as an honorary prize of $5.00 to the one sending the best answer. Send in your answers.

The question is as follows:

If you were installing a hot water heating plant having 500 sq. feet of Radiator, and a boiler rated to handle the same amount, and you were asked by your customer if there would be any advantage in installing a larger sized boiler either in the interest of better service or economy in the consumption of fuel, and if so, why? What would you say?

VALUE OF ASSOCIATIONS QUESTIONED.

Editor Hardware and Metal:—I read with a great deal of interest in last week's issue a letter signed by Subscriber anent Ottawa's association, and that portion particularly referring to the generally low prices obtaining in the plumbing business at the present time.

I hardly agree with him, however, when he tries to draw the conclusion that such a state of things would not exist if the city had an association price list to be maintained. Agreements kept depend on the loyalty and good faith of each individual member, and associations such as are in active operation to-day are not particularly noted for loyalty and good faith. Evidently this has been the experience of the Ottawa association when the action of one of its members was sufficient to bring about the results described.

Broken Agreements Common.

This is in fact the experience of all associations of a like nature. One or other of the members would break faith with his fellows, and agreements signed by members were more honored in the breach than the observance.

Members do not keep faith with an association, whether they subscribe their names to an oath or plain agreement. It is this failing in human nature which is the most serious phase of all association work and which produces the feeling of discouragement and disappointment so noticeable amongst past workers in the promotion of associations, the feelings produced being described as "What's the use of trying to do anything as long as that fellow is in the trade? You never know when he'll break away." Or again: "What's the good of making out price lists when you know from past experience that Mr. So-and-So will be the first to cut you out on the strength of his knowledge of the association price?"

Many years ago an association was formed in one of our Ontario towns. A set of rules and agreements was drawn up, along with a price list to be maintained. Each member placed his cheque with the secretary-treasurer for $25 as a guarantee of good faith, said cheque to be forfeited on a majority vote of the association. It was only a question of a short time when two delinquents were reported and after inquiry their cheques were forfeited. But when said cheques were presented at the bank for payment it was found that there were no funds to their credit in that particular bank. The same conditions as a rule exist in most associations where there is no means of ruling offenders against the price lists and other agreements. What, then, is the good of associating when no direct financial results are being brought about for the benefit of the members? Direct financial benefit must be the aim of all association work, otherwise association is merely a misnomer for a series of social evenings to those socially inclined. But to the busy man whose business keeps him closely engaged during the day, such meetings do not always appeal, as he more often wants to spend his time in his home with his family.

Associations as at present obtain amongst the plumbing trade are not an effective means of direct profit to the trade and as such are not likely to have the practical and moral support of the master plumbers as desired by your correspondent.

ANON.

August 27, 1906.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, August 31, 1906.

A scarcity in iron pipe is the feature of this week's market. This is, to a large extent, the result of the two weeks strike at the Montreal Rolling Mills, one of the two producing points in the country. The shortage is most keenly felt in galvanized pipe, particularly in sizes up to 2 inches, which are manufactured in Montreal. Coming at such a busy part of the year, two weeks cessation of operations means a great deal to the plumbing trade.

Prices throughout the list are very steady, and no changes have been made this week.

RANGE BOILERS—Last week's advances in copper boilers are being firmly maintained. We still quote: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—Further sharp advances in the primary market have considerably strengthened quotations. Discount remains: 15 per cent., f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—A brisk demand is felt by all the local supply houses. We are still quoting: Discounts on all sizes of nipples up to 6 inch, 67½ to 70 per cent.

IRON PIPE—A shortage has resulted from the strike at the Montreal Rolling Mills. Shipments have now been resumed in all sizes, however, and in spite of a very active demand, it is expected the pressure will soon be relieved. We quote: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Business conditions remain about as usual, and we are still giving discounts as follows: Standard soil pipe, 50 p.c. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Conditions are unchanged. Prices remain as follows: Bar solder, half-and-half, guaranteed, 24c.; No. 2, wiping solder, 21c.

ENAMELWARE — Large orders are constantly coming to hand, as the finishing stage is being reached in plumbing contracts all over the country. We quote: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quantity, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.: special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, August 31, 1906.

There are no changes in price this week, and no outstanding feature of the market. Business keeps good, particularly in baths, lavatories, and finishing goods. Iron pipe is pretty steady now, no price cutting being done so far as can be ascertained. Lead pipe is firm in price but without change. Enamelware is still much in demand, particularly baths, which are being called for daily by wire and letter by customers.

LEAD PIPE—Prices keep firm, but without change. Pig lead is high and for a time it was thought an advance would be made in pipe. We quote as follows: Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS—Quotations continue as follows: Medium and extra heavy pipe and fittings, 60 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Cutting prices is said to be pretty well over, and an even market prevails. We quote: Black, 1 in. pipe $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67 1-2 per cent.; cast iron plugs and bushings, 67 1-2 per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hookplates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 1-2 per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—Business in radiators still keeps up to the top notch. Prices remain the same. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Prices are firm but without change from last quotations. We quote: Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE—Some difficulty is still experienced in getting enough baths, and jobbing houses are doling a few out here and there to keep customers going. We quote: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $14.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.90. Fittings extra.

NEW INVENTIONS.

A. W. Howe, Honolulu, Hawaii, has secured a patent for an invention having reference to water closet bowls. The object is the production of a bowl with which a cuspidor is incorporated, to the end that the cuspidor may be automatically cleaned. The device is very sanitary.

J. W. Be Quette, Platteville, Wis., and B. F. Sackett, Toledo, Ohio, have secured a patent for several improvements in devices for giving ventilation to buildings or rooms, the object being the provision of a ventilator so constucted that the hot or foul air will readily pass out from the top or upper portion of a room and be replaced by fresh air. It is designed to be arranged in the wall of a building.

L. T. Alton, New York City, has brought out an invention which provides a check and air-mixing chamber and also an additional air chamber, which surrounds the mixing chamber and permits a supply of pure air—that is, air free from gas—to be directed against the inside of the mantle in predetermined quantities, whereby a more complete combustion is had, and a larger mantle may be heated either to incandescence, if the mantle is to be used for lighting purposes, or to a lower degree if the burner is desired for heating purposes only.

C. T. Miller and D. B. Storck, Battle Creek, Iowa, have invented a chimney cowl formed from a single piece of metal of special construction by which wind striking it from any direction is caused

to be utilized as an accessory in eductiug the smoke and other products of combustion fom the chimney in connection with which the cowl may be employed. The structure may also be formed of two pieces of metal, each practically a duplicate of the other, the two pieces being cut out and struck up to the desired form, so as to present substantially the form of the first piece of metal.

PLUMBERS' UNION CONVENTION.

The United Association of Plumbers, Steam and Gas Fitters of America will meet in Toronto from September 17 to 24. This is the first meeting of the union men since the one held in Birmingham, Ala., in 1894, and as there is a great amount of business to transact, the association expects that it will take a week to do the business. This is the first time this association has met in Canada and the local organization is making great preparations for the entertainment of their friends. The delegates will number about 400 and the Arlington Hotel is the headquarters. All meetings are to be held in the Labor Temple..

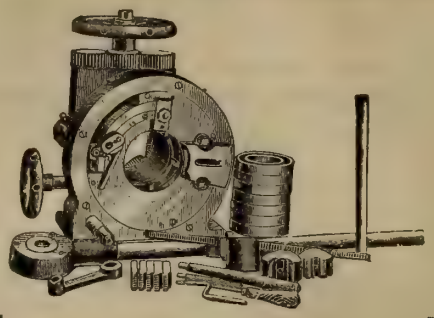
TORONTO PRICE CUTTING.

"A growing evil among the plumbing trade in Toronto," said a plumber one day last week, "is the cutting of prices. And its a shame that plumbers will resort to it just to secure the work. It isn't always the man with the small business who does the cutting; generally its the man with the big business. Every plumber in the city has an idea of the regulation percentage, but these people will not stick to it. If they did, they would make just as much in the end, and we would all have a chance. In fact the way some plumbers are going after work now, they don't make any more than the cost.

WANT MORE PUBLIC CONVENIENCES.

The Toronto Board of Control and the employes of the Toronto Railway Company will confer with a view to applying to the Railway and Municipal Board for an order directing the Toronto Railway Company to place and maintain public drinking fountains and lavatories at different points in the City of Toronto, for the use of the employes and public generally.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing diehead, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking. Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

DO YOU WANT TO BUY

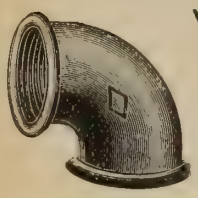
STOVES, FURNACES, HOT-WATER BOILERS, RADIATORS, or anything else in the HEATING GOODS line?

If so, your orders had best be dispatched to me.

The reasons for so doing you will find in your shipment.

Note—Call and see me this Exhibition week.

ORLANDO VICKERY
178-180 Victoria Street *TORONTO*



You're after Contracts, so are others

You'll get the contracts if you supply

DIAMOND BRAND FITTINGS

No other fittings are as high up on the quality ladder.

NOTE—We can handle your orders for **Sash Weights and Washers, Fine Grey Iron Castings.**

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

Glauber

Cocks Stand FOR SUCCESS

The foundation of the successful plumber.

Any Size—any Kind.
Better Brass Goods
Cannot be Made.

Do you want the Best?

GUARANTEED 5 YEARS

Used from Coast to Coast.

GLAUBER BRASS MFG. CO.
CLEVELAND, O.

They Never Leak

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada



Light Strong
Durable Adjustable

THE GENUINE ARMSTRONG STOCKS AND DIES

Have for years met the most rigid requirements for mechanical excellence. They can do your work better than anything else you can buy.

Our latest Catalogue free upon request.

The Armstrong Mfg. Co.
292 Knowlton St.
BRIDGEPORT, CONN.

Forwell Foundry Co.
BERLIN, ONT.
Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

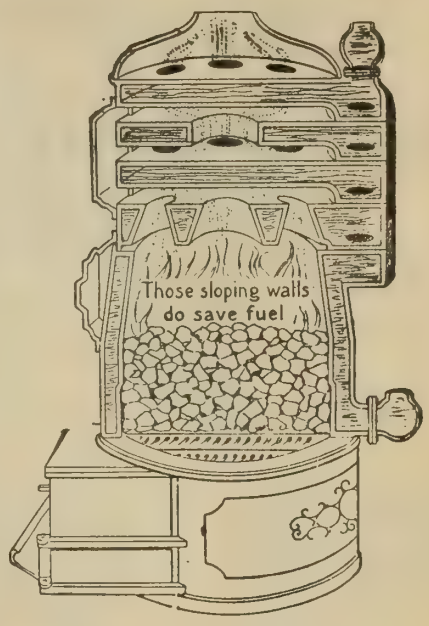
Not Because it Differs But Because it Delivers

The Oxford Boiler Earns Profit Easier

The Oxford Hot Water Boiler isn't built different just for the sake of oddity.

There's the strongest kind of a proved reason for every detail in which it differs from other boilers,—and it differs in a great many.

The Oxford alone has the right grate-bar design,—hollow and triangular, to compel the fire to burn more air than it burns fuel. It has in-sloped fire-pot walls and a big-belled, double-deep first section, because that is the only way to get every possible bit of good out of the fire. It has all-metal, no-rubber, joints to make leaks impossible and your work easier and surer. All these things are differences.



If you are in Toronto during the great Exhibition, you'll find a welcome at our exhibit in the Process Building. You'll find one, too, at either of our huge factories,—500 King West, or Toronto Junction.

These differences make the Oxford Boiler the boiler that saves buyers fuel money and dealers' reputation.

If it wasn't for these differences the Oxford Boiler couldn't be classed so far ahead of all its other boilers.

It is classed ahead because it **DOES DELIVER THE HEAT FOR LESS MONEY.**

It stays ahead because it is sold **for** you as well as sold **to** you.

Isn't that interesting enough to get you to look into the whole proposition ?

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

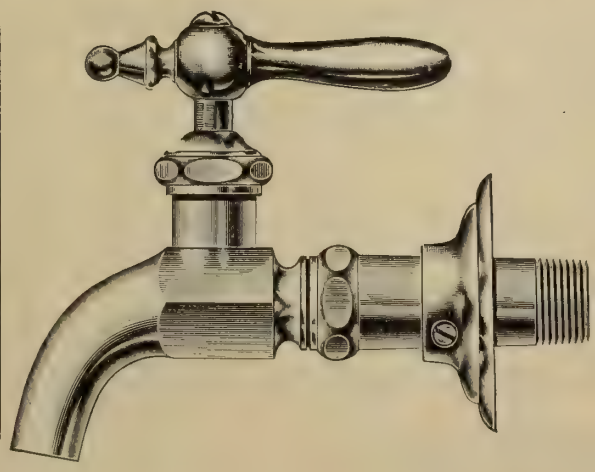
THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

174

UNITED BRASS GOODS HAVE FEATURES ALL THEIR OWN.

UNITED

Patented Fuller work has a unique eccentric which gives only positive back and forth motion with no side swing. **UNITED** Fuller work has full-sized waterway and special composition balls that will stand hot water without swelling. **UNITED** Fuller work is the only Fuller work that has no trap beneath the stem to catch and hold water after the piece is turned off.



THE UNITED

Fuller Bibb shown in the cut is the Patent Fuller Plain Bibb with Screw-on Tail, fitted with an Adjustable Set Screw Flange. The gentle taper of the tail is a **UNITED** feature. It permits the adjustment of the flange at any desired distance from the shoulder of the bibb, thus making a neat job no matter what the thickness of the sink back may be. **UNITED** compression work is also furnished with the Set Screw Flange.

UNITED BRASS MFG. CO.

CLEVELAND, OHIO, U.S.A.

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NOV 12 1906

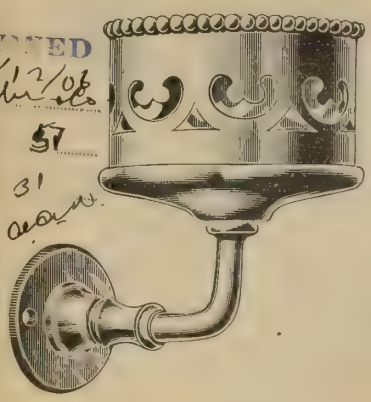
TORONTO

HIGH GRADE

BATHROOM FIXTURES

GIVE PERMANENT SATISFACTION

RETURNED
Nov 12/06
to Architects
57
31



No. 185—Tumbler Holder

This tumbler holder is a beauty, with solid beaded edge and inside tumbler support.

Our Catalogue shows some cheaper ones; but the only difference is in construction.

The quality and finish of all our goods are first-class.

We want you to have our Catalogue "82" for referehce.

THE CARRIAGE MOUNTINGS CO., LIMITED
TORONTO

RETURNED
NOV 12 1906

MADE IN CANADA

TORONTO

We are in our new offices and we want you to see us and the "Daisy" Boiler.

You'll most likely be in Toronto this coming week on a visit to the Exhibition.

Why not combine your visit to the Exhibition with a visit to our magnificent warehouse.

We'll be pleased to pilot you through from basement to roof, showing you the largest and most varied stock of Piping ever seen in a single supply house, Daisy Boilers in great number and an interesting display of general heating essentials.

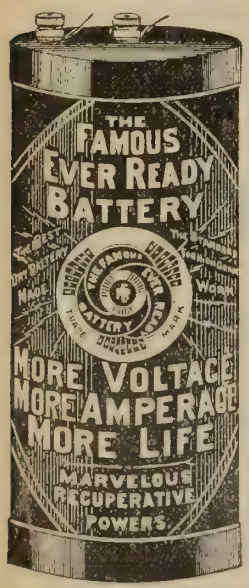
☞Only a block and a half from Yonge Street. Only a short spin from Exhibition cars, King Street.

CLUFF BROTHERS

Lombard Street, TORONTO

Ontario Agents for

Warden King & Son, Ltd., - Montreal.



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

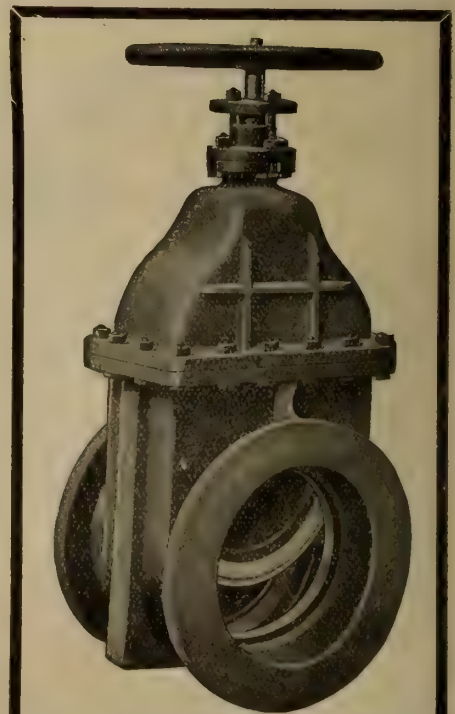
248 and 250 Craig St. W., MONTREAL, - Que.

We have always Aimed High for Quality

This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's Weber Iron Body Gate Valves

Are recognized as the leading Gate Valves
"MADE IN CANADA."

Every valve is tested and packed before shipment.
Send for Catalog.

The KERR ENGINE CO.,
Manufacturers Limited

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



Penberthy Automatic Injectors

THEY FEED THE BOILERS OF THE WORLD!

Why not sell the goods that are absolutely reliable, that give you the most profit with the least trouble. PENBERTHY BRASSES are easy to buy and easy to sell.

RETURNED Oct 27/06 to owner Cut Book No. 56 Item No. 83



"SALUTE" Flushing Oiler



"SILEX" Self-Feeding Grease Cup

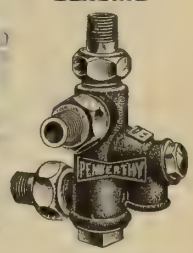


"SAFETY" Crank Pit Oiler



SLIDE TOP Plain Glass Oiler

GENUINE



AUTOMATIC INJECTOR

Some Good Lines for you Mr. Dealer

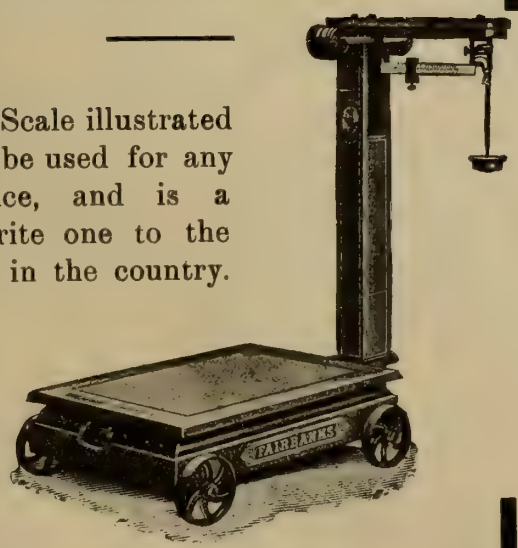
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FAIRBANKS STANDARD SCALES

There are none as good.

The Scale illustrated can be used for any service, and is a favorite one to the man in the country.

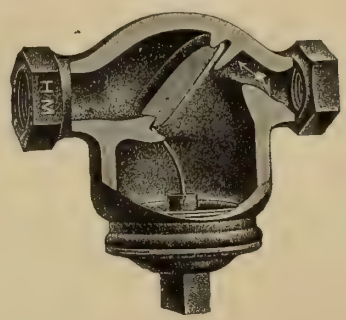


THE CANADIAN FAIRBANKS Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

Mueller Water Strainer

PATENTED



C—109

Foreign matter can't cling to the screen in this strainer and choke it. A baffle plate at the inlet receives the first impact of foreign matter and deflects it past the screen into the pocket. Made in regular pipe sizes up to 3-inch and in larger upon order.

THE MARK OF DECATUR H M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS

UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

When You Buy From Us You Buy From the Right People

We make the famous brands of Sheathing known as "CYCLONE" AND "JOLIETTE" and the ever-popular "BLACK DIAMOND" AND TARRED FELT

Building Papers, Wrapping Papers, Ready Roofing

Anything you require—in the time you require it.

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Aug. 31, 1906

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$43 00 $44 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I X X, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	7 00

Tinned Sheets.

7 x 30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	...
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base	....	2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel	....	0 12
B. K. Morton & Co.—		
"Alpha" high speed	....	0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J quality, best warranted	....	0 18
"T " warranted	....	0 14
"B.C" quality	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed	....	0 65
Chas. Leonard	0 08	0 09
CrucibleSteel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special	....	0 16
" Silver steel	....	0 12
" Black Diamond	....	0 09
Thos. Jowett & Sons B.P.L. tool steel annealed	....	10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
to 10 gauge	2 45	2 50
14 gauge	....	2 70
17 gauge	....	2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00
" ¼ "	5 85
" 5-16 "	4 45
" ⅜ "	3 75
" 7-16 "	3 50
" ½ "	3 25
" 9-16 "	3 20
" ⅝ "	3 20
" ¾ "	3 10
" 1 "	3 00
" 1¼ "	3 05

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 50

Bars.

Cut lengths, round, ¼ to ⅞ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25.00 26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned / Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 75	7 25
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	7 75
Part casks	8 00

LEAD.

Imported Pig, per 100 lb	4 45	4 55
Bar, " "		4 50
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05¼

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's, per lb.	0 27	0 27

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra 4 and 4½ ft. 3 in. rolled rim	1st quality $19 65	Special 17 65
5 feet "	20 65	18 65
5½ " "	22 15	20 15
6 " "	24 90	22 90
Plate E II		
5 feet 2½ in. "	19 15	17 15
5½ " 2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS

	1st quality.	Special.
Plate E 201	2 & 5 p.c	20, 10 & 5 p.c.
Kitchen, plate E 300	650 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers, 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	¼ inch 2 92
¼ "	2 09	⅜ " 2 92
⅜ "	2 42	½ " 3 27
½ "	3 05	¾ " 4 20
¾ "	4 37	1 " 6 02
1 "	5 96	1¼ " 8 21
1¼ "	7 15	1½ " 9 86
1½ "	9 54	2 " 13 10
2 "	14 50	2½ " 21 80
2½ "	19 00	3 " 28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
Jenkins' Globe Valves, discount 42½ per cent

No. 1 compression bath cock net	1 75
No. 4 " " "	1 90
No 7 Fuller "	2 35
No. 4½ " "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon net	25 00
" 35 " "	29 00
" 40 " "	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20,00
82	21 00	24.00
100	29.00	34.00
120	34.00	40.00
144	47 00	55.00

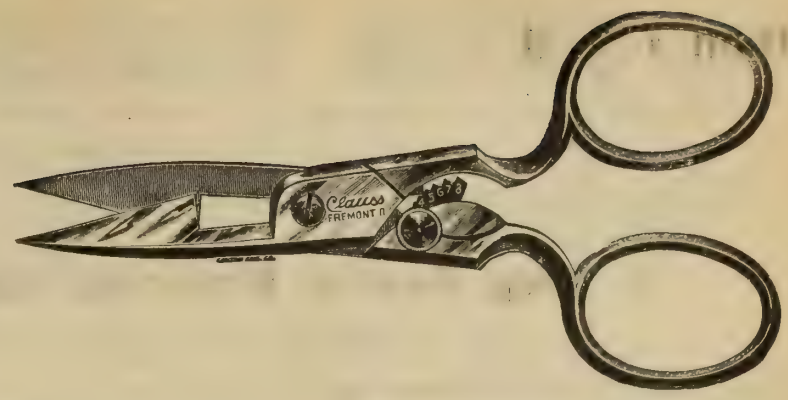
SOIL PIPE AND FITTINGS

Medium and extra heavy pipe and fittings, dis. 6 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of buttonhole. Ask for discounts.



The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SOLDERING IRONS.

½-lb.	per lb.	0 37
1-lb. or over	"	0 34

SOLDER.

	Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 24	0 25
Wiping	0 21	0 23

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.
Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Monarch	6 50
Standard Decorator's	6 25
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
" Anchor," pure	6 00
Sterling Pure	6 00
Ramsay's Pure Lead	6 00
Ramsay's Exterior	5 75
Crown and Anchor," pure	6 00
Sanderson Pearcy's	6 30

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5¼	0 06¾

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" " Thistle, "	1 00
" Outside, bbls	0 55 0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " ½ gal.	1 40
" " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls per gallon	0 60
Senour's Floor Paints gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00

	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 45c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 55c. per lb., f.o.b., Eastern Canadian Points.
Shellac, T.N. orange, etc., 49 to 53c, f.o.b., New York.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	3 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¼
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅝ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60

Machine Bolts, all sizes, ⅞ and less	55	
Machine Bolts, 7-16 and up	55	and 5
Plough Bolts	55	and 5
Blank Bolts	55	and 5
Bolt Ends	55	and 5
Sleigh Shoe Bolts	70	
Coach Screws, conepoint	70	and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33	per gross 7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3 $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto, Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

3-inch	per 100 feet		3 00
3 "	"	"	4 00
4 "	"	"	5 25
5 "	"	"	6 75
6 "	"	"	9 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch per 100 ft. 3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's	70	" 10	"
American	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to 75		"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Window Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.

1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	....	9 00
" " ¾ "	"	....	10 00
" " ⅞ "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.

English and Canadian,	per lb.	0 22	0 25

HANDLES.

Axe, 2nd growth,	per doz. net	3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz.	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1,	per doz		4 40
" " 2,	"		4 85
Barrel, Underhill			5 00

HAT ENAMEL.

Henderson & Potts' "Anchor Brand"

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.			
Heavy T and strap, 4-in.,	per lb.		0 06½
" " 5-in.,	"		0 06½
" " 6-in.,	"		0 06
" " 8-in.,	"		0 05½
" " 10-in.,	"		0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge— to 10 in	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20,	per gro. pairs	....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE

Tinned cast, 35 per cent

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples Canadian discount 60 per cent.

Wire.

Hat and coat, discount 62½ per cent.

Belt	per 1,000	....	60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base		3 65
New Pattern "P B." horseshoes		3 50

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.

Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	....	0 60

KNOBS.

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.		4 00
Ordinary, with O burner	"		50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle discount 30 per cent

Padlocks.

English and Am.	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	....	1 15

MILK CAN TRIMMINGS.

Discount 25 per cent.

NAILS.

	Cut.	Wire.
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon,	per gross	3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.)

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.

POULTRY NETTING.

2-in. Mesh, 19 w.g., dis. 50, 10 and 5 per cent
All others 50 per cent.

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00	9 00

We make Electric Fixtures, Sockets, and Cut-Outs

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Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

PUNCHES.

Saddler s .....per doz. net	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood.....per doz. net 1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros.' "Klean Kutter'	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	0 11½
Cotton, 3-16 inch and larger.....0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's....per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose.....	$17 50	.....	$16 30
Bear	15 00	.....	15 30
Fox	12 50	.....	14 30
Black Cat....	10 00	.....	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz.	190	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.		0 28	0 60
Hindostan ..... "		0 06	0 07
" slip ..... "		0 09	0 09
Labrador..... ..... "		....	0 13
" Axe..... "		....	0 15
Turkey ..... "		....	0 50
Arkansas..... "		....	1 50
Water-of-Ayr ..... "		....	0 10
Scythe .....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton....		....	25 00
" under 40 lb., "		....	28 00
" 200 lb. and over		....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.
German .....per doz. 75 5 00
S & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress .....per lb	0 33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1.....	....	3 50
" " No. 2.....	....	5 50
Saw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING.

Galvanized barb.....	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 45
" No. 11	3 10
" No. 12	2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

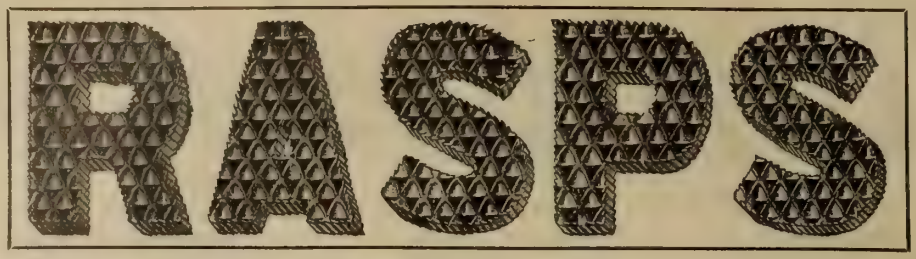
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Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

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Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

American Shearer Mfg. Co..... 37
Armstrong Mfg. Co 58
Arnsen, Andrew 15
Atkins, E. C., & Co..... 9
Atlas Mfg. Co..... 12

B

Barnett, G. & H. Co....outside back cover
Barrett Jos., & Sons..... 68
Batty Stove Co 12
Bell, Thomas, Sons & Co 1
Birkett, Thos. & Son Co 37
Bowmanville Foundry Co 37
Brantford Roofing Co. 9
Burr Mfg. Co 12

C

Cameron & Campbell.....22, 37
Canada Foundry Co 12
Canada Iron Furnace Co..... 41
Canada Metal Co..... 12
Canada Paint Co..... 46
Canada Paper Co 12
Canadian Mill Co..... 20
Canada Smelting Works 41
Canadian Bronze Powder Works..... 43
Canadian Fairbanks Co 61
Canadian Heating & Ventilating Co.. 19
Canadian Sewer Pipe Co. 41
Canadian Shovel & Tool Co..... 4
Carriage Mountings Mfg. Co 60
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 1
Clauss Shear Co 63
Cluff Bros..... 60
Consolidated Plate Glass Co..... 48
Consumers' Cordage Co..... 10
Covert Mfg. Co 37
Crain, Rolla L..... 13
Cumming Mfg. Co..... 11

D

Dana Mfg. Co. 14
Davenport, Percy P..... 68
Davidson, Thos., Mfg. Co..... 4
Dennis Wire and Iron Co..... 40
Deseronto Iron Co..... 41
Dieckmann, Ferdinand..... 49
Diamond Saw and Stamping Works... 16
Dominion Cartridge Co. 10
Dorken Bros..... 64, outside front cover
Dowswell Mfg. Co 52

E

Eadie, H. G..... 41
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa..... 34, 35
Erie Specialty Co..... 52

F

Fenner, Frederick 43
Forman, John 60
Forwell Foundry Co 58
Fox, C. H..... 18
Francis-Frost Co..... 19
Frothingham & Workman 6

G

Galt Art Metal Co..... 51
Gibb, Alexander..... 18
Gibsone, J. B..... 18
Gilbertson, W., & Co..... 41
Glauber Brass Co..... 58
Grantoff, B. A. & A. 13
Greening, B., Wire Co..... 53
Guelph Stove Co..... 21
Gurney Foundry Co..... 19, 59
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Cotton Co..... 13
Hamilton Rifle Co 51
Hanover Portland Cement Co..... 17
Harris, J. W., Co 14
Hart & Cooley Co..... 68
Heinisch, R., Sons Co..... 17
Henderson & Potts Co..... 44
Heney, E. N., & Co..... 68
Hobbs Mfg. Co 45
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 18
Hyde, F. & Co..... 52

I

Imperial Varnish and Color Co..... 42
International Gas Appliance Co..... 16
International Portland Cement Co.... 17

J

Jamieson, R. C., & Co..... 43
Jardine, A. B., & Co. 41
Johnson's, Iver, Arms and Cycle Works 50

K

Kemp Mfg. Co..... 47
Kerr Engine Co 60

L

Lamlopugh, F. W..... 13
Leslie, A. C., & Co. outside front cover, 41
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 53
London Foundry Co..... 9
Loughead, J. S., & Son 12
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 62
McCaskill, Dougall & Co..... 43
McClary Mfg. Co..... 20
McConnell, R. J 37
McDougall, R. Co..... 68
Macfarlane, Walter..... 53

M

Maple Leaf Harvest Tool Co 8
Merrell Mfg. Co..... 54
Metal Shingle and Siding Co..... 13
Metallic Roofing Co 39
Millen, John & Son ....outside back cover
Mitchell, H. W 18
Morrison, James, Brass Mfg. Co..... 54
Morrow, John, Machine Screw Co 17
Mueller, H., Mfg. Co 61
Munderloh & Co..... 65

N

Newman, W., & Sons 37
Nicholson File Co.. 66
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 41
Novelty Mfg. Co 15

O

Oakey, John, & Sons..... 41
Ontario Tack Co..... 40
Ontario Wind Engine and Pump Co .. 12
Orford Copper Co..... 41
Oshawa Steam & Gas Fitting Co..... 58
Owen Sound Wire Fence Co..... 21

P

Paterson Mfg. Co..... 64
Pearce, Frank, & Co 18
Pease Foundry Co. 49
Pelton, Godfrey S 43
Penberthy Injector Co..... 61
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 14
Phillips, Chas. D 17
Phillips, Geo., & Co..... 53
Pink, Thos..... 11

R

Ramsay, A., & Son Co..... 45
Reid, David, & Co..... 18
Robertson, James Co....inside back cover
Roper, J. H 15
Round, John, & Son..... 17

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 45
Scott, Bathgate & Co..... 18
Seymour, Henry T., Shear Co..... 17
Shantz, I. E., & Co..... 58
Sharratt & Newth 12
Shaw, John, & Sons..... 15
Sherwin-Williams Co..... 40
Silica Barytic Stone Co 17
Stanley Rule and Level Co..... 16
Stairs, Son & Morrow..... 66
Standard Ideal Sanitary Co..... 54
Standard Paint and Varnish Works... 43
Starr Mfg Co. 13
Stauntons Limited 21
Steel Trough and Tank Co..... 12
Stephens, G. F., & Co..... 37
Sterne, G. F., & Son 18
Stewart, Jas., Mfg. Co 18

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co. outside back cover

U

United Brass Mfg. Co..... 59
Universal Systems 2

V

Vickery, O..... 58

W

Wallace Barnes Co 60
Warnock Mfg. Co..... 16
Welsh Tinplate & Metal Stamping Co. inside back cover
Western Wire Nail Co 52
Wilcox Mfg. Co..... 14
Winnipeg Paint and Glass Co 37
Wright, E. T., & Co 12

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Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Robertson, Jas. Co,, Montreal.

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Carriage Mounting Co., Toronto.

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Glauber Brass Mfg. Co., Cleveland, Ohio.
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Lewis, Rice, & Son, Toronto.
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Taylor-Forbes Co., Guelph, Ont.
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American Shearer Mfg. Co., Nashua, N.H.

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Consumers' Cordage Co., Montreal.
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Erie Specialty Co., Erie, Pa.

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Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
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Door Hanger Co., Hamilton, Ont.
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Canadian General Electric Co., Toronto.
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Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

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Cameron & Campbell Toronto.

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Kerr Engine Co., Walkerville, Ont.

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Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

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Bradstreet Co.

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Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.
Marlin Firearms Co., New Haven, Conn.

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Enterprise Mfg. Co., Philadelphia, Pa.

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Montreal Rolling Mills Co., Montreal.

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Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Maple Leaf Harvest Tool Co, Tillsonburg, Ont.

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

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Heney, E. N., & Co., Montreal.

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Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

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Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

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Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

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Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

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Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

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Cumming Mfg. Co., Renfrew.

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Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

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Bell, Thos, Sons & Co, Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

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Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
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Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware,
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co, Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

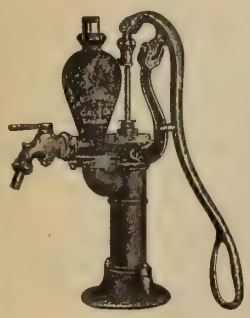
Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Hardware and Plumber—



We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.



McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA



STAY-ON
Horse Blankets

"Imperial Crown" Brand

The difficulty with most Horse Blankets is that no matter how you attach them to the horse, they will work off In the special make of our **STAY-ON BLANKETS** this difficulty is overcome. We have spent labor and money to perfect all kinds of horse clothing, and we are pleased to demonstrate to all the advantages derived from the use of our specialties. You pay no more for our goods than you do for inferior qualities.

Largest Manufacturers in Canada

E. N. HENEY CO., Ltd., Montreal

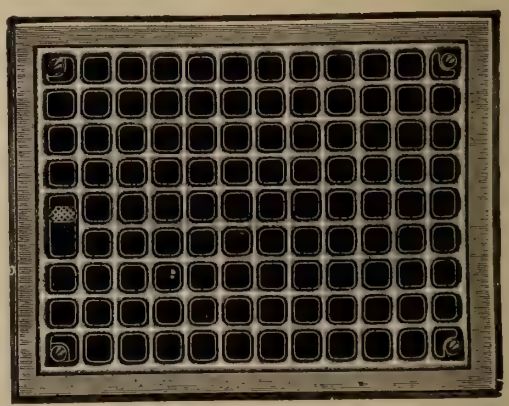
Wrought Steel Registers

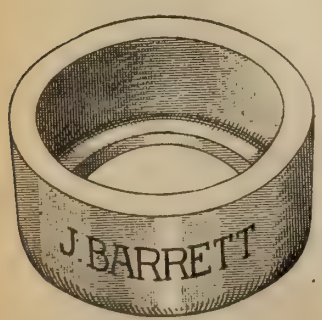
Will not Break or Warp.
Large Air Space,
More Strength,
Less Weight.

For Sale by Leading Jobbers

HART & COOLEY CO.,

NEW BRITAIN, Conn., U.S.A.





HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00 per 100
3-in.	"	$7.00 " 100
3½-in.	"	$8.00 " 100
4-in.	"	$9.00 " 100

Complete list on request

Expert Bookkeeping

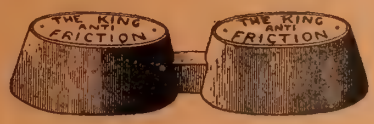
Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

622 McIntyre Block, - WINNIPEG, MAN

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Express Prepaid, 170-Page Illustrated Catalogue No. 8 and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

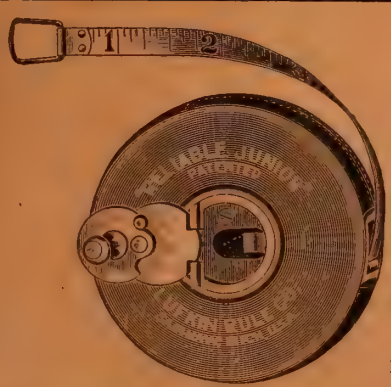
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD. YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

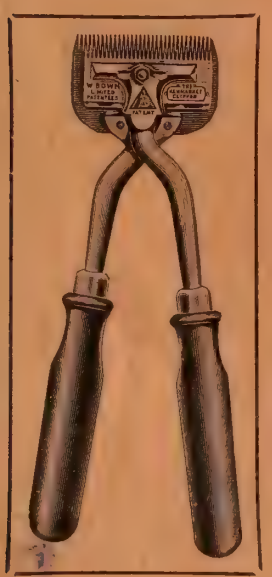
THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.



NEWMARKET HORSE CLIPPER

This celebrated Clipper can be obtained from all the principal dealers.

B. & S. H. THOMPSON & Co.

LIMITED

Manufacturer's Agents

53 ST. SULPICE STREET, MONTREAL

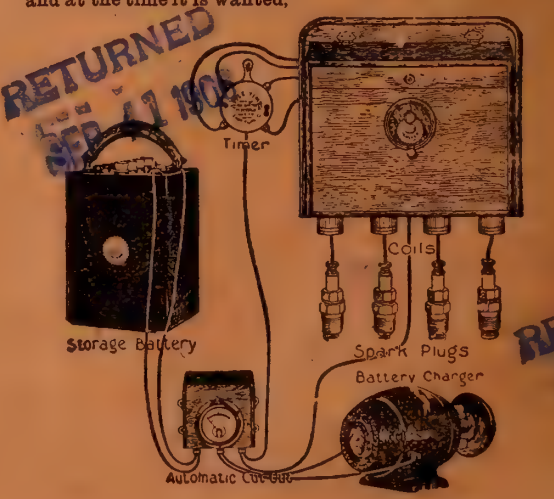
Dominion of Canada Sales Agents UNITED STATES STEEL PRODUCTS EXPORT COMPANY Sheet Steel and Tinplate Departments.

WORRY IRRITATION LOSS OF TIME

is the inevitable result of defective irregular ignition whether it be in Gas Engine, Automobile or Motor Boat.

THE 1906 APPLE IGNITION SYSTEM

avoids all this and also saves the expense of renewing battery cells. Study this illustration showing the dynamo for generating current and storage battery for holding it; with other accessories giving **a sure spark; a hot spark, a live spark, each time, and at the time it is wanted.**



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CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 8, 1906 NO. 36.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL

CANADA

MORE POPULAR THAN EVER

after forty years' trial.

WHY?

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

"BEST MODEL IN THE WORLD"



There you have other people's opinion of

HUDSON PATTERN APPLE-PARERS

Of course you are aware that there is no other model made in Canada; so the comparison is principally with American parers.

The HUDSON has always been a great seller. Its efficiency is the common talk of hardware stores.

Being guaranteed, your profit is thereby guaranteed.

Consider the parer question while it is seasonable You have your jobber, but if he cannot talk "Hudsons" drop a line to

TAYLOR-FORBES COMPANY, LIMITED

MONTREAL BRANCH, 122 Craig St. West
Head Office and Works, GUELPH, ONT.

AGENCIES:
H. C. ROGERS, St. John, N. B.
W. A. MACLENNAN, Vancouver, B. C.

See Classified List of Advertisements on Page 87.

HUNTING SUPPLIES

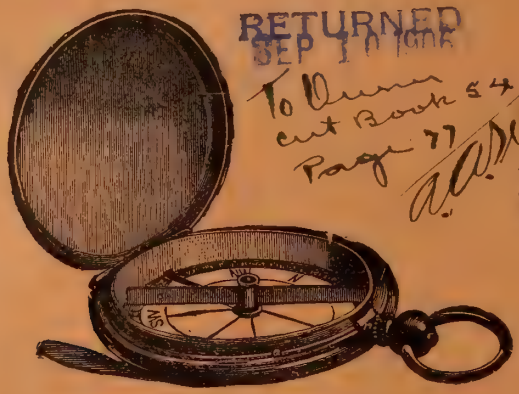
GOODS FOR THE SPORTSMAN.

RETURNED SEP 10 1906



HUNTING CAPS

RETURNED SEP 10 1906
To Queen's cut Book 54 Page 77 A.A.S.N.



COMPASSES

RETURNED SEP 10 1906



HUNTING CAPS

Belts
Field Glasses
Hunting
Knives



RETURNED SEP 10 1906

RIFLE CASES

Cartridge
Bags
Revolvers
Hunting Axes

LOADED SHELLS



RETURNED SEP 10 1906

HUNTING COATS



RETURNED SEP 10 1906

HUNTING BOOTS

LOADED SHELLS



RETURNED SEP 10 1906

HUNTING COATS

WRITE FOR PRICES.

RICE LEWIS & SON

LIMITED

TORONTO.

This is a specimen of one of our advertisements which regularly appear in all leading publications. All results therefrom are referred to the dealer in the town from whence they come. SEND FOR BOOKLET WITH TRADE PRICES.

PRICES:
Hollow Ground
$2.00
Double Concave for Extra Heavy Beards
$2.50
Pair in Leather Case
$4.50
Carbo-Magnetic Strop $1.00



NO HONING **NO GRINDING**

NO NEW BLADES **NO ANNUAL TAX**

FIRST PURCHASE PRICE THE ONLY EXPENSE

If you will send us your dealer's name and let us know whether he handles the Carbo- Magnetic razor, we will send you our **booklet, "Hints on Shaving," Free,** and also make you a proposition whereby we will arrange with your dealer that you can test and use one of these razors **without any risk** or obligation on your part. The booklet illustrates the correct razor position for every part of the face, and gives much needed information to all self-shavers. The Carbo-Magnetic razor is for sale by most good dealers who guarantee it—we back their guarantee. Send for book to-day.

Firm of A. L. SILBERSTEIN, 459 Broadway, New York

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles
All Calibres
Browning Automatic Shot Gun
Double Barrel Shot Guns, Hammerless
Single Barrel Shot Guns, Gauges, 12, 16, 20
Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.
Harrington and Richardson's
C. F. 22, 32, 38 Cal.
Full line of WINCHESTER and DOMINION Loaded Shell
Winchester Supplemental Chambers
Ready Sellers, Satisfactory Users
Get our Prices they are right

THOS. BIRKETT & SON CO.,

Wholesale Hardware LIMITED

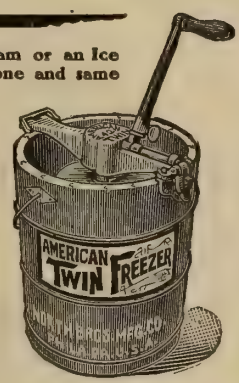
OTTAWA, ONT.

American Twin Freezer

Freezes two flavors of Ice Cream or an Ice or Sherbet and Ice Cream at one and same time, in one freezer.

SOMETHING ENTIRELY NEW —NEVER DONE BEFORE.

THE can is divided in two parts by a vertical partition. One flavor is placed in one, the other in opposite side of can, in each of which the scrapers, etc., operate. The can cannot be turned as in old style freezers, because of the partition. It is therefore swung to and fro by a rocking motion of the crank. This is a more comfortable and much easier movement. It is very much less tiresome than turning a crank. One can sit back in a chair with freezer alongside and rock the crank to and fro without discomfort or undue exertion and even read at same time. Although two flavors are frozen at once and with less exertion, no more time is required than in old style freezers.



The **Pails have electric welded wire hoops,** which are guaranteed not to break or fall off; Cans are of heavy tinplate with **drawn steel bottoms** that are guaranteed not to fall out or break and do not leak, the strongest and most durable Freezer Can made; the **Automatic Twin Scrapers** by their positive action insure perfect scraping of frozen particles from side of can. All inside parts are heavily coated with pure block tin, and outside parts all thoroughly galvanized.

SOLD BY LEADING JOBBERS.





Send for Catalog.

ICE CREAM FREEZERS THAT SELL



THEY ARE	THEY EXCEL IN
Well Advertised,	Easy Running,
In Demand,	Quick Freezing,
Easily Sold,	Economy,
Satisfactory in Use,	Convenience,
Of Known Reputation,	Practical Results.

North Bros. Mfg. Co.,

Philadelphia, Pa.

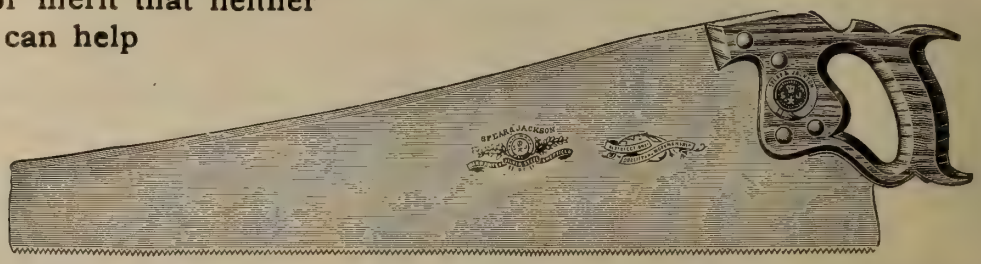
The "Come-of-its-own-accord" Business is the Kind that Pays You Best

When a dealer sells one of our

HANDSAWS

he lays tracks for a host of sales. That comes as a result of our handsaws having such an abundance of merit that neither dealer nor consumer can help seeing it.

The demand for handsaws is controlled by the supply — of quality. We have an unlimited supply.



No. 87—"Silver Steel," patent ground, hollow back, highly tempered and finished blade.

NOTE: Besides all kinds of Saws, we manufacture Canada Webs, Files, Edge Tools, Shovels, Forks, etc.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic address: **"Spear, Sheffield"**

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

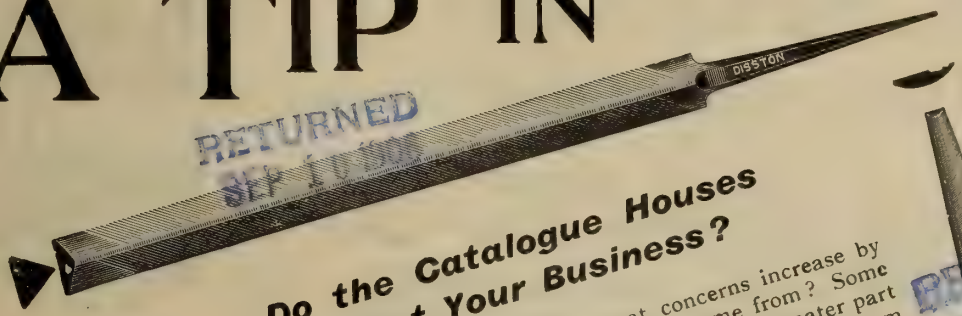
Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

A TIP IN TIME MAY SAVE A BUSINESS

"DISSTON'S" FILES



RETURNED SEP 10 1906

Do the Catalogue Houses Affect Your Business?

Every year the sales of these great concerns increase by thousands of dollars. Where does this money come from? Some may be due to the increase in the population, but the greater part comes from the inhabitants of the smaller cities and towns; from people who should by rights be the customers of the retail merchants.

If you are losing your trade you have only yourself to thank. People don't buy from Catalogue Houses because they love them, but because they imagine they can get better bargains than they can from you. It's up to you to make them think differently.

Every week we are going to show you goods that will help you out of your trouble.

We don't waste time or money advertising goods that don't sell. Every line we show in our ads. has proved itself to be a favorite with the buying public.

As a start to your campaign you couldn't choose a better line than **DISSTON'S FILES**. These files are well and favorably known throughout the country.

In your next ad. advise the people that you have a line of files that you can prove to them will beat in quality and cutting ability **any file** that can be bought from **any Catalogue House**, and the difference in price, if any, will be so small as to be unnoticeable.

The only way to increase your sales is by gaining the confidence of the public, and the only way to do that is by selling **good honest goods** at **reasonable prices**.

For the honest goods watch our ads. in this paper; we know the game we are playing and will not fool you.

As we look to the retailer for our trade, it pays us to do all in our power to help him succeed.

Start right now by asking our prices on these files.

Our large 1,000 page catalogue, No. 31, will show you our full line—they are **not sold** by Catalogue Houses.

Every File Stamped "Disston" is guaranteed perfect, and everyone that leaves the factory is stamped.

THE STEEL

employed in the manufacture of "DISSTON'S" FILES is made in a special plant at the Disston Works.

This together with perfect workmanship and the most up-to-date machinery, makes Files that for cutting and lasting powers cannot be approached, much less surpassed.

A trial will prove it.

RETURNED SEP 10 1906

If You Want the Best in Files, Specify Disston's and See That You Get Them. Name Stamped on Every File.

LEWIS BROS., LTD.

OTTAWA
TORONTO
MONTREAL
WINNIPEG
VANCOUVER
CALGARY

RETURNED SEP 10 1906

SCOOPS

Grain, Coal, Locomotive, House Furnace

MOOSE
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA.
MANUFACTURER

1st Grade





Sectional View Showing Converse Reinforced Shoulder (Patented)

BLACK CAT
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA.
MANUFACTURER

4th Grade



"DAVIDSON'S"

PREMIER ROYAL

COOKING RANGE

The Very Latest Design and Fairly Bristling With Good Points and Labor Saving Devices.

A well made range of plain design. Ornaments sparingly used—so that the castings have a smooth mirror surface. Easy to clean and THOROUGHLY HIGH-CLASS.

RETURNED
April 5/07
to Toronto
Cut Book No. 62
Page No. 92

Made in 3 Sizes and 6 Styles.

(Commands a good price.)

WRITE FOR DESCRIPTIVE CATALOGUE.

The

Thos. Davidson Mfg. Co.

Limited

Montreal and Winnipeg

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

ATKIN'S SAWS

"The Saw that Sells Itself."

Skilled mechanics everywhere instantly recognize the merits of these Saws. They appeal to their mechanical and artistic sense. They are the acme of perfection.

RETURNED SEP 10 1906

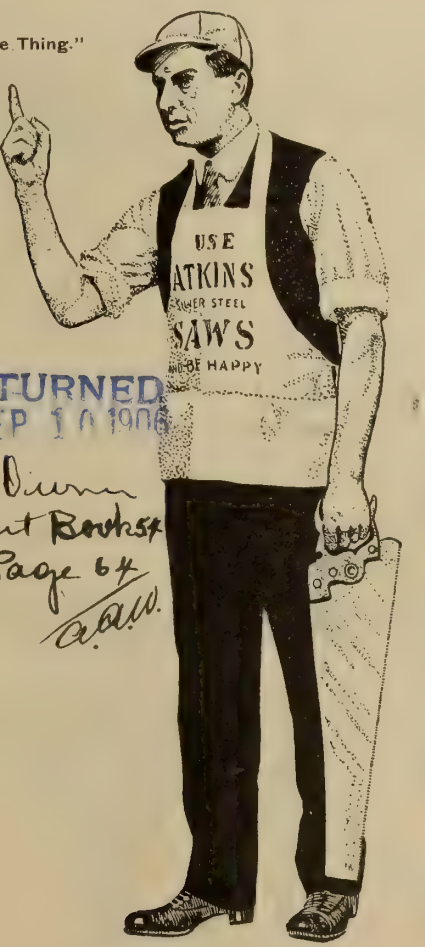


"PERFECTION" PANEL SAW

A High-grade Saw for High-grade Workmen.

These Saws are fitted with our Perfection Saw Handle, which is adjusted to the blade on scientific principles. They are very comfortable to the hand and make the saw "hang" just right. Ask to see one.

"Quality is the Thing."



RETURNED SEP 10 1906
To Diana
Cut Book 54
Page 64
A.A.W.



RETURNED SEP 10 1906

"PERFECTION" HAND SAWS



RETURNED SEP 10 1906

"PERFECTION" RIP SAWS

Skew-Back, Silver Steel Damaskeened, Curved and Polished Apple Wood Handles.

RETURNED SEP 10 1906



"THE VICTOR" CROSS CUT SAWS

We are Headquarters for High-grade Mechanics' Tools

H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory: Dufferin Street, Toronto, Ont.

We Ship promptly

Where the Profit Comes in

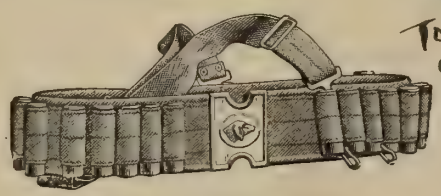
There's often more profit made in selling the many small articles required in a shooter's outfit than in selling a gun or rifle.

There are many novelties that are standard, and that sell constantly, and are not subject to changes in shape or style.

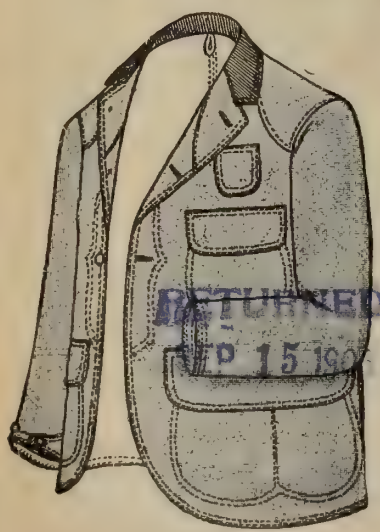
These you should keep in stock. We show here a few of them.



4 Sizes of Cartridge Bags.



No. 200.—Woven Cartridge Belt.



No. 12.—Canvas Hunting Coat.

Many other good-selling articles of a similar kind are shown in our **"Sporting and Fall Goods"** Catalogue.

A post card brings a copy.

F.&W.

Snowshoes for Business and Pleasure

Large numbers of Snowshoes are used each year in the lumber trade and by others whose work calls them into the northern woods.

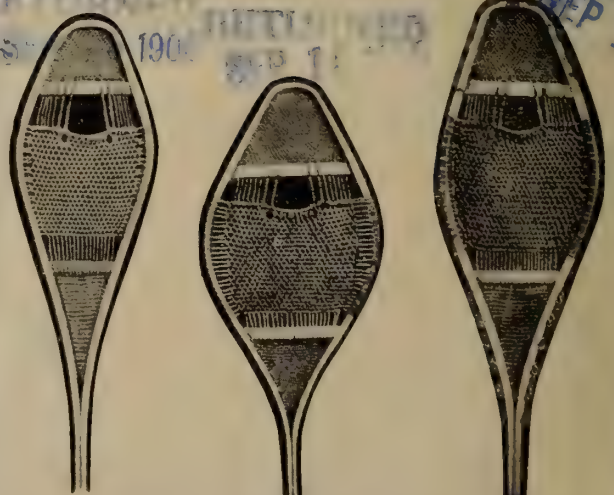
The popularity of snowshoeing as a sport is increasing and hardware men should profit by it.

The line we offer affords sufficient variety to meet the requirements of the different uses to which Snowshoes are generally put.

Our Snowshoes are made by Province of Quebec Indians experienced in their manufacture. Good material and correct shape are qualities of these shoes.

Snowshoes should be ordered as early in the season as possible.

The full line is shown in our **"Sporting and Fall Goods"** Catalogue.



No. 5.—Men's Shoe. 42 x 12 in.

No. 26.—Shanty Shoe. 44 x 18 in.

No. 23.—Ladies' Shoe. 30 x 11 in.

HARDWARE F. & W. Limited, MONTREAL

(FROTHINGHAM & WORKMAN, Limited)

RETURNED
SEP 1 0 1906

CAVERHILL LEARMONT & Company

BROWNING AUTOMATIC

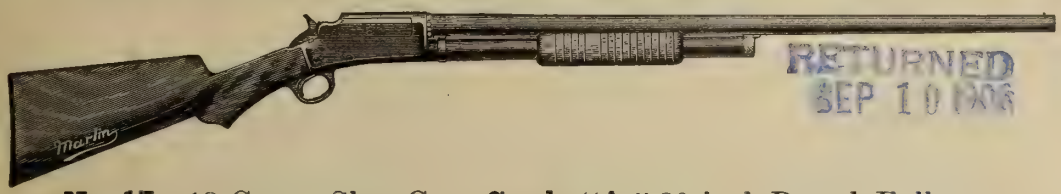
SOLID BREECH HAMMERLESS REPEATING SHOT GUN



RETURNED
SEP 10 1906

No. 1—12 Gauge, Take Down, 28-inch Cockerill Steel Barrel, English Walnut Stock, Matted Receiver, Rubber Butt, 5 Shots, Weight about 7¾ lbs. Retails for..... $32 00

MARLIN REPEATING SHOT GUNS



RETURNED
SEP 10 1906

No. 17—12 Gauge Shot Gun, **Grade "A,"** 30-inch Barrel, Full Choked, Six Shots, Weight about 7⅛ lbs. List Price..... $24 35

No. 1595—12 Gauge Shot Gun, **Grade "A,"** 30-inch Barrel, 6 Shots, Weight 7⅛ lbs., Full Choked, Double Extractor, Take Down Pattern. List Price..... $27 40

WINCHESTER REPEATING SHOT GUNS



RETURNED
SEP 10 1906

10 Barrow steel
Cut Office
Book 54
Page 65
aaw.

No. 1590—Take Down Pattern, 30-inch Rolled Steel Barrel, Oiled Walnut Stock and Fore-end, Pistol Grip, Weight about 7¾ lbs., 6 Shot, Length of Stock 13¾ ins., Drop at Comb 1⅝ in., Drop at Heel 2½ in., Full Choked, 12 and 16 Gauge. List Price..... $27 00

TRADE SUPPLIED BY

Caverhill Learmont & Co

Montreal and Winnipeg

Auto-matic Shot Guns

To Suit All Tastes

THEY ARE NEATER AND MORE DESIRABLE THAN DOUBLE BARREL GUNS.

EACH GUN IS CAREFULLY TESTED BEFORE LEAVING THE FACTORY.

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



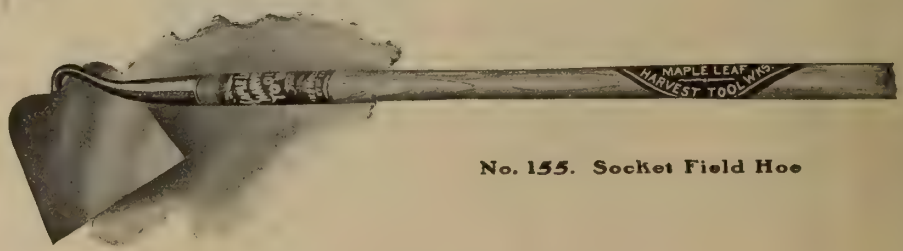
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



No. 155. Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention. A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

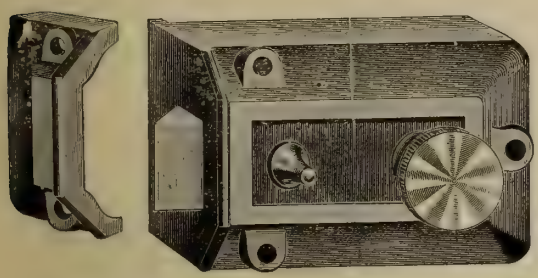
TILLSONBURG, ONT.

BRANTFORD "ASPHALT" AND "RUBBER" ROOFINGS

REGISTERED TRADE "B" BRANTFORD ROOFING CO. LIMITED MARK
BRANTFORD, CANADA

For the convenience of our "NORTHWEST" customers we purpose carrying stocks at
WINNIPEG REGINA CALGARY
Brantford Roofing Co., Limited, - Brantford, Can.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



IT CUTS NAILS

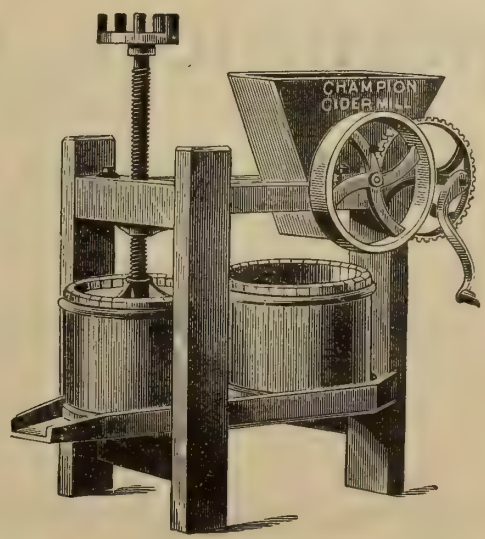
Our new Nest of Saws contains a Compass, Keyhole and Metal Cutting Blade—fitt d to an adjustable handle.

Indispensable to every Carpenter, Plumber, Electrician, Gas Fitter—or where nails are in the way. At your Dealers or write for Saw Sense Booklet. Tells all about it.

E. C. ATKINS & CO., Inc.

Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skeins,

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA



Buy Dominion Ammunition

The jobber makes more profit.
The retailer makes more profit.
The consumer saves money.

Canada is wealthier by just the amount of your purchases

OUR QUALITY THE BEST

DOMINION CARTRIDGE COMPANY LTD.

MONTREAL

Manufacturers of

Rifle and Pistol Cartridges of all kinds, Shot, Shells, Primers, Etc.

When ordering ammunition through your jobber specify "Dominion."

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

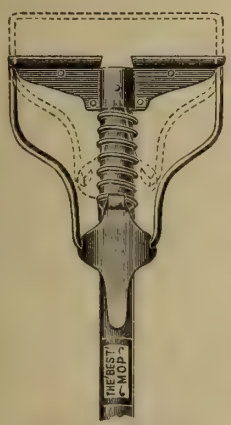
They mean

$ and Sense

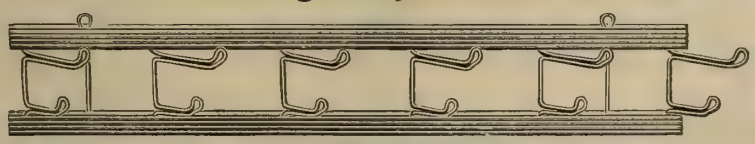
to you, MR. DEALER

RETURNED
SEP 24 1913
To Cumm
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adam

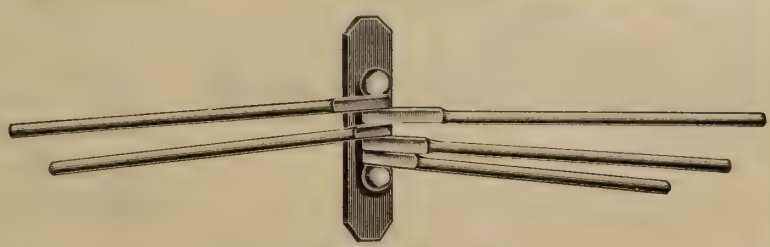
CAN OPENERS — TOWEL ROLLERS — WOODEN WARE OF ALL KINDS



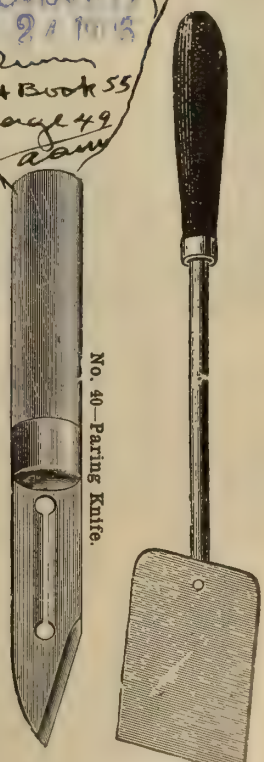
The "Best" Mop



No. 706.—Coat and Hat Rack



No. 60.—Arm for Towels



No. 40—Paring Knife.

No. 800.
Cake Turner

Trade Builders, every one of 'em. Ask your jobber for them.

—MADE BY—

THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

Western Representatives:
F. A. Reinhardt
J. J. Maguire
608 Ashdown Bldg.,
WINNIPEG, Man.

TRADE MARK
This design a guarantee of quality.

Manilla Paper | **Fibre Paper**
SMOOTH, TOUGH, BRIGHT, CLEAN ALL SIZES AND WEIGHTS | THE TOUGHEST OF THE TOUGH ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfg. of HUBS, SPOKES and BENT GOODS

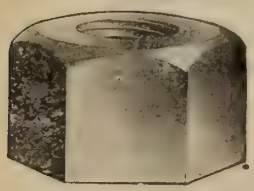


We manufacture a complete line of parts for ***Wagons, Carts, Sleighs, Buggies*** and ***Cutters.*** We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making ***Heavy Stock*** for Wagons, Carts and Sleighs, also ***Straight Heel Shafts*** and ***S.B. Poles*** in all sizes.

We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD,** **21 St. Peter St., Quebec, P. Q.**



COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws ***Thumb Screws***
Set Screws ***Machine Screws***

SPECIAL DISCOUNTS TO THE TRADE

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



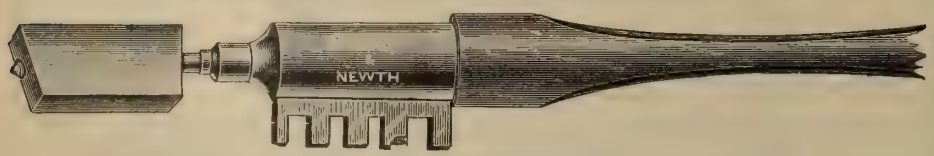
Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

STEEL TANKS



Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

The Steel Trough and Tank Co., Limited, - Tweed, Ontario



UNIVERSAL OIL HEATER
Price, $3.40

This stove has a larger sale than any other competing stove. Handsomely made and finished. Guaranteed to give satisfaction. Heaters of all varieties. Prices ranging from $2.50 to $7.50.

FOR SALE BY **E. T. WRIGHT & CO., HAMILTON**



Mantels, Grates, Tile, etc.

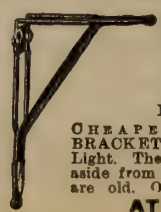
A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

WORK AND PRICES RIGHT **GALVANIZING** ONT. WIND ENGINE & PUMP CO. TORONTO, ONT. LIMITED.

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are old. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn., U.S.A

Dominion goods for people who live in the Dominion

Dominion Wire Man'fg. Co.

LIMITED

MONTREAL—TORONTO

WIRE

Barb
Plain Twist
Galvanized
Galvanized Coiled Spring
Plain Wire
Annealed
Oiled and Annealed
Coppered
Tinned "for all Purposes"
Fine Wire "all kinds"
Brass and Copper Wire
Pure Copper Wire for Electrical Purposes

WIRE NAILS

Fence Staples
Blind Staples
Bed Staples
Poultry Netting Staples

SCREWS Iron and Bronze, Brass and Nickel Plated
Flat, Round, Oval Heads

JACK CHAIN Iron and Brass, Single and Double
Wire Coat and Hat Hooks
Wire Door Pulls

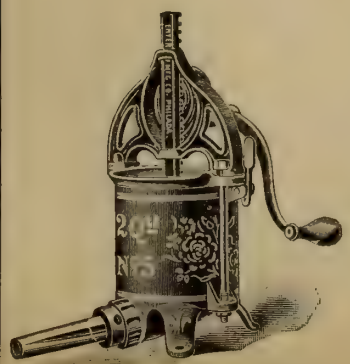
BRIGHT GOODS

Screw Hooks, Screw Eyes
Cate Hooks and Eyes, Etc.
Spring Cotters.

NO AIR

Sausages made with the ***ENTERPRISE SAUSAGE STUFFER*** have no air inside the casing. For this reason they keep better. The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the accurate boring of the cylinder—in the

ENTERPRISE
SAUSAGE STUFFER, LARD and FRUIT PRESS



NOW is the time to push these goods for the fall trade.

Ask for electros for advertising and advertising printed matter.

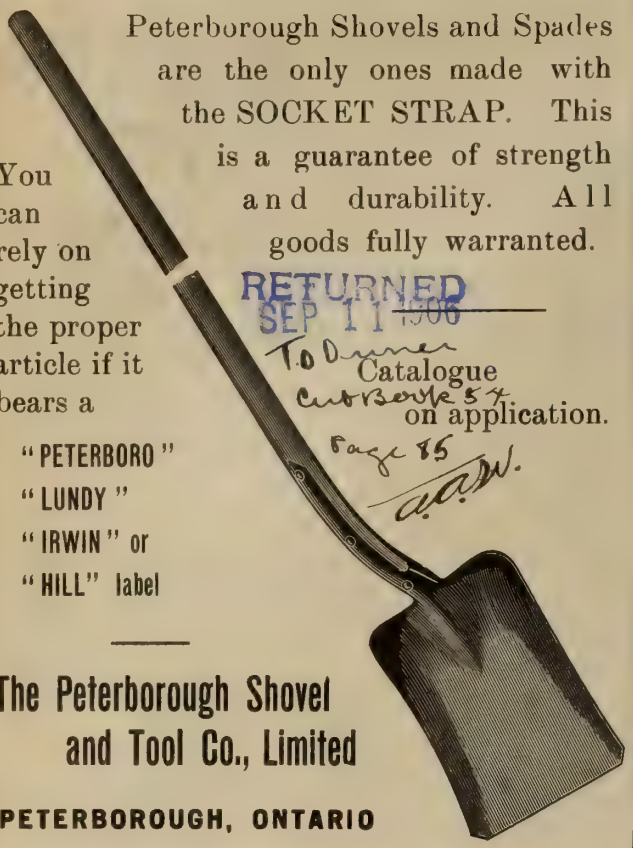
The Enterprise Mfg. Co. of Pa.

Philadelphia, U.S.A.

New York Branch, 10 Warren Street

San Francisco Branch, 318 Market Street





Peterborough Shovels and Spades are the only ones made with the SOCKET STRAP. This is a guarantee of strength and durability. All goods fully warranted.

You can rely on getting the proper article if it bears a

"PETERBORO"
"LUNDY"
"IRWIN" or
"HILL" label

RETURNED
SEP 11 1906
To Dunnes
Catalogue
Cur Book 54
on application.
Page 85
A.A.W.

The Peterborough Shovel and Tool Co., Limited

PETERBORO, ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory, if the chimney does not draw well. But the

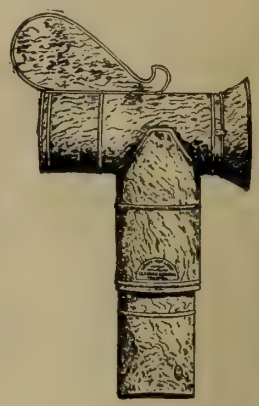
"ZEPHYR VENTILATOR"

will give a good draft to any chimney.

It will even allow the burning of soft coal in the stove, with good results.

WE WANT YOU TO SELL THE "ZEPHYR VENTILATOR" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **THE ZEPHYR** cannot be excelled for ventilating the rooms of **CLUBS, STEAM LAUNDRIES**, etc.

"THE ZEPHYR" MAKES HIGH CHIMNEYS UNNECESSARY.



Lachine, June 5th, 1903

The J. W. HARRIS Co., LIMITED, MONTREAL.

Dear Sirs,

Your system of ventilation installed in our Convent has given us absolute satisfaction.

Yours respectfully,

Sister MARIE PACIFIQUE, GEN. ECO.
Sisters of Ste. Anne.

MADE BY

THE J. W. HARRIS CO., LIMITED

CONTRACTORS, - MONTREAL



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless Adjustable Track

Brass Bushed Roller Bearings

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

CLASSICAL METAL CEILINGS

are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited
Preston, Ontario

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

SELL YOUR CUSTOMERS THE

ALUMINUM OIL HEATER

and you won't be obliged to send a man out every little while to clean re-wick and put in order.

No money in that, is there?

But there's certain money in the Oil Heater that sells at sight and stays sold—only the Aluminum holds this record.

Join the procession—sell Aluminum Oil Heaters, and to avoid disappointment place order promptly.

A postal will bring full information.



LEWIS BROS., Ltd.
MONTREAL, TORONTO, OTTAWA, WINNIPEG, VANCOUVER, CALGARY

EMERSON & FISHER, Ltd.
Agents for NEW BRUNSWICK, NOVA SCOTIA and PRINCE EDWARD ISLAND.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

To Manufacturers' Agents

HARDWARE AND METAL has inquiries from time to time from manufacturers and others wanting representatives in the leading business centres here and abroad.

Firms or individuals open for agencies in Canada or abroad may have their names and addresses placed on a special list kept for the information of inquirers in our various offices throughout Canada and in Great Britain without charge.

Address
Business Manager
HARDWARE AND METAL
Montreal and Toronto

Sorting the Scrap

Not all scrap makes good bar iron—it must be carefully selected to give satisfactory results.

London Bar Iron is made only from the choicest scrap, selected by experts. Consumers are unanimous that it has the quality.

Orders promptly filled.

52

London Rolling Mills
London, Canada.



"BEST GOODS AT RIGHT PRICES" (OUR MOTTO)

THE PERFECT IDEA CAST RANGE FOR COAL AND WOOD



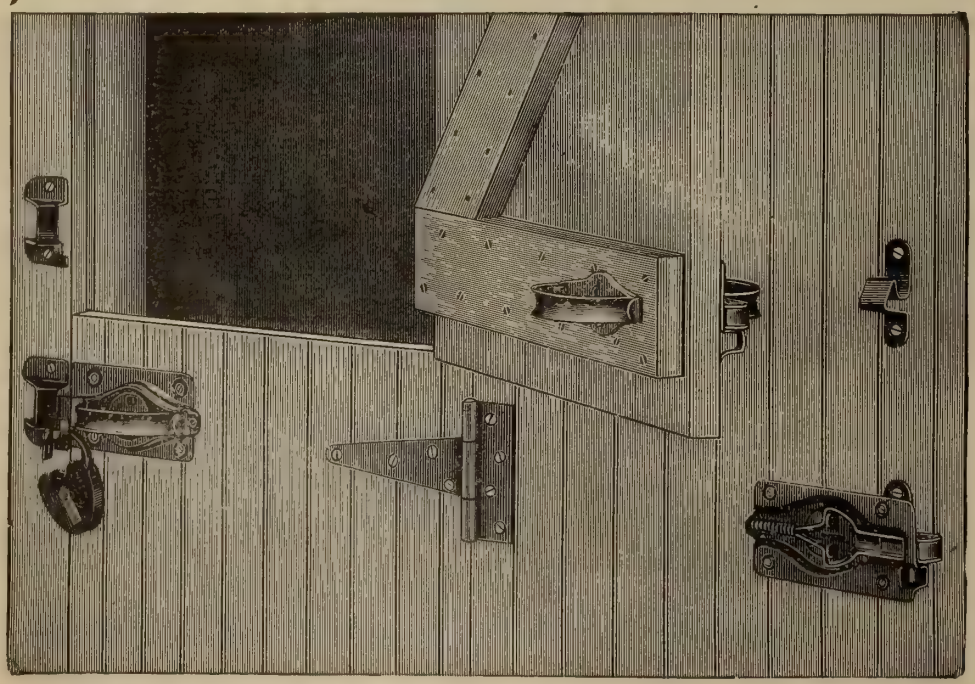
Is the only range that can be equipped with gas attachment on the back holes. This attachment does not interfere with the working of the range for winter use, when other fuel is to be burned.

Throughout, it is a beautifully finished and perfectly fitted high-grade range.

Prospective buyers will be attracted by the appearance of the "Perfect Idea," and convinced by its workmanship.

Write for Catalogue.

THE GUELPH STOVE CO., Limited, GUELPH, CANADA



It Combines Service With Selling Ability

WHITCOMB STEEL BARN DOOR LATCH

An article you can retail with ease and realize on with a certainty.

It has the necessary strength, durability and convenience and can be adjusted to doors of any thickness in a minimum amount of time. When the latch is on it never catches harness, etc., and two large handles make it simple to hold the door or open it from either side. Two catches are supplied with each latch to hold the door open or closed.

The **WHITCOMB STEEL BARN DOOR LATCH** has enamel finish with galvanized bolt, **AND IS GUARNTEED.**

Hadn't you better get a sample?

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of **PATENT SPECIALTIES BY CONTRACT**

ALBANY, WISCONSIN, U.S.A.

Telephone:
Main 1678.

Factories:
Sheffield, England

JOHN ROUND & SON, Limited

Manufacturers of

HIGHEST GRADE TABLE CUTLERY,
SILVER PLATED AND NICKEL SPOONS AND FORKS,
PEARL HANDLE DESSERTS AND FISH EATERS IN CASES,
COMBINATION CABINETS, OAK GOODS, Etc.

REGISTERED TRADE MARKS

ESTABLISHED 1847

Hotel Silverware Our Specialty

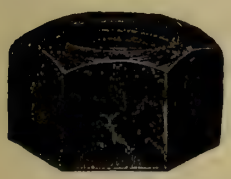
(We guarantee the actual deposit of silver on each individual dozen.)

For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

CANADIAN OFFICES AND SALES ROOMS

CORISTINE BUILDING, MONTREAL

WRITE FOR CATALOGUE



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE

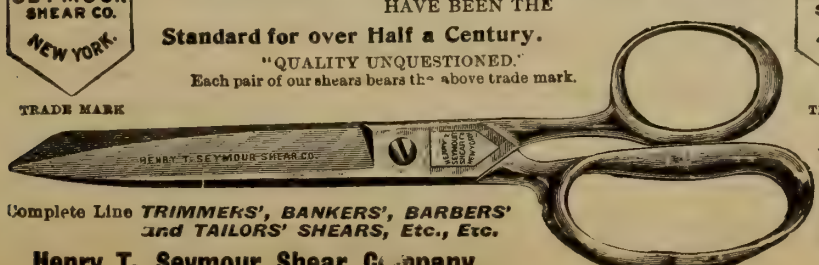
Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our sheers bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Latest Catalogue will be sent in exchange for your business card.

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipment.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited

Head Office
Ingersoll, Ontario.

Walter Mills, General Manager

Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N Francisco Ave., CHICAGO, ILL.

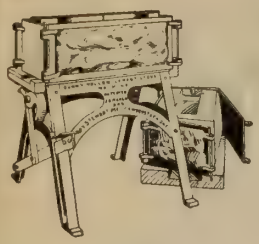
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

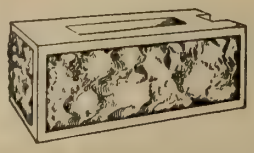
Emlyn Engineering Works
NEWPORT, MON., ENGLAND



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

A PROPOSITION

FOR YOU TO CONSIDER MR. HARDWAREMAN

Our **GLAZIERS' DIAMONDS** are the best on the market.

WHY?

Because we have had sixteen years' experience choosing diamonds and setting for the works. Besides we are supplying the largest merchants in the world.

A. RUDD & CO., ST. HELENS, Lancashire, England

J. B. GIBSONE, P.O. BOX 478, MONTREAL

Sole Canadian Agent.



STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

is made by people thoroughly grounded in their work.

Because of this the dealer ordering Sterne's goods has an "ahead-of-time" assurance that the demand will be there.

No doubt our Low Prices would surprise you

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents and Brokers

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

ONE CENT

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.



THE

ANGLE LAMP

A BUNCH OF FACTS
No smoke, no odor
Great economy
Lighted like gas
Easily operated

Little heat
An unvarying light
More brilliancy
Perfect combustion
Sold by hardware and crockery dealers

MANUFACTURED BY
Ontario Lantern & Lamp Co., Ltd.
HAMILTON, ONT.



Model 16, Light-Weight 16-Gauge Shotgun. The lightest gun and the lightest load that will do the work, mark the greatest pleasure for the sportsman; the reduced weight of gun and shells to be carried is truly a blessing, readily appreciated by the experienced hunter.

The *Marlin* Model 16 is the only light-weight repeating shotgun made, and so well is it built of selected material, with the special *Marlin* method of boring and choking, that it is actually more effective than most of the 12-gauge guns of a few years ago.

All the features of the famous *Marlin* 12 gauge are present in the Model 16. The solid top and side ejector—the automatic hang-fire safety recoil block—the "Special Smokeless Steel" barrel—the solid matted rib on the frame—the beautiful hang and finish—but each part is made a little smaller, a little lighter and a little neater.

All the parts of the breech and the closed-in action are made of the time-tried *Marlin* steel drop forgings and are very strong.

The barrel is guaranteed to pattern 240 pellets No. 7½ shot in a 30 in. circle at 35 yards. No quail or woodcock can get through a pattern like this, and for grouse, prairie chickens, teal, wood ducks, squirrels, rabbits, etc., this gun is unsurpassed.

Write TODAY for our Catalog which describes in detail the Model 16 as well as the full ***Marlin*** *line of guns—mailed free for six cents in stamps.*

TO ALL DEALERS HANDLING FIREARMS:

The above is one of seven advertisements to be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their QUALITY, known to be bought and read by a class of people financially able to buy Marlin repeaters and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use Marlin repeaters or not

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know of who carries a good stock of Marlin goods and is enterprising enough to follow up an inquirer and try to sell the man a Marlin repeater.

We also send to the dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

Best English Bars, Hoops (W.I.W.), Sheets
"Sword and Torch" Dead Flat Galvanized Sheets
English Pig and Sheet Lead
Straits and Lamb and Flat Ignot Tin

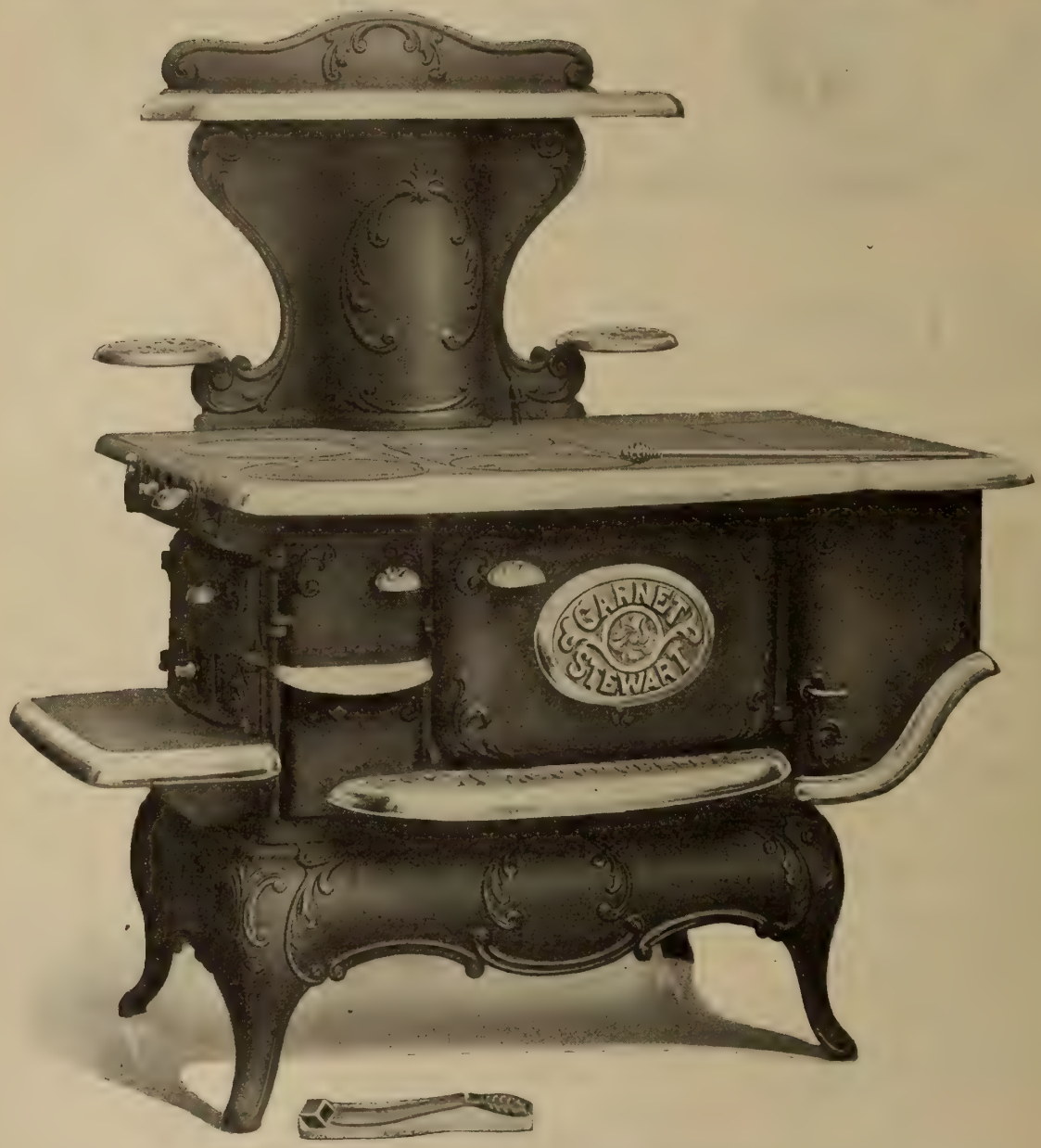
If you are thinking of importing at present, let me have your specifications.

Closest Prices for Wholesale Buyers

J. A. HENDERSON, **Board of Trade Building,** **MONTREAL**

GENERAL HARDWARE AND METALS

"Good Cheer" Ranges



THE "GARNET"

Plain but not severe. Just enough ornamentation to give it the most artistic appearance of any range in the market. Prospective buyers will not pass by your door if the "**GARNET**" is on view inside. All loose nickel—readily removed when range is to be polished, and such an easy one it is to keep bright and clean. Square oven, 18 x 18 x 12. Fine firebox, with all cast linings. Grates, etc., removable without disturbing linings or waterfront. A splendid operator in every way, and, in fact

IT'S JUST RIGHT

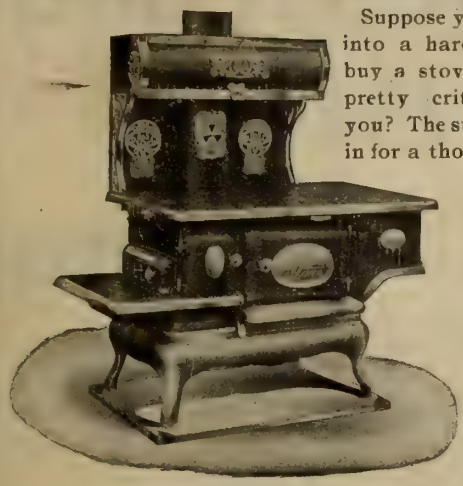
The JAMES STEWART MFG. CO.

LIMITED

Western Branch:
Foot of James Street, WINNIPEG, MAN.

WOODSTOCK, ONT.

A STORY OF VALUE



Suppose you were to step into a hardware store to buy a stove, you would be pretty critical, wouldn't you? The stove would come in for a thorough examination, the price would be looked at, first from one standpoint and then from another.

Now, why don't you do this for your customers? We are quite willing that you should commence the examination with

The Empire Queen Range

Nothing could please us more than to see you really testing it for them. We would know you were an interested onlooker. Let us send you an "Empire Queen" for a test.

The Canadian Heating & Ventilating Co. Limited,
OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.
THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE
TRADE MARK

ALWAYS SOUGHT

It's good policy for a dealer to have a stock of **ARK-EL-ITE ASBESTOS STOVE LINING** on hand.

Its usefulness is common history.

For any repairing or lining of Cooking and Heating Stoves, Furnaces, etc., **ARK-EL-ITE** is just the thing.

Better than fire-brick.

WRITE FOR THE PRICES

THE FRANCIS-FROST Co. LIMITED
223 QUEEN ST. EAST
TORONTO, - - - - CANADA

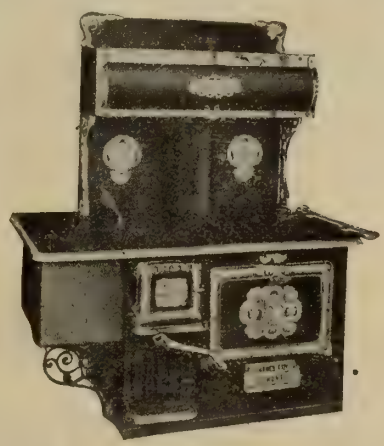
Two Kinds of Profit In Just One Range

Selling the Oxford Chancellor Steel Plate Range gets the live dealer two profits he can use to good advantage . . . .

There's not only the profit on what he does sell when he sells the most perfect range the price buys anywhere, but . . . .

There's the profit on what he doesn't sell when any woman buys the Oxford Chancellor.

For his customer doesn't buy kitchen bother—but she does buy a range that is easier to run and to keep clean than any range she ever knew.



She doesn't buy the chance of spoiled bakings — but she does buy the range that can't help baking better simply because it's designed and built to bake perfectly.

She doesn't buy the risk of too-frequent repairs — but she does buy the range that is built so 'twill be a good range when most ranges would be worn out.

Trust her to remember you as much for what you don't sell her as what you do—it's a pleasant memory when it rests on an

Oxford Chancellor

The Range you ought to know about

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

113



RETURNED
Dec 17/06
to Ottawa
Co 56
Pkg 42
a.a.w.

Kootenay Steel Range

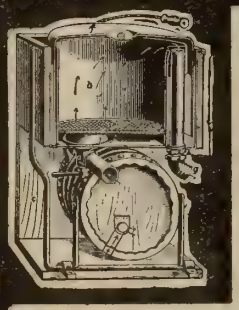
FOR COAL OR WOOD

Has large feed-pouch, large, roomy oven, is a splendid worker and handsome in appearance.

You cannot handle a better seller or worker than the Kootenay, and there is no better value.

The McClary Manufacturing Company,

London Toronto Montreal Winnipeg
Vancouver St. John, N.B. Hamilton Calgary



PROTECTION MEANS ECONOMY



The Plumber who tests his jobs before rendering his account has that assurance that his reputation for good work will not be reflected upon.

He does not have to rip out new work to get at some defect that has "shown up" after he has left it, as perfect, and complete.

The Smoke Test is the only perfect one and the **THOMSON SMOKE MACHINE** is the simplest and most efficient for the purpose. Write for Booklet and get posted. It's interesting to all progressive plumbers.

RETURNED
SEP 15 1906

PLUMBING GOODS



We carry a full line of

Enamelled Goods

BATHS
LAVATORIES
WASH TUBS, Etc.

The James Morrison Brass Mfg. Co., 93-97 WEST ADELAIDE STREET TORONTO

PLUMBERS' SUPPLIES AND SPECIALTIES



"DILLON" SIMPLICITY

Some wire fencing requires a whole squad of men to put it up. The stays have to be twisted on by machinery, the ratchets have to be placed on the end of each strand and then tightened or loosened, according to "so-called" requirements.

The "Dillon" Fence

is easily erected. All that's required is the stretcher, a hammer and a couple of men.

Simplicity is the "Dillon" watchword, cheapness is the result.

Don't bother with the cumbersome article. You may be sure your customers won't.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.



Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

FIRST FLOOR OUTFIT, one of fifty styles.

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CONVENIENCE, CLEANLINESS, LABOR and SAFETY, TIME SAVED

AND, THEREFORE,

MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:

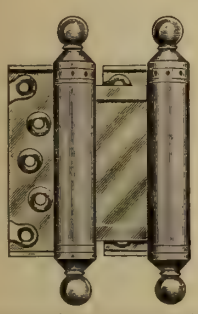
530 Front St. West - - TORONTO, ONT.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

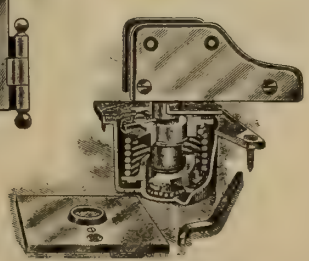
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

JOHN SHAW & SONS
WOLVERHAMPTON, Limited

WOLVERHAMPTON

General Hardware and Metal Merchants

"Aurora" Galvanized Sheets

Guaranteed dead flat to double seam, and of correct weight

JAMES BARBER, Era Works, Sheffield

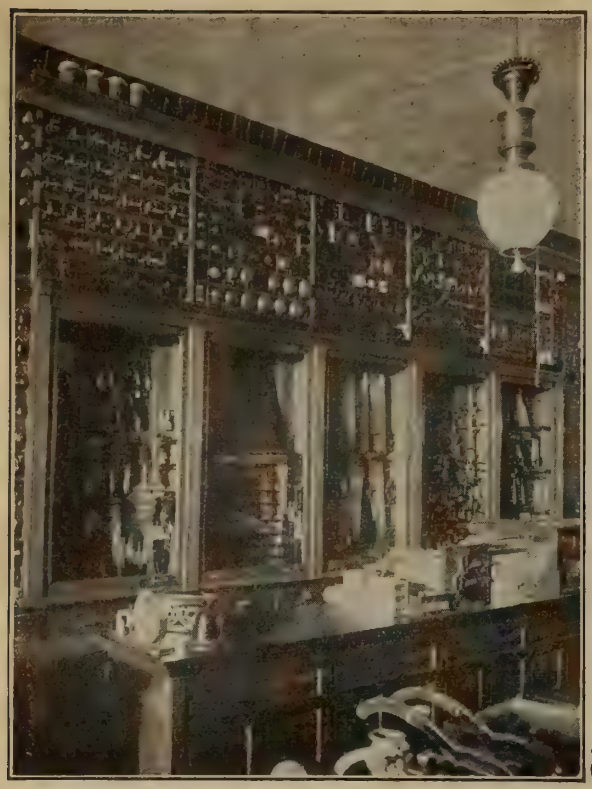
High Grade Table and Pocket Cutlery, Razors, Carvers, etc.

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Canadian Representative:

J. H. ROPER

82 St. Francois Xavier Street, MONTREAL



INCREASE YOUR SALES

by displaying your goods on the fronts of shelf boxes, and in this way suggesting articles which your customers had not thought of buying.

A neat store is the best and cheapest advt. you can have. It gives an air of prosperity to your business, and "Nothing succeeds like success." Make your store look as if you were doing the best business in town. If your store looks like a second-hand junk shop, people will feel like paying second-hand prices for what they buy. The

Bennett Steel Shelf Box

is the only steel shelf box on the market. It has steel sides and oak or ash fronts. The sides and bottom are pressed from one piece of the best galvanized steel. The steel is embedded in the wooden ends by our own patented process. 20 per cent. shelf room is saved by using these steel boxes.

WRITE FOR FULL INFORMATION AND PRICE LIST

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HARDWARE CLERKS WANTED **BUSINESS FOR SALE** **TINSMITH WANTED**

For anything under these headings try "HARDWARE AND METAL" if you want results

2 Cents a word for one insertion.

And one cent a word for subsequent insertions

PRESERVING KETTLES FOR PARTICULAR PEOPLE . . . .



KEMP'S "Onyx" "Diamond" "Pearl" "Garnet"

Enameled Preserving Kettles suit discriminating customers

Every Piece Guaranteed, We Can Ship Promptly.

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

ONTARIO RETAIL HARDWARE CONVENTION

Representative Gathering in Toronto on Sept. 4 and 5—Important Work Done—Conference with Jobbers—Reduced Insurance Rates.

The gathering of hardware merchants from various parts of Ontario to attend the second convention of the Ontario Retail Hardware & Stove Dealers' Association was representative in every way, there being about three dozen delegates present, as many as attended the Western hardware convention at Winnipeg during the Winnipeg convention, one out of every five of the members of the Ontario Association being on hand, a much higher average than is usually secured at conventions of retail merchants. At such a busy time, when many salesmen are away on vacations and merchants are busy preparing for the fall business, it is gratifying that so many sacrificed their business interests at home in order to aid in bettering the condition of the trade generally as well as endeavoring to learn more advanced business methods through association with the livest and most progressive dealers in the province, who assemble at hardware association conventions. The presence of three delegates who traveled from 200 to 300 miles to attend the convention is proof that the hardware dealers of Ontario are in earnest in their desire to improve their position through a strong trade organization.

A vast amount of work was done in an incredably short space of time, the convention being in session less than six hours in all. Before adjourning several of the delegates announced that they had been amply repaid for the expense of attending the convention by the knowledge gained through hearing the addresses of Messrs. Fred C. Lariviere and J. Walton Peart, and the remarks of other delegates. From this standpoint it was deplored that so few of the trade were present to enjoy the advantage of first-handhand information regarding the subjects discussed.

The important matters which received the consideration of the delegates included the consideration of the Executive and Mutual Insurance Committees, the adoption of the resolution favoring the amendment to the Criminal Code and the appointment of a committee to prepare a report on a debt collection plan to be presented at the next convention in March.

TUESDAY SESSION.

The convention was called to order promptly at 2 p.m. on Tuesday, over 30 delegates being in attendance, the list of those enrolled being as follows :

The Delegates' Roll.

F. A. Richard—Verner, Ont.
G. H. Clark—Niagara Falls.
James D. Smith—Baysville.
J. E. Westcott—Ailsa Craig.
Jas. S. Allen—Burlington.
E. P. Paulin—Goderich.
J. B. Ferguson—West Lorne.
Albert Wideman—Markham.
Robert Lillie—Sturgeon Falls.
J. Dandie—Streetsville.
F. W. Silvestor—Stouffville.
H. Jones & Son—Uxbridge.
H. E. Patterson of Geo. H. Awde & Co.—Drayton.
W. B. Clifton—Alliston.
J. Walton Peart—St. Mary's.
Fred W. Otton—Barrie.
W. G. Scott—Mount Forest.
Adolph Henry of J. Henry & Son—Orono.
J. S. Hall—Toronto.
A. W. Humphries—Parkhill.
T. R. Lougheed—Gore Bay.
Fred C. Lariviere—Montreal.
H. T. Hunter—Toronto.



A. W. HUMPHRIES. Parkhill
President Ontario Retail Hardware and Stove Dealers' Association.

L. Wale—Stevensville.
C. E. Noble—Dundalk.
D. A. MacNab—Orillia.
John Caslor—Toronto.
J. W. Peacock—Toronto.
Robert Smith, Smith & Schaefer—Bolton.
D. H. Becker—New Hamburg.
Allen Betchel—Baden.
G. A. Henry, of John Bailes & Son—Oshawa.
Weston Wrigley—Toronto.
Latimer & Elliott—Chesley.
Joseph Heale—Toronto.

The first order of business was the reading of the president's address and the secretary's, treasurer's and executive committee's reports, these being reproduced in full as follows :

President's Address.

Gentlemen :—I am glad to welcome you to the 2nd convention of our association. Since its organization on April 13th of this year I am glad to report that our numbers have rapidly increased since organization, when we began with a mere handful in the Rossin House and now in five months we have between 150 and 200 names on our list. I can easily understand this rapid growth—it is on account of the great need of the organization.

We notice that almost, if not all, other businesses, trades and professions have their organization and their conventions and these conventions are considered of so much importance that men travel thousands of miles across oceans and continents to attend them that they may confer with one another, talk over matters concerning their business or profession, recommend to their legislators improvements in the laws concerning their particular calling and request them to pass such laws that it may be for the good of the country in general as well as to themselves and their organization in particular.

There are about 1100 hardware and stove dealers in this Province. They claim to have many grievances. They have many wrongs they want righted. How is this to be done ? By uniting the forces and ask that it may be done for "In union there is strength."

Some of the members of this organization are becoming impatient that more has not been accomplished for I have heard murmurings but all I can say to you is to have a little patience. We are young, but have not really been idle for I have written over a hundred letters myself and the secretary many hundreds of them. We have accomplished some things that we cannot tell you at present, but hope to do before the close of the convention. When I offered to assist in any way that I could in forming an association in a letter to Hardware & Metal I really had no idea that you would place me in this honorable and onorous position. I am talking to men to-day that could have filled it with better grace and have brought more honor to the organization by their presence in this office, but you will have to accept what we have done as the best we could do under the circumstances. I am sure that after the year's start, and experience of the whole association the new officers to be elected at our next meeting will be able to "Make it hum."

I see no reason why The Grievance Committee and the Insurance Committee should not have excellent reports to lay before the convention and it will be for you to deal with them, here and now. The matter of organizing a collection business as our Western brethren have done might be considered by us, and it would certainly be more effective if our numbers were larger, and if more would join us more would be benefitted.

The matter of forming a Dominion Association may also be considered by us at this convention. If we have an organization that extended over this great Dominion then we could make some of these people who are imposing upon us "Sit and take notice" as they say in the slang of the day, and I hope that this may yet come to pass.

Now, in conclusion, gentlemen, we want every man to have a chance to express himself, to air his grievance if he has one, to speak a cheering word to his brethren and to help along the work of the convention, for it is generally admitted that of all the hardware and stove dealers in this province very few are making any money because they are cutting the price of their goods down so low that no profit remains for the dealer.

I frankly confess that one of the principal objects of the association is to overcome this price cutting among ourselves, as well as to learn the best methods of handling our goods at the least possible expense, and with the greatest reasonable profit. Get acquainted with each other, be on friendly terms with each other and you will find we are all good fellows after all.

A. W. HUMPHRIES, President.

Secretary's Report.

Gentlemen :—As the time of this convention of the association will be limited I will merely outline briefly the work done and the progress made since our last convention four months ago. At that time our membership totalled 120 and we can now report over 150 members enrolled.

Since the convention in May two circular letters have been sent out to the 1,100 hardware and stove dealers in Ontario. Eleven circular letters have been sent out to the ten members of the Executive and nearly 400 other communications have been written regarding association matters, making a total of upwards of 2,500 letters mailed from the secretary's office. The secretary has also made three short organization trips, personally enrolling about a dozen members.

The organization work has been hampered by the resignation of Organizer Hodson to accept a responsible position, and the inability of the Executive to secure a suitable man to fill the position, although D. C. Taylor, Lucknow, kindly made a short trip as temporary organizer a fortnight ago. The summer season is naturally the slowest in which to push organization work and consequently it is gratifying to report a substantial gain in membership under adverse conditions. It is imperative, however, that a permanent organizer be at once secured if the association is to grow and prosper.

Travellers Affiliation,—The travelling salesmen have added materially in the up-building of the association, several jobbing houses having written their salesmen urging them to speak a good word for trade organization wherever possible, as anything that tends to strengthen the financial condition of the retailer is certain to make the position of the jobber and manufacturers more secure. In this connection I would point out the advisability of amending our constitution to allow travelling salesmen to become associate members of the association. A recent letter from Chas. E. Taylor, sec.-treas. of the Arkansas Retail Hardware & Stove Dealers' Association outlined the experience in that state as follows : "Two years ago our association invited travelling men who sell goods to our members to join our association on a basis of associate membership. The travelling men had been attending our meetings and had added no little to the interest and enthusiasm of our gatherings. They accepted our invitation and we have found that they have built up our association no little, especially with the merchants who have not heretofore affiliated with us. We charge them annual dues of $1.00—our active membership dues being $5.00 per year." The Arkansas Association has an enlistment committee composed of salesmen who are associate members of the association. The Western Canada Association also admits travelling salesmen as associate members.



WESTON WRIGLEY, Toronto
Secretary Ontario Retail Hardware and Stove Dealers' Association.

Dominion Organization,—The secretary attended the Convention of the Western Canada Retail Hardware & Stove Dealers' Association in Winnipeg on July 25. The Executive Committee having authorized the issuance of credentials as fraternal delegates, and the association being under no expense in connection with the trip. The secretary found the Western Association to be comfortably located in permanent quarters, with office, meeting room, telephone and typewriting facilities. The members pay $10.00 a year and of the 100 dealers in the three western provinces over 300 have been enrolled by secretary McRobie. The convention was a representative one and considerable business was transacted. The most important matters were the arrangements made to discipline a jobbing house for persistently selling to retailers, the decision to withold dues from the Retail Merchants' Association and the resolutions adopted favoring the formation of the Dominion Retail Hardware Association similar to the National Retail Hardware Association in the U.S. No definite plans have been laid, this being left until the proposal is endorsed by the Ontario Association. This convention might authorize a committee to consider the matter and appoint a delegate to attend the next convention to be held at Winnipeg in February, where a plan might be drafted to be acted upon by our next convention in March, 1907.

The representative present from Quebec at this convention, might also be requested to act with the committee in considering this matter of Dominion organization. That the interests of the trade in all the provinces are identical is proven by the complaints received from New Ontario of price cutting by Winnipeg jobbers and the statements made at the Winnipeg Convention that western jobbers say they are forced to sell to consumers to meet the competition of Toronto and Montreal houses.

Collection of Bad Debts.—Important features of the Retail Hardware Associations in Western Canada and elsewhere are the systems adopted of protecting the members against dead beats and in collecting accounts from such individuals. In recent issues of Hardware & Metal articles appeared outlining a plan drafted by Mr. Peart, of St. Mary's, and the one in use in Western Canada. These should be considered by the members of the association and an action taken at the convention or the matter referred to a committee for report at the March convention.

Transportation Problems,—Members of the association have urged the necessity of considering the placing of address labels on express parcels showing the shipper's name, as well as freight classifications and the rates the railroads are charging. If a special committee had charge of this matter members having grievances relating to transportation matters might report them so that they could be fyled and brought before the Railway Commission in the name of the association.

Price contracts—Since the May convention the price contract plan, which was urged for adoption by this association has been declared illegal by Justice Clute in his decision in the case of Wampole vs. Karn. It is practically impossible for business men or even lawyers to say just what price agreements are illegal at present, but it would seem that friendly agreements between merchants in the same towns or districts are permissable if prices are not unreasonably enhanced. It does seem unjust that merchants should be prevented from agreeing not to sell goods under a certain minimum price. Trade unions, lawyers and doctors are allowed to agree upon a minimum price at which to sell their commodities, each getting as much more as they can. The law, however, singles out merchants as the only section of the community who are denied the right to organize and arrange prices on the commodities they sell which will allow them to keep out of bankruptcy. Action should be taken at this convention to demand a revision of the section of the Criminal Code governing this matter and the Western retailers invited to co-operate in presenting the demand to the Dominion Government.

WESTON WRIGLEY, Secretary.

Both the president's address and secretary's report were received with applause and on motion received and referred to new business.

Treasurer's Report.

The treasurer reported receipts amounting to $224.83 and expenditures of $106.96, leaving a balance to the good of $117.87.

Executive Committee's Report.

The Executive Committee reported that they had delayed action regarding the grievances registered against various jobbers or manufacturers up to the present time, having been devoting all of their energies during the summer months in pushing organization work for the association. They reported, however, that certain objectionable market reports which were published in the daily papers until recently are now being published, and made the following recommendations :

1. That the association appoint a committee to interview representatives of the enamelware manufacturers and



W. G. SCOTT, Mount Forest

1st Vice-President Ontario Retail Hardware and Stove Dealers' Association.

ask them to stamp all seconds as such in plain letters of large size.

2. That the Special Committee appointed to meet the wholesale representatives request the jobbing houses to have all goods charged at sufficient prices to cover the cost of packing and to do away with all special packing charges.

3. That the Special Committee to be appointed advise the representatives of the wholesale houses that in future the members of this association will not pay cartage charges at point of shipment.

4. That the Special Committee urge that wherever manufacturers or jobbers sell to buyers outside the trade that the sale be made at a price sufficient to protect the legitimate hardware dealer.

It was moved that the executive committee's report be received and taken up clause by clause.

Fraternal Delegate.

At this point President Humphries introduced Fred C. Lariviere, of Amiot, Lecours & Lariviere, Montreal, a member of the hardware section of the Quebec Retail Merchants' Association, who had come to Toronto in order to attend the convention and learn how the organized movement in Ontario was progressing. Mr. Lariviere replied very briefly, saying he had not come with any intention of taking up the time of the convention. He came to learn, but if he could be of any assistance he was at the service of the delegates.

Mutual Insurance.

J. Walton Peart, St. Marys, convenor of the mutual insurance committee, appointed at the last convention, made a most interesting report giving valuable statistics compiled from the experience and records of the mutual hardware associations in the United States, the following being a synopsis of the report :

The Ontario Insurance Act is such that it would be impossible for us to organize without special legislation, and even then only upon terms entailing a considerable cash deposit and involving a considerable amount of risk to those making the necessary deposit and guarantee to obtain charter.

However, the difficulties in the way are not insurmountable and it is well for us to learn the advantages of a purely hardware mutual insurance organization.

The experience of a large number of American companies is most satisfactory. The risk is considered by them of a preferred quality for several reasons.

1. Hardware risks generally are preferred risks, usual care being taken in the storage and handling of oils.

2. The risks are isolated, few hardware stores being so close together as to endanger one from a fire in the other. Where two risks are in one block some endanger one from a fire in the other. others permit a maximum policy of $2,000 in each case against $3,000 in ordinary cases.

3. At least $500 insurance must be carried in a stock company as a guarantee of the desirability of the risk.

4. The insured are practically all known personally by the directors.

5. There being no agents or commissions and expenses, and fire losses being at a minimum, rebates are made to the extent of from 25 to 75 per cent. of premiums.

That the hardware mutual companies have the advantage over the stock companies the following tables will show :

For ten years ending December 31, 1905, the stock companies of the United States received in premiums $1,000,000,000, their losses and expenses exceeding this sum by $18,000,000, or 2 per cent. more than total premiums. Hardware mutual companies received during same period $318,000 premiums, their losses and expenses amounted to only $136,000, or only 43 per cent. of income from premiums, against 102 per cent. in case of stock companies, the profits of the stock companies arising solely from their functions as bankers.

During the 10 years mentioned the comparative figures were as follows :

Losses and expenses—Hardware mutual, 43 per cent. of premiums ; stock, 102 per cent. of premiums.

Losses on every $100 insurance—Hardware mutual, $1.10 ; stock, $6.

Expenses on each $100—Hardware mutual, 77 cents ; stock, $4.

Average operating expenses—Hardware mutual, 18 per cent. of premiums ; stock 33 per cent. of premiums.

The operating expenses of Canadian stock companies amount to from 33 to 40 per cent. of premiums, while some American hardware companies operate lower than 18 per cent., e.g., the Wisconsin association in 1905 operated on 15.77 per cent. of premiums.

The individual state associations furnish some interesting figures :

Nebraska association — Insurance in force, 1905, $150,000 ; fire losses $6.08.

Wisconsin—In force, 1905, $700,000 ; profits, 61 per cent. of premiums, 33 1-3 per cent. of which was refunded and the balance carried to surplus.

Iowa—1905, rebate 35 per cent.

Minnesota—1905, rebate 40 per cent. of dividends.

Other associations show similar results, the average rebates of eight companies being 39 per cent. of premiums.



J. WALTON PEART, St. Marys

Member Executive Committee Ontario Retail Hardware and Stove Dealers' Association.

Different companies have different methods of financial operation. Here are a few examples :

1. Deposit amount equal to one premium as a guarantee ; pay 4 per cent. of stock companies' rates monthly or 48 per cent. per year. The Western Lumbermen's Association found 48 per cent. a fair average cost of losses and expenses.

2. Pay stock companies' rates and refund proportionately, less losses and expenses.

3. Pay stock companies' rates and refund as above to the extent of 35 or 40 per cent., balance being placed to surplus to provide against extraordinary losses.

4. Write policies for three years, make cash deposit equal to one year's premium. Bill policy holders each year with their percentage of losses and ex-

penses until insurance is cancelled, then return deposit.

The third method is perhaps preferable.

The average premiums in Canada appear to be considerably less than in the United States, hardware dealers' rates averaging possibly 1.5 per cent. against 2.5 per cent., consequently some close study and examination is necessary before going into the matter of carrying our own insurance. The situation, however, taking the average expense as above and the average Canadian fire loss would stand about as follows, providing that initially we could write 200 policies of an average of $1,500 each, a total of $300,000 :

Premiums at 1.5 rate		$4,500
Average Canadian loss for a number of years is 58 per cent., making	$2,610	
Expenses (based on American companies) 18 p.c.	810	
		3,420
Leaving a balance of for rebates, or 24 per cent.		$1,080

Mr. Lariviere, of Montreal, suggested an alternative proposition, which in brief was as follows : Propose to an existing company to handle all hardware risks to a limit of $10,000 each. Have the secretary of our association act as agent, obtaining therefor a rebate of 20 per cent. without any mutual liability. Arrange for a further rebate of a percentage remaining after fire losses being deducted, such amount to go into the funds of the association.

Considerable discussion took place and finally the following motion was carried unanimously :

"Resolved, that the mutual insurance committee prepare a further report before the next annual meeting, the said report to include definite information with respect to the legality of the proposed insurance organization and the terms and conditions under which we may organize. Also, to report whether a mutual insurance organization within our association would be deemed preferable to an arrangement with existing companies to handle our insurance on a preferential basis."

Resolutions Committee Appointed.

Messrs. G. H. Clark, Niagara Falls ; W. B. Clifton, Alliston ; and J. A. Westcott, Ailsa Craig, were appointed a resolutions committee to report Wednesday morning.

Discussion on Enamelware.

The report was taken up clause by clause and thoroughly gone into by the members present. It was claimed by a great many that they were discriminated against in that in buying the better grade of enamelware at a higher price, they had to compete against stores that sold a second grade much cheaper, but that looked quite as good as the first grade. The second grades were only one dip goods and were handled largely by departmental stores and companies who gave them away with baking powder, corn starch and other goods. It was felt by those who had to meet this competition that the quality of the enamelware should be stamped upon the goods, not with a stamp that could be effaced, but by a permanent imprint. If there was a difference in price and quality in the one dip and the two dip goods, the fact should be made known so that the inferior goods could not be sold a customer to whom the difference in quality was not at the time discernible.

One member found that a competitor in his town was buying a cheaper grade of enamelware than he was getting and was thereby enabled to undersell him on what, to the customer, appeared to be the same class of goods. The goods were not chipped or broken in any way to show an inferiority. In connection with adopting this section of the report it was decided to instruct the committee who were to meet with the wholesale representatives, to take the whole matter up with the enamelware manufacturers.

Packing and Boxing Charges.

The second clause referring to the removal of packing and boxing charges was next taken up. One member gave as his experience an instance where in ordering paint from a jobber, there were two one-



J. R. HAMBLY, Barrie
2nd Vice-President Ontario Retail Hardware and Stove Dealers' Association

quart cans left over from the number which were packed into the main box. These two were put into a separate small box, the charge for which amounted to 15 cents for boxing on the two quarts. It was deemed unreasonable that the dealer should pay for packing cases, that he cannot use, cannot sell, and in many cases cannot return with any profit. He was not able to make any specific charge for his packing paper or his twine ; he had to give that gratis. Some dealers present said they had no trouble with paying for boxes. They simply made the fact patent to the traveler that they would not pay for boxes, and did not. On motion this clause was left over for further consideration at the next convention.

Cartage Charges.

Section three was also a clause which had an interest for all in the trade. At present the hardware merchant paid cartage both at the shipping and receiving ends ; this, too, in the face of the fact that orders called for goods f.o.b. point of shipment. What did f.o.b. mean if not free on board the cars ? Cases were cited where cartage was charged where no cartage was done, by firms who had trackage right into their warehouse. Several members claimed that they paid no cartage at the shipping end. They refused to do so, and so stipulated in the order. There were understandings and agreements between the wholesalers and the cartage and forwarding houses, but that was no part of the retailer's business. He should not pay these charges at both ends. This section was adopted unanimously.

Selling to Consumers.

Section four asked that wholesalers refrain from selling to those outside the trade except at an advanced price which would protect the legitimate trade. The names of several jobbing houses were mentioned who had gone to a hardwareman and taken his order, and then sold a bill of goods to the hardwareman's customer at the same price. "We do not ask the wholesalers to stop selling to outsiders," said the president, but we do ask that they stop selling at the same price at which they sell us. Such methods are stealing away our business little by little, and unless it is stopped the time will come when we will have no business left. Cases were cited where a man was sold a chisel, another a bit, and still another a few pounds of nails and some glass and building paper with which to build a boathouse. Section four was also carried unanimously.

A special committee composed of Messrs. Humphries, Scott, Peart, Paulin, Noble, Otton, J. D. Smith (Baysville) and the secretary were appointed to meet a committee of the jobbers to talk over these matters.

Travelers' Affiliation.

The question of travelers affiliating with the association as associate members the same as is done in the West, was brought up. There was some discussion on the subject, and vice-president Scott, of Mount Forest, gave notice that at the next meeting to be held in March, he would introduce a motion granting the privilege to traveling representatives of wholesale hardware and stove houses.

The convention adjourned at 5 o'clock.

Meeting with Jobbers.

At 5.30 the special committee of the association met a committee representing the Toronto, Hamilton and London jobbing houses holding membership in the Canadian wholesale Hardware Association. The resolutions regarding packing and cartage charges and selling to consumers, discussed by the Retail Association, and the position of the retailers on these matters were laid before the jobbers who gave reasons for the imposition of the charges objected to. After a lengthy discussion, however, the jobbers' committee promised to bring the subjects under discussion before the next annual convention of the wholesale Association, which is to be held at Hamilton during the coming month.

The special committee also took up the enamelware matter with Jenkins & Hardy, representing the enamelware association, and a copy of the resolution adopted will be forwarded to each of the three manufacturers.

WEDNESDAY SESSION.

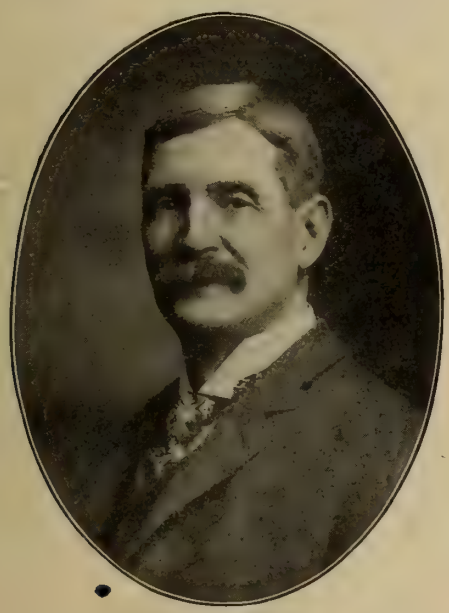
The convention reassembled at nine o'clock Wednesday morning, the first matter taken up being the report of the Resolutions Committee.

Resolutions Committee.

We, your Committee on Resolutions, beg leave to report that we heartily endorse that amendments proposed by the Retail Merchants' Association to the Criminal Code, Section 520, and would recommend that some action be taken at this meeting to have the amendments adopted at the next session of parliament at Ottawa.

The following is Section 520 of Criminal Code, with desired amendments. The words in black being the amendments desired :

"520. Every one is guilty of an indictable offence and liable to a penalty not exceeding four thousand dollars and not less than two hundred dollars, or two years' imprisonment, or if a corporation, is liable to a penalty not exceeding ten thousand dollars and not less



JOHN CASLOR, Toronto
Treasurer Ontario Retail Hardware and Stove Dealers' Association.

than one thousand dollars who **unlawfully** conspires, combines, agrees or arranges with any other person, or with any railway, steamship, steamboat, or transportation company

"(a) To unduly limit the facilities for transporting, producing, manufacturing, supplying, storing or dealing in any article or commodity which may be a subject of trade or commerce; or

"(b) To **unduly** restrain or injure trade or commerce in relation to any such article or commodity ; or

"(c) To unduly prevent, limit or lessen the manufacture or production of any such article or commodity, or to unreasonably enhance the prices thereof; or

"(d) To unduly prevent or lessen competition in the production, manufacture, purchase, barter, sale, transportation or supply of any such article or commodity, or in the price of insurance upon persons or property.

"2. Nothing in this section shall be construed to apply to combinations of workmen or employes, for their own reasonable protection as such workmen or or employes or **to wholesale or retail merchants for their own reasonable protection as such wholesale and retail merchants.**

No prosecution shall be commenced under the above section 520, without the fiat of the Attorney General for the province in which the charge is laid.

Wholesalers' Co-operation Asked.

The report as read by G. H. Clark, Niagara Falls, introduced an interesting discussion and on motion of Messrs. Wrigley and Ricard it was decided that the report of the committee should be received and adopted and that copies be sent to every member of the association, and to the secretaries of the Canadian Wholesale and Western Canada Retail Hardware Association and that the Executive be given power to co-operate with these bodies in sending a joint deputation to Ottawa to present the association's desires to the Dominion Government. On suggestion of Mr. Paulin a copy of the resolution will also be sent to the Retail Merchants' Association. Each member of the association will also be requested to urge the amendments to the Criminal Code to their local representative in Parliament.

Dominion Organization.

President Humphries read the following letter received from the secretary of the Western Canada Association as authorized by the recent convention at Winnipeg.

Letter from Winnipeg.

To the President, Officers and Members of the Ontario Retail Hardware and Stove Dealers' Association.

Gentlemen :—I am instructed by the Western Retail Hardware & Stove Dealers' Association, now in session, to convey to you their appreciation of your kindness in sending to our convention a representative from your association, in person of your secretary, Mr. Weston Wrigley.

They desire me to express to you the great pleasure they feel in welcoming him among us, and wish you to accept their sincerest wishes for the welfare and prosperity of your association. They trust that the movement made at this convention towards the formation of a Dominion Hardware Association will meet with the hearty support of your association. Again thanking you for the pleasure afforded us, I remain,

Yours fraternally,
J. E. McROBIE, Secretary.

Winnipeg, July 25, 1906.

A letter was also received from J. C. McRobie, secretary of the Western Association relative to the forming of a Dominion hardware association. A resolution was adopted favoring the proposed organization, and it was decided that the Executive have power to deal with the subject in the interval prior to the next convention of the association.

In the discussion of this subject it was felt by the delegates that the proposed Dominion organization would strengthen the provincial associations and a mutual insurance plan could be worked out which would easily provide sufficient funds to carry on a strong Dominion organization. The financial benefits derived from the insurance rebates would hold the members together just as the insurance feature is the backbone of the fraternal societies.

Special Committee's Report.

C. E. Noble, Dundalk, reported the results of the conference with the jobbers' committee and after some discussion it was decided that the association would defer action in the matter of cartage charges until the reply of the Wholesale Hardware Association was received, in the meantime each member acting in the matter as he saw fit. Several members reported that they had saved from $5 to $25 by refusing to pay the cartage charges since the organization of the association and they intended to continue to refuse to pay the charges as a matter of principle. It was also decided that the Wholesale Hardware Association would be asked to co-operate in securing favorable action regarding the request made of the enamelware manufacturers.



J. W. PEACOCK, Toronto
Auditor, Ontario Retail Hardware and Stove Dealers' Association.

Account Collection System.

The collection of accounts and bad debts was taken up, and the manner in which the Western association dealt with delinquents was brought before the meeting. Their plan as outlined a fortnight ago in these columns, provides for a collection agency in connection with the association through which, personal attempts having failed the case is taken up and proceeded with in the courts and the delinquents name circulated on a list to all other hardware merchants in the association.

A special committee composed of C. E. Noble, Dundalk, W. B. Clifton, Alliston, and E. P. Paulin, Goderich, were appointed to consider this matter and bring in a report at the convention next March.

Profits and Costs.

Fred C. Lariviere, of the firm Amiot, Lecours and Lariviere, Montreal, who had taken more than an active interest

in the convention on request of president Humphries, delivered an interesting address on "Profits and Costs," by which a dealer could pay his expenses and lay by a little for a later date.

"The mistake is too often made," said the speaker, "in marking all merchandise at a fixed advance on cost for profit. Take padlocks for instance. If you marked them at an advance, say of 33 1-3 or 40 per cent., there are lines that you would have to sell at 8, 10 and 12 cents instead of 10, 15 and 20 cents. It is not a safe course to pursue, to mark goods in this way without regard to their respective classes. One should allow for each article the margin of profit he sees fit. Lines that sell daily can perhaps be struck at a regular percentage of profit that would be insufficient for goods that do not meet with such ready sales, but which have to lay on the shelves for a long time. The same thing applies to cutlery and other lines.

With me it is always a matter of judgment as to what the goods will bear. I have seen carving sets that cost me the same amount sold at $6.00 and at $7.50, simply because one had the appearance that would bring just that much more profit than the other. Had the regular rate been struck for both their selling prices would have been the same. Many merchants sell files on a very small margin. You should grade them as far as you can by sizes, advancing the margin of profit on the large sizes which are not so saleable and putting a smaller price on the sizes which are sold daily. Sell them at a fair profit, with more profit on the goods that do not move so quickly, and tie up capital. In scissors everyone knows that sizes 5, 5½, 6 and 6½ inch, and sizes 7 and 8 inch in shears are the saleable sizes. While you make a fair profit on the sale of small sizes you should make a larger profit on the larger lines because they are more unsaleable stock. When buying galvanized iron, many forget about the hoops. In each bundle the hoops weigh considerable. Many lose sight of this. Then the outside sheets are not as good as the others, which is another thing that should be borne in mind and provision made for.

In collecting accounts it seems to me that the country storekeeper should have a better system than is at present in use. In Montreal there is not a house that does not render its statements monthly. This is the only feasable plan of looking after collections, and there is no doubt that making our collections promptly means a lot of interest on money, but that we can save every year."

General Discussion.

Mr. Westcott asked what should be the total cost of doing business per year in relation to the total sales. During seven years of his experience, when figuring out the percentage of cost to the sales he found that the profits were not over from 15 to 18 per cent. In the speaker's opinion, which was echoed by those present, they sold altogether too low in many lines. He spoke of the much vexed question of nails, for which they paid $1.95 and 10 cents for delivery, and sold at $2.15 and even less.

Vice-president Scott thought that if the retailers stood by the wholesalers the wholesalers would stand by them in the matter of selling goods to those who were not in the trade.

A hearty vote of thanks was tendered Mr. Lariviere, for his assistance and advice during the convention, and the benefit he had conferred upon the Ontario hardwaremen through his address, several stating they would go back to their businesses to put into practice the helpful suggestions he had given them.

The convention adjourned at 11.30 a.m. to meet again on the second Tuesday in March, 1907.

CONVENTION NOTES.

The Mutual Insurance and Executive Committees met during Tuesday morning and prepared their reports for presentation to the convention in the afternoon.

Many well-known members of the association wrote saying that they regretted being unable to attend the convention owing to sickness or because of shortage of help on their selling staff.

The absence of second vice-president Hambly, of Barrie, was regretted by all.



F. W. JEFFERY, Midland

Member Executive Committee Ontario Retail Hardware and Stove Dealers' Association.

Another attack of the sickness from which he has suffered all summer incapacitated him on Friday before the convention.

"F. O. B. Cars. We will not pay cartage at shipping points," reads a rubber stamp used by one of the members of the association. Every order he gives to a jobbing house is made out on his own order forms (he refuses to allow the traveling salesman to make out the order) and every order is stamped with the words quoted at the first of this paragraph. The rubber stamp cost 25 cents and the member says it has already saved him over $15—enough to pay his membership fee in the association for five years.

"I am greatly pleased with the way you Ontario retailers conduct your association work. No waste time and everything to the point. Your association deserves to succeed and I wish it abundant success," said Fred C. Lariviere, of Montreal, before returning to the Royal City. Mr. Lariviere is both a wholesaler and retailer and would hold his own in any company. Every delegate admired and appreciated his able advice and recognized in him a thorough French Canadian gentleman.

Under president Humphries' chairmanship the business of the convention went along swimmingly. There were few waste moments during the convention.

"A wise old head on young shoulders" was the general opinion expressed regarding J. Walton Peart of the St. Mary's Hardware Co., whose work on The Mutual Insurance Committee, in drafting plans for the collection of accounts, on the Executive and during the convention, was of very high order.

Vice-president Scott, of Mount Forest, always appeared to say the right word at the right time.

T. D. Latimer, of Latimer & Elliott, Chesley, was formerly a member of The North Dakota Retail Hardware Association, of which H. M. Joy of the Joy Manufacturing Co., was formerly president. Mr. Latimer is an enthusiast in association work and will be a valuable member of the association.

The two Smiths—J. D., of Baysville, and Robert, of Bolton—took an active part in the convention, being heard from at opportune time.

C. E. Noble, of Dundalk, marked himself out for future advancement by his work during the convention. Mr. Noble was particularly strong in urging that hardware dealers should write fully to the jobbing houses regarding every complaint they should have to make. Whenever a jobbing house or manufacturing concern sells a line of goods to a consumer in his district Mr. Noble always makes a point of writing the jobbing house for a credit note on the transaction. He recently discovered a case where a manufacturing concern represented in his town by one of his competitors had sold some goods to a private consumer, he notified the competitor and urged him to ask for a credit bill, the competitor doing so and secured the amount asked for.

D. A. MacNab, Orillia, Fred W. Otton, Barrie, and Henry Jones, Uxbridge, were three able representatives from the district north of Toronto, being heard from at opportune times during the convention.

G. D. Clark, Niagara Falls, ably represented the Niagara district at the convention and made an excellent chairman for the Resolutions Committee, the other members of which were W. B. Clifton, of Alliston, G. A. Westcott, Ailsa Craig, both of whom are active, energetic members.

New Ontario was ably represented by T. A. Ricard, Verner Robert Lillie, Sturgeon Falls, and T. R. Lougheed, Gore Bay.

The members of the Executive Committee were invited to be the guests of the Industrial Board and Directors' Luncheon on Wednesday afternoon. Those who participated in this closing event included: President Humphries, vice-president Scott, secretary Wrigley. The Executive members were Peart & Paulin and Messrs. Fred C. Lariviere, of Montreal; C. E. Noble, Dundalk; W. B. Clifton, Alliston; J. E. Westcott, Ailsa Craig, and T. D. Latimer, Chesley.

HARDWARE TRADE GOSSIP

Quebec.

J. A. St. Amour, Montreal, has registered as an electrician.

S. M. Jean, of St. Boniface, Man., advertises his hardware stock for sale.

F. H. Tallman & Co., hardware merchants, of Red Deer, Alta., have dissolved.

W. M. Butchart, hardware merchant, of Content, Alta., has sold out to R. B. Wilkins.

A. Bournival, general merchant, of St. Barnabe, was in Montreal on business this week.

F. W. Teggatt has disposed of his hardware business at Rosebank, Man., to A. H. Baker.

Mr. Cowan, of the Traders' Co., hardware merchants, Buckingham, visited Montreal this week.

Sam R. Brewer, secretary-treasurer of Thos. Robertson & Co., Montreal, is away on his vacation.

T. Bedard, foundryman and hardware merchant, of L'Assomption, paid a short visit to Montreal a few days ago.

W. H. Martin, of Caverhill, Learmont & Co's western traveling staff, visited headquarters at Montreal last Saturday.

Mr. Moulden, general sales manager of the Taylor-Forbes Co., Guelph, Ont., called on the Montreal jobbers on Thursday.

L. I. Matts, general merchant, Buckingham, was a visitor at some of the hardware warehouses in Montreal this week.

Mr. Miller, of Miller, Morse & Co., wholesale hardware merchants, Winnipeg, was in Montreal for a few days this week.

Mr. Percival, of Mundle & Percival, general merchants, Kemptville, Ont., was a visitor at the Montreal wholesale warehouses this week.

Wm. Paterson, of Baxter, Paterson & Co., manufacturers' agents, Montreal, spent a few days in Toronto this week in the interests of his firm.

D. M. Leyden, formerly with Purvis Bros., Sudbury, and now with James Clinkskill, Saskatoon, Sask., spent a few days in Montreal this week.

The Canadian Fairbanks Co. are installing a suction gas plant for supplying power and lighting in the new Henry Morgan building on Beaver Hall Hill, Montreal.

M. S. Sutton, hardware merchant, of Andover, N.B., visited some of his business connections in Montreal this week, while returning from the Toronto Exhibition.

Mr. Cameron, of Cameron & Co., hardware dealers, Charlottetown, accompanied by his wife, stopped over a day in Montreal on his way to the Toronto Exhibition.

E. C. Dingman, advertising manager of Frothingham & Workman, Montreal, took advantage of Labor Day to enjoy a brief visit in Toronto and other Ontario cities.

At the annual meeting of the Montreal Reduction & Smelting Co. of Canada the following directors were unanimously elected: J. E. E. Leonard, M.P.P.; J. H. Brown, O. Lemire, Benjamin Burland, L. J. Carter, O. Robert and P. A. Theriault.

W. E. Forbes, general merchant, of Richibucto, was in Montreal a few days ago while returning from the Dominion Rifle Association's meet at Ottawa. Mr. Forbes is an enthusiastic military man and he generally spends his vacation in this way.

Geo. D. Wood, of Geo. D. Wood & Co, Winnipeg, has returned home from an extended trip in England. Mr. Wood was one of Winnipeg's representatives at the Congress of the Chambers of Commerce of the Empire, held in London in July. His friends are glad to know that his health is much improved.

E. D. Horsfall, of Caverhill, Learmont & Co's Montreal staff, left last week to travel for a western firm. Before leaving his old firm he was presented with a fine leather grip, J. R. Terrill making the presentation on behalf of "the boys." He will be succeeded in the sample room by David Brewer.

Ontario.

A. M. McKay & Co., Brussels, have been succeeded by McKay & Shaw.

C. F. Smallpiece and Mr. Griffin, of Lewis Bros., Montreal, were in Toronto during the week.

Mr. McGregor, of McGregor & Reid, plumbers, Peterborough, was in Toronto during the week.

D. H. Howden, wholesale hardware dealer, London, spent a couple of days in Toronto this week.

Wm. Vallance and S. H. Alexander, of Wood, Vallance & Co., Hamilton, visited Toronto on Tuesday.

C. A. Whitwam, of the Hobbs Hardware Co., London, was a visitor in Toronto during the week.

Geo. Matthewson, hardwareman, 734 Queen street east, Toronto, has been spending a couple of weeks at Muskoka.

F. W. Spink, Chicago, representative of the Sporting Goods Dealer, St. Louis, was a caller on Hardware and Metal on Thursday.

The McLennan Paint & Color Co., Hamilton, have changed their firm name to Dominion Paint Co. and have become incorporated.

G. A. Ferguson, S. W. P. pusher for S. A. Crawford, St. Thomas, was a caller at the Toronto office of Hardware and Metal on Tuesday.

The Peerless Furnace Co., formerly of 495 Queen street west, Toronto, are now located in their new building at the corner of Euclid avenue and College.

E. C. Dingman, advertising manager for Frothingham & Workman, Montreal, called at the Toronto office of Hardware & Metal on Thursday. Mr. Dingman has been taking a week's holidays and sought rest at Hamilton and excitement in Toronto.

Amongst the many hardware and stove dealers who visited the Toronto Exhibition during the past week Hardware and Metal noticed the following:

J. J. Coffee, Barrie.
D. Courville, Maxville.
J. Ballantyne, Brantford.
A. Bechtel, Baden.
T. D. Latimer, Chesley.
G. A. Henry, Oshawa.
Robt. Smith, Bolton.
F. A. Ricard, Verner.
W. B. Clifton, Alliston.
G. H. Clark, Niagara Falls.
D. A. McNab, Orillia.
Jas. D. Smith, Baysville.
C. E. Noble, Dundalk.
J. E. Westcott, Ailsa Craig.
J. W. Peart, St. Mary's.
A. W. Humphries, Parkhill.
L. Wale, Stevensville.
T. R. Lougheed, Gore Bay.
J. S. Allen, Burlington.
Adolph Henry, Orono.
F. W. Otton, Barrie.
E. P. Paulin, Goderich.
W. G. Scott, Mount Forest.
F. Marshall, Orangeville.
McMillen Bros., Guelph.
Mr. Ross, Cannington.
A. Child, Gravenhurst.
W. Akitt, Jr., Creemore.
J. Ritter, Millbank.
G. McLean, London.
E. Brasford, Welland.
A. Wagner, Arnstein.
Mr. Taylor, Dromore.
John McKay, Chatsworth.
A. E. Nichols, Fergus.
F. Anthony, Norval.
Mr. Tomlinson, Thornton.
S. E. Eakins, Millbrook.
G. H. Roblin, Brighton.
N. J. Clancy, Gravenhurst.
H. P. Merrick, Mitchell Square.
J. Murphy, Lindsay.
D. S. H. Becker, New Hamburg.
R. J. Walkem, Tottenham.
J. A. Griffin, Alma.
Chas. Reynolds, Bethany.
D. W. Douglass, Campbellford.
Messrs. McLaughlin Sturtridge, Drayton.
H. H. Johns, Southampton.
Mr. Newman, Castleton.
J. M. Gilpin, Lefroy.
F. A. Campbell, Mitchell.
T. H. Dunn, Ingersoll.
C. J. Mitchell, Brantford.
H. W. Brown, Plattsville.
J. A. Good, Berlin.
D. McConnell, Hillsburg.
J. Pratt, Heathcote.
J. Huffman, Markham.
Wm. Kelterborn, Wellesley.
E. H. Kelsey, Loring.
R. C. Fair, Brampton.
W. J. Stanways, Beeton.
G. Williamson, Simcoe.
J. Arthurs, Commanda
C. Shaw, Klienburg.
A. S. Wideman, Markham.
F. W. Silvester, Stouffville.
N. J. McMurtry, St. Thomas.
J. B. Ferguson, West Lorne.
H. E. Patterson, Drayton.
Robt. Lillie, Sturgeon Falls.
H. Jones, Uxbridge.
J. Dandie, Streetsville.

HARDWARE AND METAL

Established - - - - - - 1888

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Limited

JOHN BAYNE MACLEAN - President

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A LIVE ORGANIZATION.

The successful convention of Ontario retail hardwaremen in Toronto this week, held in the rush of a busy Exhibition season, proves the organization to be a live one. Measured also by the yardstick of results already accomplished and by the probable results of the next six months, the executive officers and members of the association have every reason to congratulate themselves.

Organized less than five months ago the Ontario Retail Hardware and Stove Dealers' Association already has over 150 members enrolled and has succeeded in securing the discontinuance of objectionable market reports in the daily papers. Several matters have also been taken up with the enamelware manufacturers and wholesalers, and while the retailers may not gain all they ask, they are certain, through organization to gain all that they are in equity entitled to.

There are strong arguments both pro and con on the matter of packing and cartage charges, but the retailers have an undoubted grievance when they point out that these charges are not evenly distributed, many city and country customers escaping while the vast majority pay the charges in full. Both of these charges are fixed amounts and the retailers contend that they should be borne by the wholesalers just as the retailers charge their twine, wrapping paper and local delivery to their general expense account. The jobbers, on the other hand, contend that they merely charge the bare cost of the boxes used in packing and that if the charge is added on in the cost of the goods the dealer is apt to pay even more than at present. As to cartage charges the jobbers point out that this charge was established by Act of Parliament and they have not the power to change it. The weighing of each parcel would entail considerable labor on the part of the jobbers, who feel that the present arrangement is a satisfactory one. Although taking a strong stand in unanimously refusing to pay cartage charges in future, the retail association took wise action in deciding to defer action until the jobbers had considered the matter further at their coming convention.

The request made regarding the sale of goods to persons outside the trade seems to be reasonable and while the jobbers point out that many retailers encourage this evil by buying direct from manufacturers, wise action would be taken in meeting the request made. The jobbers and retailers must stand together and work in unison against every tendency to weaken either branch of the trade. As an assembler of goods the jobber is a necessity to the retailer. On the other hand the destruction of the retail trade by mail order or jobbers' list houses buying direct from manufacturers would mean the death blow to the jobbing trade.

Likewise the enamelware manufacturers will find it to their best interests to accept the suggestion made by their best customers—the retail trade. The flooding of the market with enamelware seconds not marked as such, is bound to do serious damage to a Canadian industry, which should be fostered by all branches of the trade.

One of the most important proposals made at the convention was that of Mr. Lariviere, of Montreal, who suggested that if the difficulties in the way of forming a purely hardware dealers' mutual company were found to be too great that arrangements be made with one of the existing old-line companies or with an insurance underwriter that all the insurance of the members of the association, up to a limit of $10,000 for each firm, be placed through the secretary. Mr. Lariviere felt certain that in case such an arrangement were made that a refund of 20 per cent of the premium could be allowed each dealer at once, while an additional percentage could go into the association treasury on an arrangement providing for a division of profits between the underwriters and the association, the latter acting in the capacity of an agent. All this could be done without the risk of any money whatever, and the dealers getting a rebate on policies amounting to $10,000 instead of the limit of $1,500 or $2,000, which a mutual company would have to name. The rebates on these policies would be sufficient to pay the dealers' membership fees in the association as well as providing an additional saving. The proposition is well worthy of consideration and the committee having the matter in hand should have the hearty co-operation of every hardware dealer in the province.

No doubt many merchants have been withholding their membership until it was clear that the association would do something more than get together and talk. Such merchants should be able to see now that there are earnest and able men working unselfishly for the association and that they are deserving of the support of every broadminded and progressive hardware dealer in the province.

Hardware and Metal congratulates the Ontario association on its steady progress and upon its endorsation of the proposal to form a Dominion organization, the working expenses of which should easily be met by the savings made on the insurance premiums as a result of the members co-operating together on some such plan as is being considered by the association.

CUTTING IN WIRE NAILS.

Frequent mention has been made in these columns of the disposition shown by manufacturers, jobbers and retailers to cut prices on wire nails. During the Summer cutting was particularly lively in this line, and competing interests vied with each other in forcing quotations down to the lowest possible level. In fact, during a season which was, on the whole, more free from price-cutting than any other for years back, the wire nail stands out pre-eminently above any similar competition.

As a general thing, there is a difference of about thirty cents between the American and Canadian base price for wire nails. This discrepancy has been generally accepted by the trade as marking pretty well the difference in the cost of production. But things have changed during the past few months. Prices have been crowded down to such an extent that manufacturers now feel they have touched rock bottom. And so retailers find, in comparing prices on wire nails quoted in the United States trade papers

with those actually being given here, that there is now practically no difference in the two countries. This mere comparison shows in how abnormal a condition the Canadian wire nail trade is at present.

BANK SOUNDS A WARNING.

A period of prosperity such as has been experienced in Canada for some years past is not an unmixed blessing That is to say, while it affords wonderful opportunities for betterment to men of shrewdness and foresight, it also increases the temptation to spend prodigally money which is easily made. Going a step farther, it also creates an inclination to assume financial responsibilities, to borrow money in unusual amounts, because prospects for meeting these obligations appear to be good.

A mania for speculation is another circumstance attending "good times." In the Great West this has been carried almost to an extreme in these days of rapidly advancing land values. Merchants frequently complain that farmers instead of using the proceeds of a season's harvest to reduce their liabilities, sink them in land speculations, buoyed up by the hope that they will quickly realize large profits.

Similar conditions prevail in the east. Expansion is everywhere the watchword. Those who cannot enlarge their capacity on their own resources have found the banks competing with each other to supply the necessary money, and debts have been incurred which would cripple many of these expansionists should the "growing time" receive a sudden check.

Under the circumstances, a memorandum which was recently sent out to branch managers by the general manager of a leading Canadian bank will be of considerable interest and we feel justified in repeating it, for the benefit of our readers.

This well-known financier speaks as follows:

"Now that the time is drawing near for the harvests of Ontario to be marketed, I consider it an opportune time to draw your serious attention to the existing conditions of business in all its branches throughout Ontario, and to impress upon you the fact that the management of this institution insists that you exercise the utmost caution in the granting of credits, and unceasing watchfulness over credits already granted, during this period of what might be termed a 'revel of prosperity.' Merchants manufacturers, cattle buyers, grain merchants, and, in fact, all classes of the commercial community are apparently straining at the leash of credit and it is the duty of every banker, not only to his bank, but to the country at large, to judiciously control this financial impetuosity. I would have you see that as far as possible the returns for all goods marketed this Winter go to reduce your customers' existing liabilities, urging on them to 'put their house in order' while this period of rich production lasts, and to exercise economy in order to start with greatly lessened liabilities next Spring, in case bad harvests should be Canada's lot next Fall."

FOREIGN TRADE INCREASING.

A recent report issued by the Dominion Government gives to the public some interesting information on the foreign trade of Canada during the month of July. The aggregate foreign trade during that month amounted to $41,996,228, which is over nine million dollars ahead of the same period in 1905. In a young and growing country like Canada such an increase as this in the volume of trade transacted speaks well for the future of commerce between the Dominion and other countries. Canada is rapidly rising in the commercial firmament, and her products, which only a few years ago were comparatively unknown outside of the British Empire, are now recognized as being pretty nearly the best obtainable. The trade mark "Made in Canada" is acquiring a significance of great value to exporters, a significance which, if maintained, will be of untold value in the future. Imports for the month in question amounted to $23,652,122, while domestic exports wete $16,549,548, increases, respectively, of $5,172,357 and $3,500,099. Animals and their products showed the largest increase in exports, being $1,555,421 ahead of the corresponding period last year. In the export of fish products there is a falling off noticeable, but in agricultural products and manufactures there are substantial increases.

VACATION TIME.

The holiday season is about over and more dealers have taken a vacation this year than ever before, according to the commercial travelers. This willingness of the retailer to break away from business for a week or two is said to be one of the results of the prevalent prosperity.

Whatever the reason, it's a good time now to take a reckoning. Didn't it pay? Mentally and physically a man is the better for a change occasionally. He comes back with renewed energy and brightened ambition.

The wife should have a vacation too. Men are apt to forget that housekeeping can become as monotonous as business. To a woman it's pretty nearly as good as starting all over again to come back after a few weeks visiting away. If husband and wife can get away together so much the better.

Then there are the clerks. Good clerks are mighty hard to get and the grocers are partly to blame. They should take more interest in the men who work for them. No sort of business effort would pay better. A clerk who doesn't take an interest in the business isn't worth much. A good clerk needs a vacation and deserves it and it will pay his employer to see that he gets it with his wages in advance to help make it enjoyable.

While business is important, health is much more important and that is a fact many men forget. A vacation rightly spent will make for health every time, and the better health a man has the better grocer he will make. Settle it now, that good times or bad times the vacation is to be an annual affair.

LOW WATER AFFECTING SHIPPING

Low water in the port of Montreal is affecting the shipping trade. For the past week or so none of the large boats have been able to load capacity on this account, being restricted by the port warden. As a consequence shipping companies find it necessary to exercise considerable care in making bookings. Several companies when spoken to by The Grocer stated that they had been compelled to exercise the greatest discretion in loading their vessels, in some cases having to refuse shipments of particularly heavy goods. Most of the vessels which have cleared Montreal recently have had either short cargoes or else were loaded with light goods which took up all space in the holds without being too heavy.

When asked the cause of the low water, the port warden stated that the continued dry weather was chiefly responsible for it. Rains this Spring and Summer had been few and far between. It is improbable that conditions will be bettered this year, so that low water will affect the shipping during the remainder of the season. At the present time the water is sinking at the rate of about an inch a day, consequently if this continues the river will be considerably lower than it now is before the season finishes. It is nearly ten years since like conditions prevailed, and shipping companies feel that it is hard lines, particularly since the outlook for the remainder of the season is so bright.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Sept. 7, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Trade continues active in all general lines, ammunition and general sporting goods supplies being in particularly active demand. Values are steady.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Retail prices are being cut below cost in many towns, but wholesale prices are held steadily at prices quoted: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per doz.

WIRE — We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ½ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅝ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47 1-2 per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1 1-2c. per lb. A decline of 1-4c.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6 1-2c. per pound.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows; Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—With the beginning of the shooting season business is very active in ammunition and general supplies. Quotations are: Cartridges, Dominion R. F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—Prices are: Bar iron (basis), $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—Prices are very firm. $5.25 per cwt. with a reduction of 25c. per cwt. on ton orders.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE

—We quote : White lead, pure, $7 ; bladder putty, in bbls., 2½c. ; in kegs, 3¾c. ; turpentine, pure, in barrels, 97c. ; less than barrel lots, 92c. ; linseed oil, raw 64c. ; boiled, 67c.

WINDOW GLASS—We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25 ; 26 to 40, $2.40. 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00 ; 26 to 40, $4.52 ; 41 to 50, $4.75 ; 50 to 60, $5.25 ; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35 ; 41 to 50, $8.40 ; 51 to 60, $9.45 ; 61 to 70, $10.50 ; 71 to 80, $11.55 ; 81 to 85, $12.60 ; 86 to 90, $14.75 ; 91 to 95, $17.30.

Canada Stove Co. have been incorporated under Ontario charter with a capital stock of $150,000 for the purpose of manufacturing stoves, ranges and furnaces. The provisional directors are F. J. Travers, G. Tomlinson, G. A. Mothersill, F. R. Yule and J. A. MacCracken, with head office at Ottawa.



Covert Mfg. Co.

TROY, N. Y.



Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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PRIEST'S CLIPPERS

BALL BEARINGS

Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

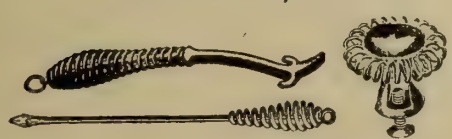
SEND FOR CATALOGUE TO

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Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.

Metal Shelf Boxes

For Sale Cheap

I have 500 Metal Shelf Boxes for sale cheap. Bought them cheap and will sell them right. They have solid oak fronts and handsome brass pulls and the 500 will fit up a good sized hardware store. Used only two years and as good as new. This is a rare chance.

Write for sizes and particulars

R. J. McCONNELL, - CARMAN, MAN.

Genuine Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

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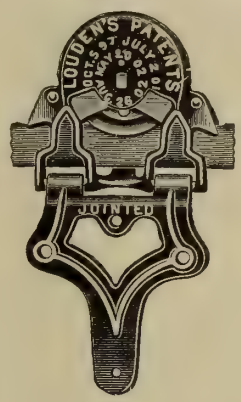
BRONZING SEASON

means bronze business, and the question you should ask yourself is : "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

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Warehouses—CALGARY, EDMONTON *WINNIPEG, CAN.*



Louden's Standard Jointed Barn Door Hangers

CANNOT JUMP THE TRACK.

They always run easily and give satisfaction.

Everyone who uses them is more than pleased.

They also have track cleaners which throw all obstructions off the track, instead of letting them wedge under the wheels, as other hangers do. This feature is fully covered by our patent.

They will run on any 1¼ x 3/16 Barn Door Track.

Like all other Hangers that we make, they are the best that are made.

LOUDEN MACHINERY CO., Guelph, Ont.

We make the largest and best line of Hay Tools on earth for either field or barn.

Everything for the Painter



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS

"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it ?

Our guarantee protects dealer and consumer.

We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

GREATEST ANNUAL FAIR

Canadian National at Toronto Without an Equal in the World as a Yearly Exhibition—How It Started Its Splendid Educational Value—Success This Year Unparalleled—Education in the Art of Display and Decoration.

Ideal weather, record crowds, more and finer displays have put this year's Canadian National Exhibition at Toronto away beyond any former achievement. The greatest annual exhibition in the world is now its rightful name beyond all doubt. People who see it year after year get used to it and fail to appreciate its superiority. A Toronto teacher had some American friends visiting him this week. They had taken advantage of the low fares without any thought of the exhibition. When invited out to the fair they thought it wasn't worth while and impressed their host and hostess with the great things to be seen in New York and other American cities. They were persuaded to go, however, and a short time on the grounds put an end to the talk about what they had seen elsewhere.

There were exhibitions in Toronto before 1879, but it was in that year the present exhibition was started. Hamilton was the first place in Canada to undertake an annual exhibition, and Toronto got the idea there. In 1877 the Provincial Exhibition, an itinerant fair, was held in Toronto. The city made an arrangement with the Agricultural and Arts Association to conduct an annual fair on condition that certain buildings were erected. The city did its share but the society got cold feet and drew out. Some public-spirited gentlemen took the matter up and decided to go on with it. The exhibition of 1879 was opened in the present grounds by the Marquis of Lorne. Many mistakes have been made in the 30 years and a good deal of money has been expended ill-advisedly, but the present exhibition is worth far more than it has cost in money and public-spirited effort. It is estimated that there is now in buildings alone an investment of a million and a half dollars.

Educational Value of Exhibition.

There is not a business interest in Canada not touched by the fair and every year it becomes a larger factor in the agricultural, industrial and mercantile life of the Dominion. In 1880 there were 8,234 exhibits. This year there are over 8,000 animals alone on exhibition. The educational value of the fair cannot be computed. A teacher walked into the exhibit of West Indian products and said to Mr. Pickford, who is in charge: "Have you any more of those booklets about the West Indies? I got one myself, but I would like one for each of my pupils." There was a pebble of knowledge thrown into the young life of Canada to cause ever increasing ripples of learning. That is but a very minute instance of the educational value of the exhibition.

For hardwaremen the chief attractions were to be found in the new Process Building and particularly in the stove section of this handsome new structure. The stove manufacturers have entered into the spirit of progress pervading the exhibition in recent years and some particularly fine permanent exhibit booths have been erected. Year by year the quality of the exhibits of heating goods are improving and new faces are seen each year, the difficulty being to give all the desired space in which to display their goods to good advantage.

In other parts of the Process Building also were to be found exhibits of metal shingles, enamelware, plumbing supplies, hardware shelving, implements, lighting fixtures, oil pumps, wind machinery, canoes and launches, swings, and other lines, which were inspected with interest and profit by hardware dealers.



Canadian National Exhibition—Mechanical Figure at Main Entrance of Manufacturers' Building.

In Machinery Hall, too, were many exhibits of marked interest to the hardware trade manufacturers of metal goods, belting, etc., being shown, while bathroom fixtures were displayed here as well as in the Manufacturers Building, where exhibits of silverware, aluminumware, metallic roofing, horsenails, lighting fixtures, paints and oils, office appliances, etc., attracted much attention. In the Transportation Building the rubber companies, carriage varnish manufacturers and similar lines were to be found.

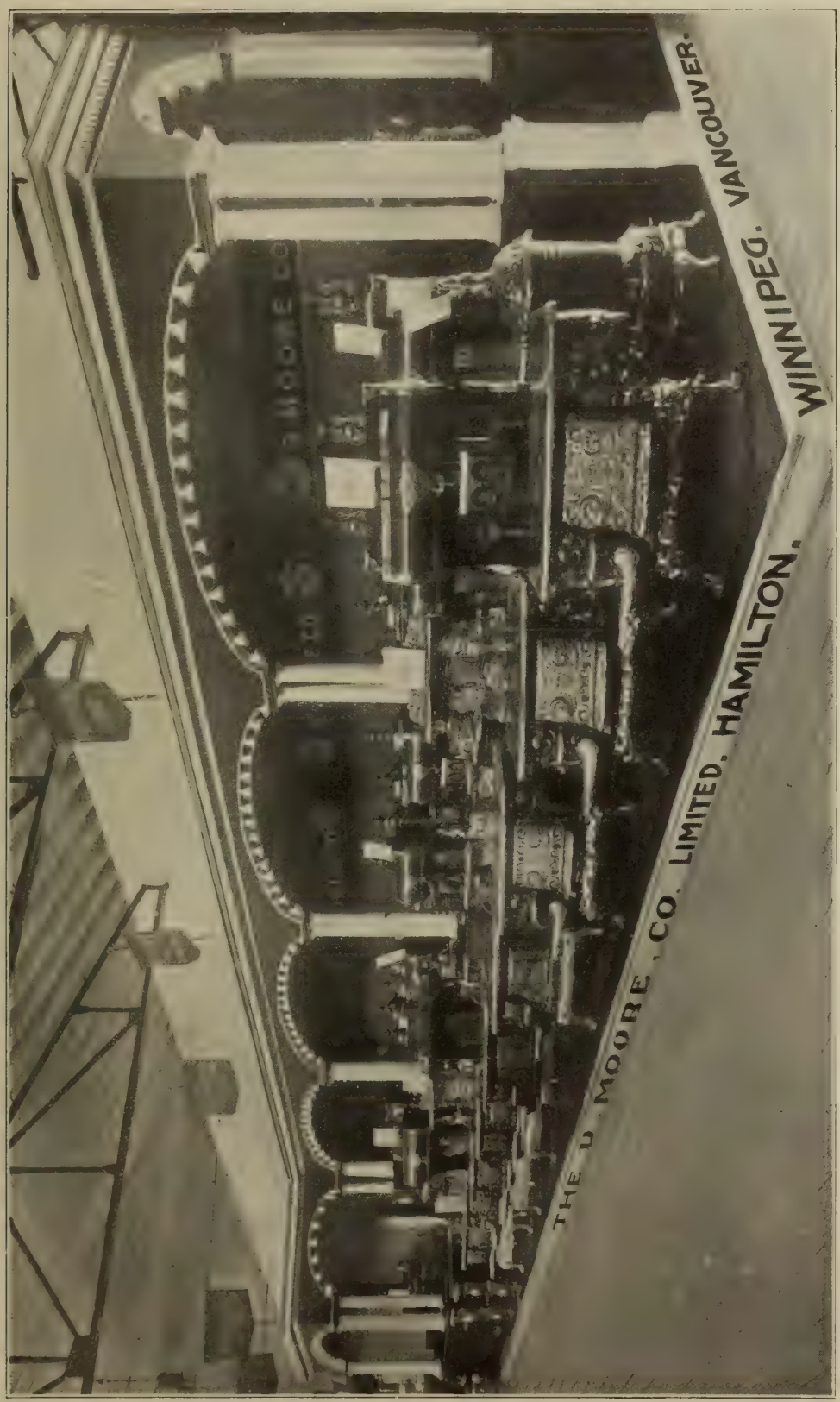
On the grounds the wire fence manufacturers did not seem to be in the usual force, but the roofing, tent and implement concerns were well represented. Taken altogether, the hardware merchant found the displays made well worthy of study and a general advance on prevoius years was noted.

The loan exhibition is a feature that cannot be too highly prized. There are gathered pictures from the public galleries and private collections of Great Britain that otherwise would be quite unavailable to the great mass of the people who see them at the exhibition. Canada is too young a country to have fostered art a great deal, but true appreciation of fine art is a quality in a people or an individual greatly to be desired. Nothing could better advance the cause of art than these loan exhibitions.

Next year it is expected the departments of horticulture and floraculture will be newly housed and a decided impetus will be given to these important departments.

One of the most instructive and interesting exhibits is that of West Indian products in the Process Building. It contains upwards of 2,500 examples of the agriculture and manufacture of the Carribean Archipelago. Most of them are foodstuffs but there are many samples of cotton commercially recognized as the best in the world. The whole has been arranged and is under the direction of Mr. Pickford, of Pickford & Black, whose line of steamships is the principal means of communication between Canada and the Indies. The display is a credit to his taste and judgment. Though a little too confined for the best results the public are admitted within the enclosure and may examine as minutely as they please the hundreds of articles.

The exhibits and their housing in the Manufacturers' Building are this year finer and more elaborate than ever. In the aggregate a great sum of money must have been expended in providing these displays. For an observant merchant a trip through that building is in itself an education in the art of display and decoration.



Canadian National Exhibition—D. Moore Company's Stove Exhibit.

D. Moore & Co's Exhibit.

D. Moore & Company, Hamilton, had an exhibit which was hard to beat. Their Art, Empire, Crown and Ruby Treasure heaters, all self-feeding, with and without ovens, drew the attention of thousands of passers by each day.

The Art Treasure is one of the most beautiful of heating stoves and is equipped with all that is new and substantial in the way of improvements. The screw draft is a feature that quickly appeals to the customer on account of the saving in fuel that can be effected by such a finely adjusted draft controller. The shaking ring and dumping grate in the Treasure heaters have but to be seen to be appreciated. There is nothing complicated about them—nothing to get out of order.

The Empire Treasure is different in design from the Art Treasure, but has all the virtues of the Art, in so far as improvements and ease of operating are concerned. The Crown Treasure is smaller than the Empire. Its large sales bespeak its merit. It is claimed that the Crown is in more homes in Ontario than is any other stove.

The Ruby Treasure is the smallest self-feeder with oven attached to be found in Ontario to-day. It strikes one at once as having all the elements of a splendid heater, while at the same time having such a "cute" appearance that it attracts immediate attention.

Among their cheaper lines is the Oak Treasure, a stove that retails for $12, and is well worth it. Moore's air-tight is a beauty to look on, but utility is its long suit. It is of the down draft type, which insures the maximum heat from any fuel, on account of burning all gases arising therefrom, which, as stove men know, produce the greatest heat.

The D. Moore Company's ranges received equal attention with their heaters. They go under the names of the Home Treasure, the Household Treasure, the City Treasure, and the Matchless Treasure.

The Premier steel range is the finest steel range made in Canada, double body, lined with asbestos between the steel, and has all the latest features in firebox and grate construction. They also show in smaller steel ranges the Sunset and Domestic Treasure, which are of the latest design.

The Western Treasure is a range that has found great favor in Western Canada. It has a large oven, and will burn anything in the way of fuel. The device employed by the Moore people for holding up the front top without the aid of a poker, or the burning of one's fingers, is a boon to the housewife when making toast or broiling meats over the coals. The reservoir, nickel attachments, etc., are all detachable on the Treasure stoves. In fact, there seems to be no good thing that is overlooked in their make-up.

The exhibit is under the charge of Mr. Parrish and Mr. Munro, their eastern and northern travelers.

The exhibit, as will be seen from the illustration, was one of the handsomest in the building, the company going to great expense in getting up a permanent stand which would be a credit to them. The model kitchen at the further end of the exhibit was easily one of the attractions of the whole exhibition for the up-to-date housewife.



Canadian National Exhibition—Exhibit of Clare Bros. & Company.

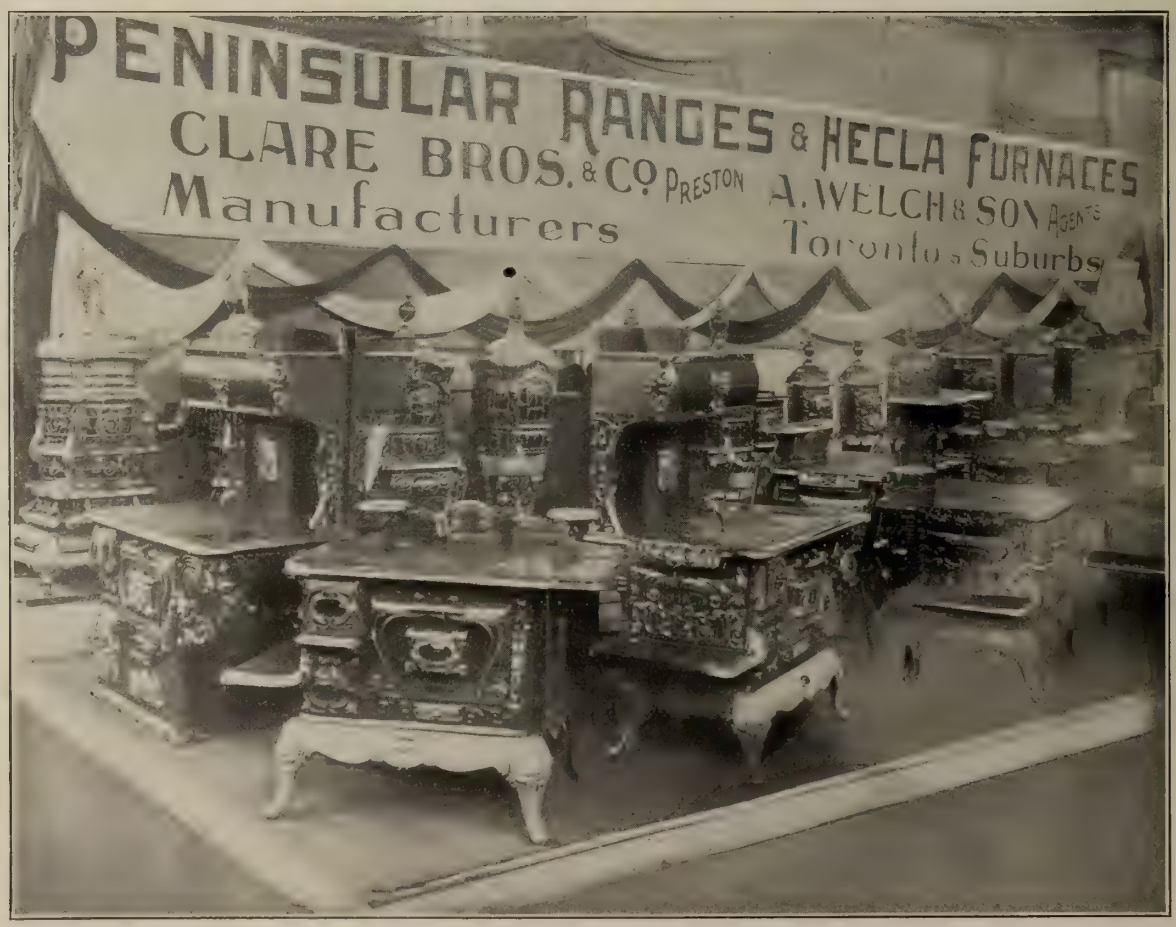
Peninsular Ranges.

Clare Bros. & Company, manufacturers of the Peninsular stoves and ranges, had an exhibit that was creditable to the firm and attractive to all who passed that way. Their wares need no heralding as they are known throughout Canada for their merit and pleasing appearance. Removable nickeling is a feature with all their stoves, which meets with the approval of every housewife when cleaning up is due.

The Peerless Range with its trip oven doors, its sectional key plate top which prevents breaks and warping, has been wonderfully successful with the trade, giving, as it does, talking points that have real merit when the salesman is demonstrating the range to a prospective customer.

Their new steel range, the Royal, has for its especial claim the straight fire box, that has proven such innovation in range manufacture. With the Royal the change from coal to wood is almost instantaneous. No mechanic is needed to make the change—anyone can do it. The dimensions of the wood fire box are sufficient to take in the longest fire wood when necessary, while at the same time short sticks, blocks, odds and ends are burned equally as well and as economically. The oven door of the Royal is especially attractive with its graceful convexity. It is a relief from the flat appearance that so many oven doors show, and gives a graceful harmony to the whole architecture of the range.

In heating stoves, the Elegant Base Burners stand second to none. Their lines are perfect, and their utility satisfying. On the floor of a dealer's store one can easily imagine them attracting attention. They have all the necessary drafts and dampers and can be regulated to give any desired heat or to be merely kept "alive," scarcely consuming any coal. The ash pan catches everything that falls from the fire box, and when removed for emptying, drags no dust or ashes out on the floor. These are all features which must commend themselves to every dealer who would sell a stove he can thoroughly recommend, and which he knows will build up his own reputation as well as that of the manufacturer.



Canadian National Exhibition—Exhibit of Clare Bros. & Company.

Clare Bros.' two exhibits were situated near the entrance of the stove building, and thousands of people passed it daily.

The Canada Stove Exhibit.

For the first time they made an exhibit at the fair the Canada Stove Works certainly did themselves credit, as can be seen from the cut. A feature of the exhibit was the arrangement. Each stove and range could be taken at a glance and their full elegance of style appreciated. From the dealer's viewpoint the Royal stoves and ranges are especially appealing, as their appearance justifies the company's claim of their being an easy line to sell. The background of the exhibit was arranged with bunting, alternating as to colors, and had a simple, chaste effect—just enough, and not overdone. John E. Cave was in charge of the display and made for the Royals many new friends.

All the space the company could procure was 15 x 14 feet, very little space for a very big line. In the foreground they placed the "Royal Champion," a four-hole wood or coal stove with 20 x 20 inch oven, reservoir, pouch feed, duplex grate, and wood and coal linings. The semi-plain design and the beautiful smooth castings were objects of much comment. The remarks passed about the "Royal Champion" proved beyond doubt that it is the best appearing and best proportioned wood and coal stove on the market.

The "Royal Empress" stood to the right of the "Champion" and made an indelible impression for a good, cheap, six-hole range, with reservoir, high shelf, wood and coal linings, 20 inch oven, duplex grate and excellent working qualities. The retail price being about $38, puts it within the reach of all. The dealer that is looking for new customers will consult his own interests by inspecting the "Royal Empress."

The "Royal Corona" range, six-hole, with reservoir and warming closet, held the place of honor. To say the least the manufacturers of this range are proud of it and so are they who buy it.

There is just enough nickel about it to give it a lasting impression. The removal of the grates is simplicity itself. The linings, which are heavy and of iron, can easily be seen through the large pouch feed, without removing a cover. The oven is large and well ventilated. The "Royal Corona" was not gotten up especially for the Exhibition, but simply taken out of the storehouse and shipped to Toronto. If any dealer buys a Corona and finds it is not first-class like those he saw at the Fair it costs him nothing.

The "Royal Escort" was next in the range line, with large swing feed door and tea shelf. The Escort is a cheap six-hole range with the latest American improved duplex grate. It has a 20 inch oven and is very easily changed from wood to coal, as there are no bolts about the fire box. The change can be made in one minute with a screwdriver, with no necessity to use warm language. The price is just right for the dealer who is looking for profits.

Then came the "Royal Corona," four holes and high shelf, a beautiful city range, and it was certainly encouraging to hear the compliments paid it by city folks.

To say that the No. 12 and No. 14 "Gem Oaks" sold like hot cakes is putting it easy. The neat mica door and beautiful design seemed to capture the ladies, two and three at a time. More than one lady was heard to say "that is the prettiest little stove in the building."



RETURNED SEP 10 1906

Canadian National Exhibition—Exhibit of the Canada Stove Works.

The company's offices and foundry are at Harriston, Ont., where they can be written to for catalogues or agencies.

The Canada Stove Works are a company who believe in keeping up to date in regard to the newest regulating and labor-saving devices that are brought out from time to time. They have many of these new features which they have originated themselves, in addition to which they have all that is practical and that has been demonstrated to be good and serviceable in the stove world. The company's foundry and offices are in the Town of Harriston, Ont. Their staff consists of men who have had years of experience in stove and range work, to which must be largely attributed the success they have met with during their career.

Diamond Enamelware.

The Kemp Mfg. Co., Toronto, occupied a conspicuous corner in the centre of the new Process Building, the booth being permanently constructed of white painted wood, neatly decorated in white and yellow and having a ceiling of white canvas.

On the pedestal of shelving an elaborate display of their celebrated "Diamond" ware was shown. This line was introduced only recently, but has already won immense popularity as a high grade enameledware, every piece being fully guaranteed to wear even better than the imported lines made in Austria and Germany, while being only one-third the price.

Diamondware possesses many features not found in other lines, whether domestic or imported. The handsome and useful enameled covers to be found on the steam pots and sauce pans are not produced by any competitors and the nice light weight, round handles used on the sauce pans and other handled goods do not cut the hands as the flat handles on other lines do when the vessels are full. The paneling in the centre of the bottom of the pots and pans also prevents the burning of foods being cooked. Still another valuable feature is the secret formula used in the enameling preparation, as a result of which "Diamond" ware is practically unstainable, a quality not enjoyed by other lines.

The guarantee given by the Kemp Mfg. Co. on "Diamond" ware covers wide ground and dealers who have been selling imported lines should send for one of the elaborate catalogues recently issued by the company and secure the agency for "Diamond" ware in their district. The line is superior in every way and will stand investigation.

Other lines manufactured by the company are onyxware, pearlware, garnetware and whiteware, all of which lines are favorably known to the hardware and stove trades throughout the country.

A few of the articles manufactured by the company are cold blast lanterns, coal hods and shovels, ice water tanks, bread boxes, cake closets, metal safes, tin and enameled kettles, enameled dishpans, preserving kettles, sauce pans, bowls cups and saucers, strainers, roast pans, kneading pans, rice boilers, stove pots, cereal cookers, tea steepers and kettles, coffee pots, pudding and bread pans, butter dishes, sugar bowls, stove stands, flour bins, dairy cans, oil cans, stove pipe elbows and snow shovels.

These, of course, are only a few of the articles manufactured in the immense modern plant which has been erected as a result of the enterprise of the principals of the company, a look through their recently issued catalogue being necessary in order to get a fair idea of the wonderful variety of shapes and articles produced in the enameling section of the works. Other sections are devoted to manufacturing galvanized, tin, japanned, steel and copper ware, while a large trade is also done in metals of all kinds, stocks being kept at Toronto, Montreal and Winnipeg.

The display was a centre where hardware and stove dealers gathered, located as it was close to the displays of the leading stove manufacturers. This was the first time the Kemp Co. made a display at the Exhibition, and next year they will probably have even a more interesting exhibit.



Canadian National Exhibition—Kemp Manufacturing Company's Exhibit.



Canadian National Exhibition—Moffat Stove Company's Exhibit.

The Moffat Stove Co.

The Moffat Stove Co's display as will be seen from the illustrations, was one that would be hard to beat, considered from all standpoints. It was situated in the stove building in a position where it could be commanded by a view from both aisles leading up to it. Approaching the display during the evening one was particularly struck with the glittering reflection of the electric lights upon the nickel ornamentation.

Besides their factory at Weston, Ont., the Moffat Stove Co. have branches in Winnipeg and Calgary, and are the largest exclusive makers of stoves in Canada.

Their "Canada National" range, made in three sizes is their greatest favorite, particularly in the west where large numbers of this range are used. These ranges are lined throughout with heavy millboard asbestos, which is held in place by cast iron gratings. This prevents the absorption of dampness or sweat as happens in ranges where the asbestos is tightly enclosed between two sheets of steel. The fire pot for coal is straight and clean. No clinkers rest in its corners as the Moffat improved duplex grates entirely eliminate this feature. These ranges can be had with a special grate for burning wood 28 inches long. A sliding grate regulates the air and lets the ashes drop into the big ash pan. They recommend the tank on the left end of these ranges as the best way for heating water. Being placed in that position the water tank utilizes the surplus heat thrown off from that side of the fire box, therefore there is no noise made, but the water is kept at the boiling point always. The tank, which is of planished copper, holds nine Imperial gallons, and can be detached when the customer wishes a square range.

All National ranges are supplied with cast iron flue backs, guaranteed for 20 years. Steel or sheet iron flue backs rust out in a few years on account of the creosote, and condensation of smoke from the stove pipe and chimney.

This firm also manufactures a complete line of heaters, including the "King" base burner, "Royal Opal" base burner and the "National Oak" heater, which burns any kind of fuel. It can also be supplied with self-feeding attachments and has duplex grates and shaking ring. The Alberta heater for hard and soft coal, is another of the exclusive patterns made and patented only by this company. It is made in four sizes, single and double heater.

The "Fairy Oak" is a cheaper class made in five sizes. This heater has had some new improvements over last year's pattern, which include larger feed door and higher body. No. 17 size is made with a steel baking oven, the construction of which has just been patented.

Attention must also be drawn to Moffat's new cheap steel range called the "Nelson," which is all made of heavy stamped steel with the exception of the top plates and grates. This is a new departure in the steel range line and will be hailed with satisfaction by the hardware trade generally.

Huron Stoves and Ranges.

A very fine exhibit in the stove building this year is that of The Western Foundry Co., of Wingham, and it attracted a great deal of attention from the stove and hardware dealers visiting the Exhibition.

As will be seen by the accompanying illustration the exhibit of Huron stoves and ranges was very nicely arranged and reflected great credit on the staff who did the work. The exhibit easily held the premier position in the Stove Building, it being right at the main entrance where it could be seen by everybody entering the building, and in fact the big sign, "Huron Stoves and Ranges," was the first thing that caught the eye.

Three of the staff, along with Mr. Frank Taylor, the manager, were kept busy all the time greeting old friends of the company and explaining the especially useful in low cellars. It is easily mounted, and, in short, is powerful, economical and superior. The Huron enjoys a rapidly growing patronage.

The Huron Steel Range for hard or soft coal or wood is a range of unquestioned superiority, beautiful in design, elaborate in ornamentation and perfect in construction. In addition to these points the manufacturers claim for it that it contains many features of merit that are new and desirable.

The "Crown Huron," a very neat and artistic stove, is especially designed to fill the demand for an up-to-date medium sized cooker with all the desired modern appliances. It is very moderate in price, and just suitable for such households where the larger and more expensive ranges are not needed. It has plenty of nickel ornamentation, and a full set of nickel bands, nickeled oven panel and shelf and nickeled pot shelves, etc., and therefore has sheet flue range on a considerably less amount of fuel.

One of the new lines shown this year was the "Oakdale Huron" made in four sizes, for hard or soft coal, or wood. It is nicely finished with nickel trimmings, and was the object of much admiration from the dealers present.

In addition to these lines the Western Foundry Company manufactures the "Art Huron" base burner, a stove of which it is justly proud, and other lines such as hotel steel ranges. The Western Foundry Co. will be glad to hear from any hardware merchant interested. All information will be sent on application.

Huron County is the second county in wealth and commerce in Ontario, and many good things have come out of it. It seems fitting, therefore, that the Huron stoves and ranges, made by the Western Foundry Company, should have so solidly secured for themselves the



Canadian National Exhibition—Exhibit of the Western Foundry Company.

good points of their different makes, besides handing neat and attractive literature to those interested.

Their steel plate hotel ranges which stood in the background, attracted considerable attention. Many hotelmen examined this range and were greatly pleased with it, as a result many handsome orders were booked.

Particular attention was paid to The Huron Red Hot Furnace for hard coal, soft coal, wood or coke. It is a coal furnace, but, having a very large feed door, is convenient for wood burning. A general utility furnace, one, at least, that gives perfect satisfaction, is a rarity, but the Huron furnace fills this exacting bill in every particular. The Huron is built low and is, therefore, especially useful in low cellars. It is easily mounted, and, in short, is powerful, economical and superior. The Huron enjoys a rapidly growing patronage.

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The manufacturers claim that the ordinary sheet flue does not heat the oven bottom evenly, this being the reason why ranges do not bake uniformly. The shortness of the fire travel is also said to connsume a great quantity of fuel. In the two flue used in the "Crown Huron" the heat is evenly distributed, consequently the oven will always bake the same on every part, and owing to the fact that the heat travels completely around the oven twice before passing out of the smoke collar, the heat units generated in the fire box are consumed before being lost by passing up the chimney, with the result that it is possible to do the same amount of work as in a sheet flue range on a considerably less amount of fuel.

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Huron County is the second county in wealth and commerce in Ontario, and many good things have come out of it. It seems fitting, therefore, that the Huron stoves and ranges, made by the Western Foundry Company, should have so solidly secured for themselves the position they now occupy in the trade and the home circles of Canada. The recommendation of the user of a stove is the best recommendation that a manufacturer or a dealer can have, and it is just such good words that have helped make the Huron stoves and ranges what they are.

The Western Foundry Company have developed a large business throughout Manitoba and the new provinces, which has kept the factory running to its utmost capacity for many months. New men have been brought in from outside points to get the orders out; in fact, their staff is constantly adding skilled craftsmen, in their endeavor to keep up with business, and to get the latest ideas and improvements in the stove world.

The James Robertson Co.

Entering the main entrance of the Process Building the first thing that catches the eye is the brilliantly polished brass railing of The Jas. Robertson Co. exhibit, and just inside that their celebrated Naturo Closet that is receiving so much attention among the trade in Canada. This is the closet that is recommended by doctors as the only one that makes hygienic perfection possible. A large card on the closet reads : "See the slant on the Naturo Closet."

Another feature of the exhibit that is receiving indisputable attention among the visitors to the Fair is the solid marble bathroom fitted with a Premier enamelled bath, Pedestal lavatory, Sitz bath, and a Naturo closet, fitted with Kenny flushometer.

The walls and floor of this bathroom are of solid marble, the marble being manufactured by the company. A shower bath is also set up along with the fine nickel fittings on the Premier enameled bath, which makes as perfect a bathroom as one could wish for.

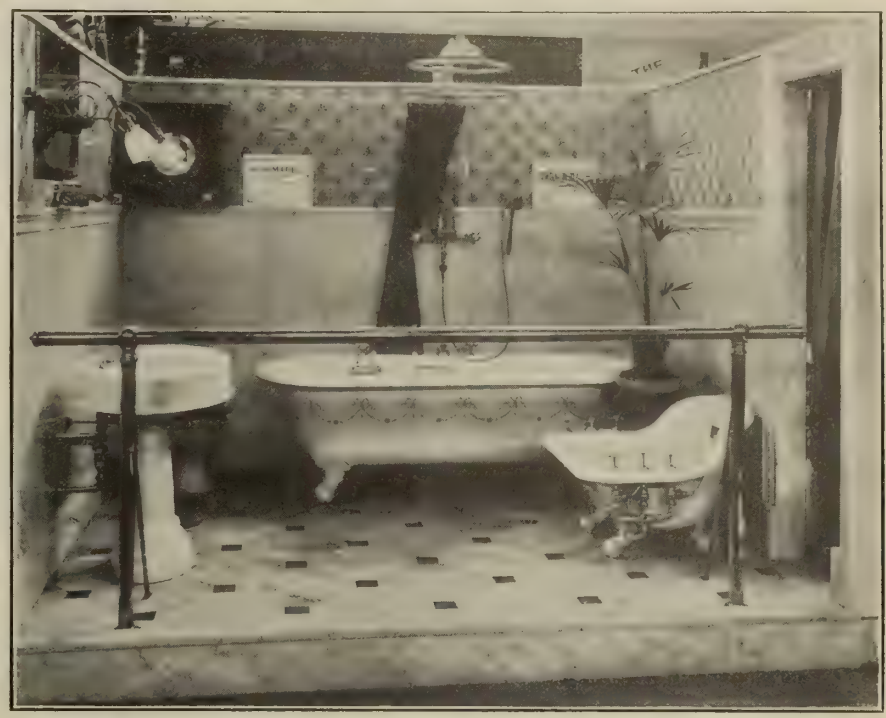
Many hardwaremen and plumbers paid a visit to this exhibit during the exhibition and expressed their delight in the quality of goods shown, and highly complimented the company on their very artistic and attractive exhibit which was easily one of the best on the grounds.

There is as much variance in the equipment of a bathroom as there is to any other room in a home, although ordinarily that part of a home shows little individuality and can hardly be distinguished from the same room in a hundred different houses. For the man, though, who wishes something different in the arrangements and furnishings of his bath, the James Robertson Company's exhibit offered suggestions which to many were entirely novel, and not at all beyond the reach of the ordinary man's purse. Unfortunately any exhibit is necessarily crowded for space in which to show many styles, but enough was shown to give an idea of what can be seen at any time at their Toronto warerooms.

The handsome marble back lavatories, with plate glass mirrors, are receiving special attention, particularly among the ladies, as are also their well known baths, viz.: "Yale," "Occident" and "Gladstone." Another feature that attracts the ladies' eye is the enameled iron kitchen sink, with drain board and rubber mat, which makes an ideal sink.

A noticeable feature of this exhibit is the high-class goods shown. The bathroom fittings are excellent. The electric lights and palms also add a brilliant finish to this display.

They are also showing lead and block tin pipe, solder and babbit metals, type metals and shot. Along with the display of metals is a sample of wiped joints artistically arranged and made by Arthur Spratt, of Campbell Cross, Ont. Altogether this exhibit is easily one of the finest on the grounds, and one that certainly does credit to The Jas. Robertson Co.



Canadian National Exhibition—Exhibit of James Robertson Company.



Canadian National Exhibition—Exhibit of James Robertson Company.

Metal Ceilings and Sidewalls.

Several particularly interesting lines for hardware dealers were shown in the exhibit of the Metal Shingle & Siding Co., Preston, Ont., who are well known for their artistic and durable metal goods for fireproofing buildings, which are fully described in their Catalogue No. 15. It is a well known fact that metal roofs are a protection against both lightning and sparks from engines, etc., allowing lower insurance rates and being, besides, water proof and cleanly. When galvanized, fifty years is considered the average life of metal shingles. Metal sidings, windows and door trimmings can be used to advantage on cheap and medium priced buildings, mills and factories and in rebuilding old structures, while metal cornices are in general use on all classes of buildings, however, was the display of Myers hay tools, litter carriers and stanchions for holding cattle. The stanchions are cheap to install and save labor and feed, consequently increasing the farmer's profits. Water bowls are attached to the stanchion fixtures. Several Goschen water tanks for cisterns, storage or stock watering. Boss water purifiers and pumps, hog troughs, etc., were also shown, together with a section of herringbone expanded steel lath for use in place of the old time wooden lathing. These lines naturally sell along with metal siding and shingles and the dealer who acts as agent for the latter generally finds it of advantage to sell some of the other lines from stock or from Catalogue No. 16, a comprehensive booklet which illustrates and describes the different articles referred to.



Canadian National Exhibition—Metal Shingle & Siding Company's Exhibit.

both in the city and in the rural districts. In these lines and in embossed metal coverings for ceilings and walls for schools, churches, stores, etc., many hardware merchants have developed a large trade and found it a very profitable side line to carry. The safe-lock principle of this company's shingles, interlocking on all four sides as they do, make them unequalled on the market.

The exhibit in the new Process Building was covered over with corrugated roofing and safe-lock shingles, while samples of different styles of ceiling, centrepiece designs, side walls, cove cornices, etc., were displayed on the wall in the background. Metal imitations of dressed and rock face stone and brick were also shown.

An important feature of the exhibit,

The modern farmer is availing himself of every labor-saving device in these days when help is so scarce. Consequently, the sale of litter carriers, cow stanchions and stock watering devices are growing more easy every day. The patent steel U bar stanchions are much better for tying cattle than chains or ropes, allowing perfect liberty of action and doing away with the necessity of filth-collecting stall partitions. Used in connection with galvanized water bowls, supplied with water from a tank connected with a regulating float valve, and backed up with a litter carrier for bringing the feed from the outside, the labor of feeding cattle is reduced to a minimum.

The Beath litter carrier, sold by the Metal Shingle & Siding Co., is worthy of special mention, it being sold under a positive guarantee that it is far superior to any competitor for the following reasons: First, it is the only carrier having a perfect swivelling track wheel enabling the carrier to round any curve without friction, and which cannot possibly leave the track; second, it is the only carrier constructed with a changeable gear and extension crank for lifting load from floor when box is filled, which in a moment can be adjusted for the use of a ten-year-old boy or a strong man; third, it is the only carrier fitted with loose handle without springs, and brake for lowering the box to be filled. The descent of the box is controlled entirely by the brake, the handle remaining stationary; fourth, it is the only carrier with unbreakable malleable frame and rust proof galvanized box; fifth, it is the only carrier which can be kept clean when in operation. The handle and gearing are separate from the box and the dumping arrangement fitted to the ends of the tub, where they will not be covered with manure and clog and freeze, which is frequently the case with other carriers. This feature of cleanliness is very much appreciated by operators; sixth, it is the only carrier running over track and switches of simple construction, which will not get out of order, are easily erected and will not cover with ice and snow out of doors and interfere with operations; seventh, it is the only carrier with track wheels protected so they cannot get broken; eighth, it is the only carrier having track wheels fitted with case hardened roller bearings.

Standard Silver's Splendid Show.

The beautiful reception room erected by the Standard Silver Co., Toronto, in the centre of the Manufacturers' Building was found by visitors to be a very convenient meeting place, many hardware customers of the company examining the articles on exhibit closely to gather ideas for their trade during the coming holiday season.

One of the display windows was given over largely to competition cups and trophies for sporting events, the centrepiece being the magnificent trophy offered for the Toronto-Hamilton relay race, manufactured by the Standard Co. In the other window were samples of flat and hollow ware taken from the regular line produced in the Standard works. These won much praise from customers who were looking for the newest things for the Christmas trade. Two interesting articles shown in the window were the smallest engine in the world and the smallest watch in the world, the latter being about the circumference of a ten-cent piece.

In the reception room a beautiful silver cabinet, worth about $400, was shown, it containing a tea set, waiter and a dozen of everything in flatware including all the fancy pieces.

To aid in the sale of Standard silverware the company supplies illustrated booklets containing the customer's name and also a copy of the comprehensive guarantee under which all the Standard products are sold These are very helpful in developing holiday trade by distributing them among probable customers before the buying season arrives. Dealers can secure copies and additional information on request.



Canadian National Exhibition—Standard Silver Company's Exhibit.

Success Manure Spreaders.

What was probably the best farm implement display in the implement section of the Process Building was that of ensilage cutters, plows and manure spreaders made by the Paris Plow Company, Paris, Ont. The "Success" manure spreader, which was one of the chief features of the exhibit, has had a large sale amongst hardware dealers, who sell special lines to farmers, the company making a specialty of pushing it through the hardware trade.

A few reasons why the "Success" has the largest sale are as follows: Lightest draft—direct chain drive makes draft 25 per cent. less. Drive chain is very heavy steel pinned and not a link has ever broken. Beater freeing device insures easy and safe start and dispenses with the cumbersome end board. Rear axle is larger than all others and one-third stronger. Gear and sprocket keyed on axle at either end and machine drives from both ends. Adjustable spring rake makes manure fine or coarse as desired.



Canadian National Exhibition—The Paris Plow Company's Exhibit.

Economy Furnaces and Heaters.

The exhibit of the Pease Foundry Company was undoubtedly the largest and most comprehensive furnace display in the building. It creditably reflected the spirit of that enterprising firm. The effective arrangement of their warm air furnaces and hot water and steam boilers elicited the most favorable comment.

In the foreground, the Economy Hot Water and Steam Boilers were cleverly displayed, being arranged in sizes, from the small yet effective Junior Boiler, capable of thoroughly warming and ventilating schools, churches and other large buildings.

Economy boiler nipple connection is different from all others.

Economy Heaters are made in twelve sizes for use in residences, and ranges from 275 to 2,700 feet of hot water radiation. It has many special features contained in no other boiler on the market. Its oscillating grate actually sifts its own ashes, while the grate can easily be turned on edge to have the fire-pot cleaned. Another important point is that the top surface of the grate can be got at with a poker. The fire-pot is unusually fitted with corrugated sides and dome. This construction gives double the direct fire surface of that of any

burning wood, hard or soft coal, a feature of the latter being that no gases can gather around the doors.

The "Economy" with its many splendid features and the "Victor," a small priced, yet high-class furnace, capable of holding its own with the ordinary furnace on the market, were the source of much praise-worthy comment from interested parties.

At one end their fine Wood Furnace was shown. A tasty arrangement of radiators by its side put the finishing touches to a splendid exhibit. The business transacted during the fortnight of the Fair exceeded the firm's most san-



Canadian National Exhibition—Exhibit of the Pease Foundry Company.

The Pease Economy Boiler received much attention, and visitors seemed delighted with it. It is the boiler that will always stay tight (having no rubber gasket joints) and will circulate freely while the old-fashioned kind is getting ready. It is also claimed for this boiler that it will run forty-eight hours without any attention, and will burn all the coal and leave not an ash to sift.

The Economy boiler was the first on the market with nipple-connected sections. Of course there is a difference in nipples and nipple connections and the previous one. Another feature is the centre nipple connection which permits a free flow of water through the heater without passing over surface exposed to air. There are also many other important details in the "Economy" which are worthy of consideration.

In the background their peerless line of warm air furnaces was shown to good advantage.

Two furnaces which attracted considerable attention were the "Economy" combination for both hot water and steam, and the new style of "Economy"

guine expectations, reflecting the enormous strides the business has taken in the past few years.

The radiators shown by the Pease Company were real ornaments, the ornamentation and bronzing being especially good. Those representing the company were kept busy throughout the fair meeting the company's customers, and forming new friends among dealers from distant parts, with many of whom a connection was established when the merits of the Economy furnaces were made known.

James Morrison Brass Display.

Probably the most beautiful display in the entire exhibition was that of the James Morrison Brass Mfg. Co., Toronto. This company have long been recognized as the great brass goods house of Canada; but of late years they have made great strides in the manufacture of artistic gas and electric fixtures so that their display included many fixtures which for beauty in design and workmanship compare to advantage with the finest imported lines. This is also true of their altar rails and brass lecterns.

A feature of this exhibit was their comprehensive display of locomotive, engineers, steamfitters, and plumbers' brass good, while their exhibit of ship chandlery was of much interest to many. Two of the important lines with this firm were their Hancock inspirators and their J.M.T. locomotive injectors.

The trade present were very much interested in their display of enamelware and plumber supplies. The lavatories receiving special attention, as also did their enameled baths with nickel plated fittings and porcelain handles.

A close examination of the exhibit shows that the company continues to manufacture practically everything in brass and what it makes, it makes well.



Canadian National Exhibition—Exhibit of the James Morrison Brass Mfg. Company.

The "Souvenir" Line.

The Gurney-Tilden Company deserve credit for the taste displayed in the fixtures surrounding their exhibit. A massive facade with heavy timber columns and wide cornices gave the whole an appearance of solidity and permanence, which with its soft, brown, weathered finish, was one of the show-places of the stove building.

The structure was built with a view to being permanently occupied by the company at future exhibitions. The idea of having the same stand for a number of years is a good one, as people associate the place of meeting a firm with the exhibit itself. Gurney-Tilden Company's stand being on a corner was easily seen from a good distance away, and was made the objective point upon entering the building by large numbers of dealers and others interested in stoves and ranges.

From year to year there is some slight improvement made in all stoves, and the Gurney-Tilden people seem to have them all if there be any merit in them, until now each stove and range is as nearly automatic as possible, and so simple and easy of management that a a woman does not need to "serve an apprenticeship" in order to get results.

The Souvenir is the only range in Canada having a thoroughly aerated oven. The air being constantly changed in the oven produces wholesome cooked food with less fuel than with the old style air-tight or supposed ventilated oven. This feature is carried through the entire Souvenir line.

The Souvenir range line comprises a full line of cast iron ranges known to the trade as the Domestic and Champion Souvenir ranges, and in the steel line as the Royal Souvenir Steel Range. All these lines are fitted with the celebrated aerated oven and grates which are drawn out without removing a bolt, interlocked lined centres and patent rolling dampers.

The Souvenir base burner is a marvel in stove construction, besides being an extremely handsome heater in appearance. It has many practical points which puts it far in advance of anything in its class, such as draw out fire pots, feed cylinders and grates, all these parts being removable without the aid of a mechanic or having to chisel out bolts.

They also had a complete line of New Idea furnaces, in all styles capable of warming almost any class of building. A few of the points which place this line of furnaces in the front rank are fire pots being cast in one piece with heavy wings or flanges cast along the sides, giving the fire pot the radiating power of two ordinary ones and making it almost indestructable. They are also fitted with the celebrated New Idea draw-out grates. The heating surfaces are large and the furnace being low down can be used in almost any cellar. It also has the only grate on a warm air furnace in Canada that will take the ashes away from the fire pot without disturbing the centre.

Unfortunately through an oversight on the part of the engravers, the cut for this fine exhibit was not made in time for this week's issue.



Canadian National Exhibition—Exhibit of the James Morrison Brass Mfg. Company.

E. W. Gillett Co.

There was no dearth of artistic exhibits in the Manufacturers' Building, and a booth which comes under that heading alone failed in the purpose for which it was intended. More preferable would be a display designed entirely from a practical standpoint, and devoid of all features pleasing to the eye of the general public. It would at least have a certain distinction that would catch the attention of interested parties. The aspiration of every exhibitor who has studied the matter is to combine these artistic and concrete qualities. E. W. Gillett Company have come very near to attaining the point of perfection in this respect, with the result that their showing ranks high among the best in the building.

The accompanying illustration gives a much clearer idea of the arrangement than could possibly be written. There is no superfluous decoration—everything is an advertisement for Gillett's Lye, Magic Baking Powder, etc, made doubly effective by being well displayed, and the booth brilliantly illuminated.

A point strongly emphasized is the substitution of a red for a blue label on Magic Baking Powder. This is an important change, and the fact that it is being made is impressed upon visitors to the exhibition in many ways. The alternate rows of red and blue packages will be noticed on every hand in the booth. A large card bearing the words "Notice the change of label" calls attention to the dusky magician who presides at a table in the centre of the floor and has proved a big drawing card. He lifts a silk cap and exhibits a package of Magic Baking Powder bearing a blue label. The cap is lowered again, the magician waves his wand, and, presto! when he again removes the cap the red package appears. For a while, until the public become familiar with the change, Magic Baking Powder will be sent out in red-labelled cans, with a blue label wrapped around it, with a notification that the goods will hereafter be known by the red label.

The following is a complete list of E. W. Gillett Company's lines: Gillett's Perfumed Lye, Gillett's Washing Crystal, Gillett's Cream Tartar, Gillett's Caustic Soda, Royal Yeast Cakes, Magic Baking Soda, Magic Baking Powder, Imperial Baking Powder and Cream Yeast Cakes.

The Gillett factory building has a frontage of 80 feet by a depth of 300 feet, facing on three streets. On the fifth floor is located the baking powder room, with its large revolving mixer, taking a ton of material at a time, and also the paper box department, where in the neighborhood of 100,000 complete packages are turned out daily. On the fourth floor is the machinery for making Royal Yeast, including the machines, which each turn out 1,460 yeast cakes every minute. Drying rooms, with a capacity of over 15,000,000 yeast cakes, also take up part of the fourth floor. It has been calculated that at the lowest estimate possible each batch of yeast which the company turn out will make 2,600,000 loaves of bread, and from four to six batches are turned out per week the year round. A striking feature is the fine arrangement of every detail looking toward the careful and expeditious preparation of the goods.



Canadian National Exhibition—Exhibit of E. W. Gillett Co., Toronto.

For the Handling of Oil.

Standing out prominently in the list of those exhibits which in themselves were alone worth coming hundreds of miles to see, is the oil and gasoline storage system made by S. F. Bowser & Co., Inc., 530 Front street west, Toronto.

The growth of this firm has been remarkable. Established in 1885, they offer a tried and proved success. The merchant, manufacturer, automobilist, railroad official—in fact, any handler or user of all kinds of oils, benzine, gasoline or solution in large or small quantities, were quick to recognize and take advantage of the safe, economical, clean and profit-insuring method which the Bowser system alone affords. In these days of keen competition every device which reduces cost or fire risk, or conserves time, labor and material, is just so much gain and advantage in the battle for supremacy. So broadly adaptable are the Bowser equipments, so complete in detail and so simple and comprehensive in construction that they meet all conditions required. No money or care have been spared in making these outfits the very best that can be produced.

The demand for Bowser four-measure self-measuring outfits of a few gallons to thousands of gallons capacity has increased so rapidly and to such an extent that larger manufacturing facilities have become necessary and a large new two-storey building, 60x180 feet, is being erected at 66-68 Fraser avenue, two squares west of the King street subway, to be ready for occupancy by October 15.

Hardware and Metal spent an interesting and instructive hour at Bowser & Co.'s display in the Process Building and gained much information from the members of the Canadian organization who were in constant attendance upon the thousands of interested callers. He met the manager, W. R. Hance, and the following salesmen, all of whom are well and favorably known in their respective territories: J. B. Bate, A. E. Moffatt, J. E. Hale, Levi Swartz, C. S. Hetrick, and S. W. Paisley, of Ontario. The representatives who were not present are: Thos. Cragg, of Manitoba and the western provinces, Napoleon Rosconi, of Quebec, and Wm. Robertson and J. H. W. Strubbe, of the Maritime Provinces.

In the handling of coal oil, gasoline, varnishes, glycerine, castor oil, lubricating an dpaints oils, etc., in grocery, drug, general and hardware stores, the liquid is discharged by gallons, half gallons, quarts or pints directly into the customer's can from the tank located on the first floor, or in the cellar, or buried outside in the ground. In garages, public and private the gasoline may be brought directly into the reservoir of the machine ,and in shops, mills, factories, railroad roundhouses, etc., by adjustable measures, accurate quantities, according to size of oiler or other vessel to be filled, may be drawn in minimum time, at minimum labor and with maximum safety, in all cases keeping the gases in and dirt and grit out; preventing all loss by waste so common to the ordinary method through evaporation, overflow, over-measure, spilling, dripping, etc.

A view of the Bowser exhibit is shown below. Among late installations may be mentioned Marks, Clavet, Dobie, Port Arthur, Ont.; the Dominion Automobile Co., Montreal, Toronto, and Winnipeg; Singer Sewing Machine Co., St. John, Que.; Parke-Davis (Drug) Co., Walkerville, Ont., and London, Eng.; Canadian Furniture Co., Waterloo; Canadian Rubber Co., Montreal. Nearly one-third of a million outfits are in use throughout the world, Mr. Hance told the reporter, and the wonderful part of it all is that such heavy fluids as varnish, paint oils, lard oil and rubber cement, by means of specially designed combination suction and force pumps may be drawn any distance and to any height, and thus distributed for use as needed as readily and easily as the lightest fluids made. And better still by absolutely preventing every drop of waste of whatever kind and doing away with open, sloppy measures and oil-soaked floors, as many gallons are sold or used, as bought, and thus all the profits are secured.

In a word, these outfits pay for themselves over and over during their lifetime. Many in use fifteen to twenty years are still giving satisfactory service. They have the unqualified approval and endorsement of fire boards, underwriters and insurance companies. Indeed, Bowser outfits possess the peculiar quality and design that comes within the most rigid specifications.



Canadian National Exhibition—Exhibit of the S. F. Bowser Co.



Canadian National Exhibition—Exhibit of the Canada Metal Company.

Good Cheer Heating Goods.

The James Stewart Mfg. Co., Woodstock and Winnipeg, exhibited for the first time this year, their display in the Stove Building, while small, being very attractively arranged, gaily colored bunting being artistically attached to the supports, the booth being made to resemble a home-like tent by the addition of a roof of red, white and blue canvas. A few flags helped to add color to the arrangement. The important feature, however, was the Good Cheer line of stoves, ranges and furnaces.

The "Garnet Good Cheer" attracted a great deal of attention. It is semi-plain yet very handsome, with wide removable nickel bands and smooth castings. Its commodious square oven, large fire-place for coal or wood, with pouch feed and cast linings, grates removable without disturbing linings or waterfront, and neat steel closet, are all features which will help to make the "Garnet Good Cheer" one of the best sellers on the market this year. It has just enough ornamentation to give it the most artistic appearance of any range on the market.

The "Kitchen Queen" range and "Uneeda Good Cheer" steel range, the latter made with a hearth and a front door, four and six holes, also won admiration and sustained the good reputation they have already won.

The "Good Cheer" art base burner is now made in two sizes, Nos. 44 and 55. The latter is the latest, its surface plating being very beautiful and easily cleaned, and the rails are particularly neat. The fire-pot is 14 inches in diameter and is removable through the side door opening without the use of a screwdriver. The "Good Cheer Art" is supplied with the latest style of duplex shaking and dumping grate. A large ash pan is provided, and every stove is a double heater.

The Canada Metal Co.

The Canada Metal Co., Toronto, manufacturers of babbit metal and lead pipe, made an extensive display of lead traps and bends. This is now one of their leading lines. They are prepared to supply the trade with any size or shape in traps and bends required.

The exhibit also takes in the various sizes of lead pipe made by the company, who carry a very large range of pipe, same being from 1-16 of an inch to 8 inches in diameter. Their Imperial genuine babbit metal is creating a great deal of interest. This is the highest grade babbit metal made. It is in use on large steam engines, dynamos and high-duty machinery. This metal the company guarantees to give satisfaction. They are also showing in connection with this babbit, other alloys that are giving satisfaction wherever placed.

There are also to be seen plumbers' wiping solder, all grades and shapes; bar lead, block lead, bar tin, battery zinc, fuse wire and all newspaper metals, pig lead and ingot copper.

The general manager, Mr. W. G. Harris, has tried to show the trade through their exhibit, most all goods manufactured by the company, and the exhibit, as can be seen by the illustration, is a very creditable one.



Canadian National Exhibition—Exhibit of James Stewart Manufacturing Company.

James Langmuir Colors Exhibit.

It was next to impossible for any one passing through the Transportation Building to fail to notice the exhibit of the now well known firm of James Langmuir & Co., Toronto. Located in the same place as last year—that is, in the eastern balcony—the brilliancy and tone of everything about their exhibit at once caught the eye and induced a closer investigation. "Paints for decorators," as a trade term adopted by this firm, appealed to the decorators and painters with considerable vigor. It is the "meant for me" idea that goes home to the heart, and not only were the firm's representatives kept more than busy in greeting old friends and customers, but new faces were constantly making an appearance and wearing that peculiar expression which seems to say, "I've heard of you often, and want to know you." The reason is obvious, for James Langmuir & Co. are offering to the painters and decorators of Canada a line of colors in oil and japan that are simply unexcelled for strength, richness of tone, purity, and fineness of grinding, and, as one decorator remarked, "Anyone using the Langmuir colors once will never again use any other. They are from three to seven times stronger in tinting power than anything I have ever used. I can get clean, pure tones with them, which I cannot always do with other makes, and their covering capacity exceeds anything in the market." There is the story. It is the clean, pure tone of the finished work that takes the eye, pleases the decorator, and holds the customer. No wonder, then, that one decorator tells another, and passes the word on to a third. The Langmuir colors are all that can be desired. Nor is verbal endorsement necessary, for the line of colors shown in their exhibit tells a story of its own, and holds the attention of every passer-by. The exhibit of colors includes all those rich, deep shades that are so dear to the heart of the maker of high grade coaches, as well as the rich striping and gear colors for all classes of wagons and carriages.

No handsomer contrast could have been produced than the one obtained by this firm in placing their color panels in a setting of pure white. This is their celebrated "Homolite" high gloss white enamel, which, even to the casual observer, contains elements which are seldom found in white enamels. It glistens, it has no yellowish or bluish cast, but is just white, and that is what one wants in a white enamel. The chair and table in this exhibit are finished in vermilion, and for this particular color James Langmuir & Co. have adopted the name of P. & D. Vermilion, the initials standing for "permanent and durable," because this brand of vermilion has the rare property of being both permanent and durable, and capable of resisting the action of light. One decorator said: "This vermilion of Langmuir's always makes me think of the rock of Gibraltar."

No visitor to Windsor Castle expects to receive a descriptive history of the King, for such a thing would be absurd. So, in the exhibit of James Langmuir & Co. it is equally absurd to go into a lengthy description of the Blackwell varnishes made by this firm. These varnishes have been so long and favorably known to the entire trade and to all who use varnish in any form that the exacting and fastidious finisher knows that he is unable to obtain as high a finish to his work with any other than the Blackwell varnish.

Nor must a word of praise be omitted for the display of shingle stains shown, the like of which has never before been seen. "If you do a thing at all, do it well" is a motto which might well be adopted by this firm, for it is emphasized in every line of goods they put on the market. Their shingle stains are no exception. Trial has proven them to be light and weather-proof. A glance shows them to be everything which could be desired in color and richness. Even alongside of the Homolite enamel, Blackwell varnishes and Langmuir colors, they stand forth as a prince among princes. Builders, architects and contractors are constantly stopping to admire the shingle stain samples, and the comment heard among the visitors was, "This is what we have been looking for."

James Langmuir & Co. deserve a large amount of praise for the high standard which they have established and which has placed them on the highest plane of high grade manufacturers. Expressions of congratulation were frequently heard as to the beauty of the entire exhibit, while each visitor took delight in praising the particular line in which he was interested, whether as a decorator, piano or furniture finisher, carriage maker, builder or architect. The office and works of the company are at 1340-1346 Bathurst street, Toronto.



Canadian National Exhibition—Exhibit of James Langmuir & Co.

RETURNED
SEP 10 1908
To Dunn
in Books &
Page 79

"Perfect Idea" Ranges.

The Guelph Stove Co. has a very handsome exhibit showing their handsome lines of stoves, ranges, heaters and furnaces. Last year they introduced their "Perfect Idea," a range which has had an immense success as a highclass article. It is made in five different styles and two sizes, the principal feature being the large oven, deep fireplace with duplex grate, (which is removable without the expense and trouble of removing linings in order to replace with new one should an accident occur); nickle parts can be removed in a moment thus allowing the busy housewife to keep an elegantly polished stove without destroying the appearance; draft dampers on outside an entirely new feature in ranges; all bolts and nuts removed from contact with fire, thus giving the stove a longer life. A very ingenious gas attachment can be fitted to any "Perfect Idea" range, doing away with an extra gas stove. The company have the exclusive rights of this convenience.

The "Select Idea" is a range which has been recently introduced, being handsome in design, medium in price and possesses all the features of a first-class range. This range should be inspected by dealers. It is made in every style with 18 to 20 inch ovens.

The "Grand Idea" is a high-class base burner, beautiful in design, has removable nickel and large fire pot, which can be easily removed from front door. It takes the sold air from bottom of stove, thus giving a greater volume of heat for heating other rooms. They also show a beautiful line of oaks with duplex or cone grates, handsomely nickeled, with screw dampers, making it thoroughly air-tight. A line of "New Idea" hot blasts and "Quebec Idea" heaters were also shown in four sizes.



Canadian National Exhibition—Exhibit of Guelph Stove Co., Guelph.

Furnacemen should look into the good qualities of the Kelly furnace as it possesses features which will ensure them perfect satisfaction with their customers. It is simple, economical and durable and has direct draft damper, which gives full control of fire, and automatic gas damper, which completely prevents danger of explosion. It is dustproof, and has large oak double feed doors, which permits the use of large chunks of fuel. T. G. Watson, Western Ontario representative of the company, was in charge of the exhibit.

Aluminum Ware.

In the Manufacturers' Building the Canadian Aluminum Works, Chambly Canton, Quebec, had an exhibit which attracted considerable attention from hardware merchants, many of whom have carried stocks of the company's goods. The great variety of articles shown was a surprise to many as while the company makes a specialty of cooking utensils for hotels and private homes, the exhibit of sign letters, electric lighting fixtures and shades, trays, dishes, bathroom fixtures, hooks, etc.. was full and complete.

In addition to the well-known advantage of lightness in weight of aluminum goods an additional advantage is that in cooking utensils the metal is both tasteless and odorless.

Hardware dealers who have a trade in camping outfits and house furnishings can hardly afford to do without a stock of this most modern and serviceable line of goods and should, therefore, write the company at the address given above without delay.



RETURNED
SEP 10 1906

Canadian National Exhibition—Exhibit of Canadian Aluminum Co., Chambly, Que.

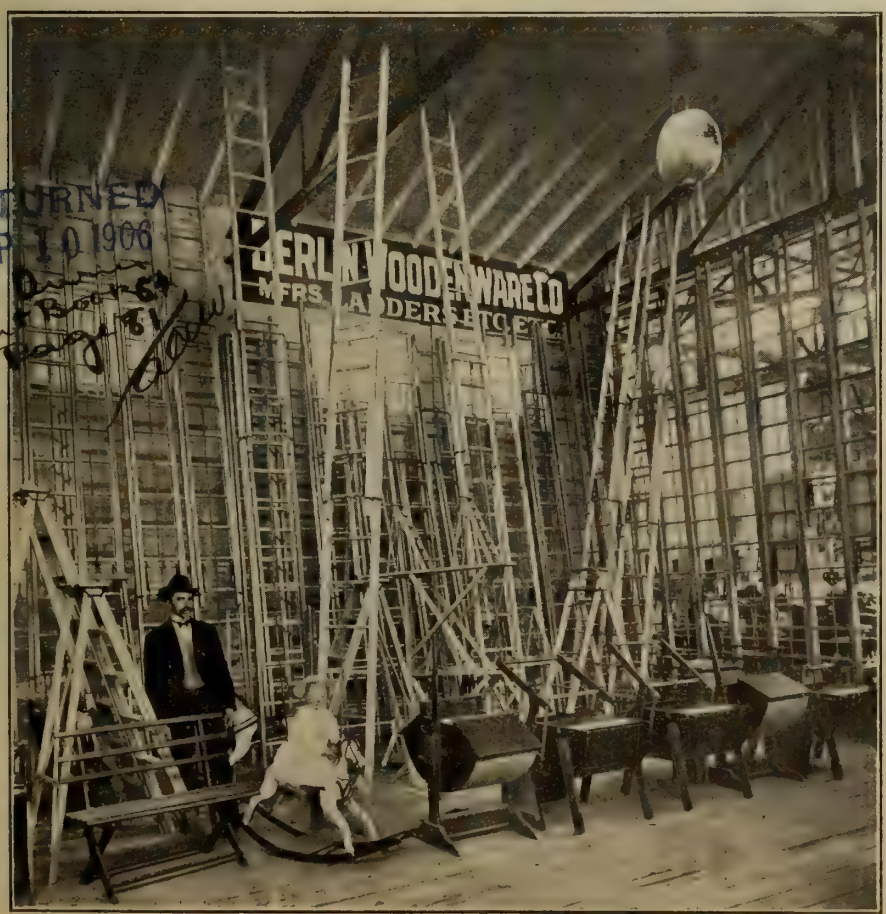
Majestic Polishes.

Among the exhibits at the Fair that brought a personal interest to all who saw it, that of the Majestic Polishes, Limited, Toronto, was up with the leaders. Polishing up metal and burnished surfaces ordinarily suggests the application of elbow grease, the contemplation of which often left the cleaning up until corrosion and time put the articles to be cleaned without the pole of such work.

Polishes have been brought out from time to time that eliminated to a great extent this hard labor, but which either ate into the metal or scratched the surface so that soon the brightness was altogether gone. It was to do away with these injurious elements and yet get a quick shinning polish that the Majestic brands were first made. In the liquid metal polish only the highest quality of refined oils are used, free from all acid and grit, and which can be used with perfect safety on the most delicate gold and silver. The Majestic bar polish is made for cleaning and polishing copper, brass, nickel, zinc, bar fixtures and household articles. A feature of this and all the Majestic polishes, is that not only is a lasting lustre obtained, but all stains and oxide are removed, and the metal left less susceptible to atmospheric conditions. The company's paste metal polishes are made in three colors—white, red and black—of the same high grade ingredients as the liquid polish. As many housewives are prejudiced against a liquid polish for their silver, the Majestic people have got out a silver polishing powder, which is a dry polish highly recommended as giving a lasting brilliancy to the article cleansed. The Majestic furniture polish is another line, made expressly for high grade polished wood surfaces, and there is no case where a good polish is more desirable. Nearly everyone has some idea how to go about polishing metals, but few amateurs have been successful in restoring the lustre to a highly-polished piano or other article of furniture. There is usually a hesitancy in tackling a piano, and well there might be, for it is too expensive an article to experiment upon, as many have found out by experience. For this class of work, however, the Majestic furniture polish has been proven to be a complete success.



Canadian National Exhibition—Majestic Polishes Exhibit.



Canadian National Exhibition—Exhibit of Berlin Woodenware Co.

Berlin Woodenware Co.

This company's exhibit was situated about the centre of the Process Building, they showing to the trade and others interested, their celebrated double-truss, high carbon steel wire extension and other ladders.

A particular feature of these ladders is the steel wire on each rail. This wire is attached to prevent side swaying, and materially strengthens the ladder. Norway and Georgia pine is used altogether and all attachments are of steel.

The trade should not fail to get this company's catalogue, as a good margin of profit is allowed and the goods are of such good quality that they will easily sell. Their ladders are specially adapted for fruit pickers and painters, and should be in good demand.

Mr. D. B. Betzner, the manager, who was in charge of the exhibit, is one of the first extension ladder makers in Ontario.

Besides the ladders this company is showing their Vollmar perfect working machine. Hammond support, the Whirlpool washer, step ladders, lawn settees, and clothes reel, which, like their ladders, are made of the best materials obtainable.

The Empire Heating Line.

The Canadian Heating & Ventilating Co. are known to the trade as manufacturers of Empire stoves, ranges and furnaces. Their exhibt of these lines in the Stove Building have attracted a great deal of notice during the fair, and it has kept Mr. Robt. G. Christie, the firm's representative, busy showing inquirers the good points of their stoves and ranges.

Their leading range, "The Empire Queen," is meeting with great success and is now handled by dealers from the Atlantic to the Pacific. It is the first plain range introduced in Canada with smooth castings, making it easy to keep clean, and elegant nickel trimmings. It has perfectly proportioned fire box, large oven, spinal flue construction.

The Empire steel range is made with 18 and 20 inch oven, with or without closet.

"Empire King" furnace shown by this firm, is attracting special attention along with a full line of base burners and oak heaters.

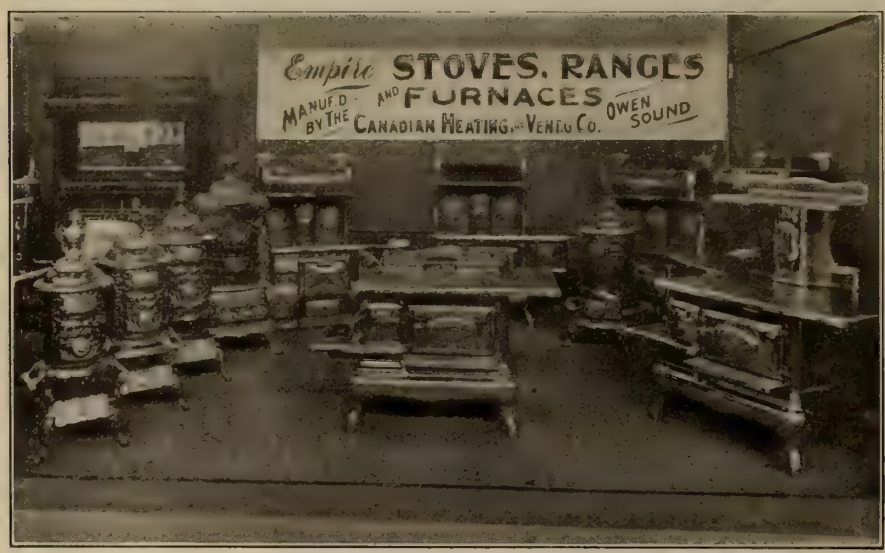
its own in price and quality with any of the imported mantles. Altogether it was a very creditable exhibit, and should prove very beneficial to the company.

The Gurney Foundry Co.

The white enamelled ranges with the polished brass and copper trimmings, shown by the Gurney Foundry Company was something new in display work. A black background made the outlines stand out boldly, and formed a contrast that was exceptionally striking. These ranges added greatly to the spectacular part of the Gurney exhibit, but did not by any means outdo the practical points that were brought out by their fine display of ranges and heaters.

Luxfer Prism Co.

The exhibit of the Luxfer Prism Co. in the new process building was one of the most artistic displays on the grounds, and attracted a great deal of attention. One feature was the memorial window, the subject of which was "The Easter Morn." A good many connoisseurs in this line complimented



Canadian National Exhibition—Exhibit of Canadian Heating and Ventilating Co.

As will be seen by the illustration, this exhibit is a very creditable one and we are safe in saying it will prove a profitable one for the "Empire" line.

International Gas Appliance Co.

A very fine display of International lights, Beaver gas mantles and fixtures were to be seen at the exhibit of The International Gas Appliance Co., of Toronto, in the manufacturers' building. W. M. Campbell, the manager, who just returned from Germany, brought with him some of the finest gas globes and fixtures ever shown in this country, and these were on exhibition, along with their regular line of beautiful and artistic globes. The "International" light, which has proved a leader with nearly every dealer in gas appliances created a great amount of interest, and should be the means of materially increasing the demand for this popular light. The Beaver Gas Mantles also came in for a good deal of notice. This mantle has already proved that it can easily hold the company on the artistic rendering of this subject. The company are also showing a very fine display of art glass for dwellings and all kinds of public buildings. The Luxfer Prism Department also received a great deal of attention and the number of inquiries indicate that the Luxfer Prism as a suppler of daylight for interiors is unsurpassed and indicate a great increase in business for the ensuing year.

Orlando Vickery.

The Rund instantaneous water heater was the interesting exhibit of Orlando Vickery, Toronto. The Rund system means hot water at all times, and an inexhaustible supply. There is no such thing in this system as an empty boiler. The tap can be kept open continuously and still the hot water comes. Mr. Vickery is the sole agent in Toronto for this new heater, and also for the porcelain and enamel baths of the Amherst Foundry Co., as well as many other plumbers' supplies.

Capewell Horsenail Co.

A show case of different makes and sizes of horseshoe nails ,made by the Capewell Horsenail Company, Toronto, was a very attractive exhibit. The "anything to give away" throng beseiged their stand continuously for the rings made from a nail which were given away in large numbers.

National Cash Register.

The National Cash Register Company had a showing of their registers which brought many merchants to seek them out. They had an pantomime going on between a little old clerk and a customer which was very funny. The figures were about fifteen inches high and went through many amusing antics.

Plymouth Cordage Co.

The Hobbs Hardware Company, London and Toronto, showed some fine lines of binder twine, ropes, lathyarn, etc., the manufacture of the Plymouth Cordage Company. The decoration of their booth was simple, but attractive. Light fabrics of white and gold alternated were used, which conveyed the idea of the sun's slanting rays.

Louden Machinery Co.

Louden's feed and litter carriers were interesting to all. With one of these carriers in a barn or stable the work is practically cut in two. Their cow stanchions brought to their exhibit a large number of cattlemen who gave the most favorable criticism of the Louden manufacturers. This company also make several lines of hardware specialties.

R. Chestnut & Sons.

R. Chestnut & Sons, Fredericton, N.B., had an exhibit of their canoes, by their Toronto agents, The Toronto Gas & Gasoline Engine Co. Their "sponson" canoes made many friends at the Fair. This is a new invention patented by Chestnut & Sons, which consists of air chambers running on both sides of the canoe from bow to stern, which make it impossible to capsize the canoe. For those who enjoy canoeing, yet fear the risk, the "sponson" canoe is just the thing.

Ontario Wind Engine & Pump Co.

The Ontario Wind Engine and Pump Company, Toronto, showed something particularly fine in pumps, gasoline engines and lawn swings. Their engines and pumps are already much in use and their new lawn swings met with wide favor. These swings hold four comfortably and have an easy gliding motion.

Canadian Rubber Co.

The Canadian Rubber Company, of Montreal and Toronto, in the Transportation Building, had an exhibit of horseshoe pads, tires, rubber covers, rugs, etc., that attracted many horsemen and carriage makers. Their Keystone tire for vehicles interested all who saw it, its shape and utility being readily appreciated.

Dunlop Tire Co.

The Dunlop Tire Company, Toronto, showed some of the newest ideas in horseshoe pads, bathtub mats and tires of all kinds. Their heavy tires for autos, motor wagons and larger vehicles were shown in the most approved styles.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 82.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Plumbers' Oakum—Has advanced to 3½ cents per pound.

Turpentine—Has gone up to 89 cents.

TORONTO.

Soil Pipe and Fittings—Discount increased to 65 and 10 per cent. for medium and heavy pipe and fittings, and 60 per cent. for light pipe and fittings.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 7, 1906.

Winter goods are moving strongly this week, and general business is very brisk. Large quantities of bread mixers, food choppers, cow ties and all other seasonable lines are going out right along. A heavy movement, too, is still being experienced in arms, ammunition and shot, and the aggregate of the season's business in these lines will be very large.

A scarcity of goods is very noticeable in many branches of the trade. It is difficult for the jobbers to get deliveries from many of the manufacturers, and as a result the retailers frequently find their orders short several items, when they arrive. In fact, one of the largest of the local wholesale houses reports that scarcely an order goes out which is completely filled.

A very satisfactory feature of the trade during the past Summer has been the practical freedom from price-cutting. A few lines, such as wire nails, have been slashed as usual, but on the whole prices have been maintained better than for years past.

AXES—A good steady business is being transacted. Prices remain as follows: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — Trade conditions are about the same. There is practically no price-cutting going on at present, and we still quote as follows: No. 3 $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Retailers are getting rid of good quantities, and repeat orders are coming in. Prices remain as follows: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES—A large turn-over is being experienced in this line. We give discount on cow ties as 40 per cent. off list.

STALL FIXTURES—Large quantities are being shipped daily. Discount generally quoted is 35 per cent. off list.

SLEIGHBELLS—Shipments of booked orders are beginning. We give prices: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50, pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—Sales are large, and there is a continual demand for this line. We still quote: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Fall business is on, and heavy shipments are being made. We quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—No change has occurred in general trade conditions. We are still quoting: Flat head, iron, 35 per cent.; flat head brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—But little relief from the scarcity recently reported has been felt as yet. Jobbers are short in their stock of many sizes. We give discounts as follows: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—The market is firm, and a good inquiry is reported. We still quote: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—We still quote $2.05 per keg base, f.o.b. Montreal.

CUT NAILS—A fair business is being transacted at $2.20 per keg base, f.o.b. Montreal.

HORSESHOES—With the approach of Winter and slippery roads, dealers are stocking up to meet the demand for horseshoes. We still quote as follows: P. B. new pattern, base price $3.50 per 100 lbs.; M. R. M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER — Business has shown no change during the past week, though a more active demand will no doubt develop in the course of a few weeks, so as to prepare for shipments before the closing of navigation.

CEMENT AND FIREBRICK—A good turn-over in cement is the result, largely, of small orders. Firebrick is slow. We quote: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars: Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Our prices are unchanged, and the recently advanced quotations are steadily maintained. We quote: 5-16 in., $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

AMMUNITION—Although retailers all over the country now have their stock in, it has been found inadequate in very many cases, and sorting orders are already coming to hand. We quote: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Sept. 6, 1906

A great many of the hardware travelers have been in during Exhibition and orders have necessarily been quieter, but were made up to a great extent by personal calls from customers who took advantage of the cheap rates and came to Toronto. There are no changes in price to record. Sorting orders constitute the principal business being done. Cutlery and table ware are being pushed just now, and business in these lines is reported good.

AXES AND HANDLES—Trade has picked up during the past few days.

CUTLERY AND SILVERWARE—An exceptionally good trade is reported.

SPORTING GOODS—Business continues good in most lines.

WASHING MACHINES—An ordinary business continues to be done.

CHAIN—We quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16

inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING — Our quotations are as follows: 2-inch mesh, 19 w.g., discount 50, 10 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE— We quote the following prices: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—The open market continues. We quote: $2.05 base.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7 1-2 off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7 1-2 off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS—Trade continues normal. General lines are selling well.

SLEIGHBELLS—Business is light.

FARM TOOLS—Forks are selling well and a good season has been experienced in all farm tools.

RIVETS AND BURRS—Tinned rivets are now quoted net extra 4c. per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Stocks are bare and supplies very hard to get. Demand is keen with prices very stiff. We quote 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

WOOL AND HIDES—Quotations are practically unchanged.

Hides, inspected, steers, No. 1		0 12½
" " " No. 2		0 11½
" " cows, No. 1		0 12½
" " " No. 2		0 11½
Country hides, flat, per lb, cured		0 11
Calf skins, No. 1, city		0 13
" " No. 1, country		0 12
Lamb skins and pelts		0 75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb	0 05	0 05½
Pulled wools, super, per lb		0 25
" " extra "		0 27
Wool, unwashed fleece	0 16	0 17
" washed fleece	0 26	0 27

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Sept. 7, 1906.

So far as price changes are concerned, there is nothing whatever to report this week. On the whole, the market is firmer, and nearly all ingot metals are higher in tone than was the case a week ago, but none of them has actually advanced in price. The demand for all lines is exceptionally brisk, a condition which should continue until the close of navigation.

Spelter has advanced slightly in the Old Country markets, and importers state that it is quite scarce. It would not be surprising to see higher prices here, for the tone of the market has greatly improved within the past week.

Coffee is much firmer, and is commanding better prices for future delivery. There has been no change, however, in stock quotations. Almost the same remarks would apply to antimony, tin and lead.

Pig iron is firm, and high figures are being obtained. Booking for Fall delivery has been very lively, and a scarcity of many grades has developed. Some kinds of iron cannot now be purchased for delivery before the close of navigation. Throughout the season, a scarcity of the cheaper grades has been felt and it is accentuated now. Some furnaces have sold their output for months ahead.

Higher prices on galvanized iron are momentarily expected. Already the American manufacturers have raised their quotations, and find a large demand at the new figures. Large quantities have been booked for forward delivery.

COPPER—The market is firmer and higher prices are looked for. Meanwhile, we quote: Ingot copper, 21c. to 21½c.; sheet copper, base sizes, 25c.

INGOT TIN—As is the case with copper, the market price is unchanged, but conditions are firmer. We still quote: 44c. to 44½c. per pound.

ZINC SPELTER—Prices in London have once more advanced, but Montreal prices remain. $6.75 to $7 per hundred pounds.

ANTIMONY—This metal is also firmer, but is quoted at unchanged prices. We still quote 27c. per pound.

PIG LEAD—Last week's advance has held firm, and our quotations remain: $4.50 to $4.60 per hundred pounds.

PIG IRON—Cheaper grades of iron are very scarce, and some of them cannot now be ordered for delivery before the close of navigation. Our prices are:

"Dom.," No. 1, $19.50 to $20.00 delivered Montreal
Usual difference in price for lower grades.

Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	delivered	Montrea
Carron No. 1	23.00	"	
" (special)	22.00	"	"
Summerlee No. 1	22.75	"	"
" No. 3 (soft)	21.75	"	"
Clarence No. 1	20.00	"	"
" No. 3	19.65	"	"
Cleveland No. 1	20.00	"	"

BOILER TUBES—We still quote: British and American tubes, 1¼ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Business is brisk at the following quotations: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's Best, 11c. to 11½c.

MERCHANT STEEL—The usual trade is being done. Our quotations are as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We still quote: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Ameriean manufacturers have advanced and a general rise in quotation is confidentially expected. Until such takes place, we continue to quote: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—We are quoting: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—A large business is being done. Quotations remain: 52's, $2.60; 60's $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—The market remains steady at the following prices: Cokes, base size, 1C 14 x 20, $4; charcoal, base size, 1C, 14 x 20, $4.25.

TERNE PLATES—We still quote $6.85

SHEET ZINC—This line has followed zinc spelter, in the Old Country, but no advances have yet occurred here. We still quote: $7.75 in casks; $8 in less than casks.

SHEET LEAD—Last week's advance still holds. We quote: 2½ lbs., 5¾c. by the roll; 3 lbs. and heavier, 5½c. by the roll; small quantities, 25c. per hundred pounds extra.

BAR IRON—We are still quoting $2.05 base, f.o.b. Montreal.

OLD MATERIAL—Dealers' prices are: Light copper, 14½c.; heavy red brass, 14½c.; yellow brass, 11½c.; light brass, 8c.; lead, 3¼c.; zinc, 4c.; machinery cast scrap, $15; wrought scrap, $13 to $14; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.: old rubbers, 7¾c. to 8c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Sept. 7, 1906

With practically all the travelers off the road during the past week business from the country has been slack, the shortage being made up, however, by an increase in orders placed by Exhibition visitors. Prices have remained stationary during the week although talk continues of advances in galvanized sheets being probable. Both ingots and sheets remain very firm in prices.

With the continued advances in the iron and steel market some consumers who have not yet covered for far off deliveries appear content to wait developments. The pressure for early deliveries is supporting fancy prices.

PIG IRON—The market is strong and Hamilton No. 1 has been advanced 50c. Supplies are short and buying fur future shipments brisk. We quote: Radnor at furnace, $33; Hamilton at furnaces, No. 1, $21.50; Londonderry, f.o.b. Toronto, No. 1, $22.50; Middleborough, $22.50 to $23.

BAR IRON—Stocks are light and demand lively. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Fluctuations in outside markets have left prices about as they were. Locally the dealers are asking from 42c. to 43c. per lb.

TIN PLATES—Trade is active with prices unchanged. We quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Buying is active owing to the shortage reported in primary markets. We quote: 16 to 20 gauge, $3.65 up.

BRASS—The market continues firm with no price changes. We quote: 23c. to 24c. per lb.

COPPER—Prices are firm and the tendency is upward. Our prices are: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—In response to the advances in foreign markets, $4.65 is now quoted for imported pig and $5 per 100 for bar lead.

ZINC SPELTER—Locally buying is active, but generally the markets are quiet. Prices remain unchanged. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — We quote: Plates, per 100 lbs., $2.35; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.45; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $20. Terms, 2 per cent. off.

ANTIMONY—Good business is being done in small lots. Prices are unchanged at 27c.

OLD MATERIAL — Dealers' buying prices are as follows: Heavy copper and wire, 15c. to 15½c. per lb.; light copper, 13½c. to 14c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $11; No. 2 wrought, $3 to $5; machinery cast scrap, $15; stove plate, $10; malleable and steel, $5; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

UNITED STATES METAL MARKETS

From the Iron Trade Review, Cleveland, Sept. 6, 1906.

While in most buying centres the shortage of pig iron for prompt shipment is not much relieved and extremely high prices are being paid by consumers caught short, conditions are gradually growing less tense and for forward delivery orders are being placed with greater deliberation. Even at that, however, the market is one of remarkable activity and in a number of quarters prices are noticeably higher. The pig iron production is slowly increasing, the new furnace of the Illinois Steel Co. at Joliet and one large southern producer have been blown in during the week. For the first quarter of 1907 southern iron has been selling at $14.75 to $15, though the latter figure is now the minimum. For northern No. 2 valley for first half delivery $15.50 is being secured and both Bessemer and basic are selling at near that figure, the former already being especially scarce.

The iron ore shipments during August were slightly in excess of 5,560,000 tons, thus falling below the record of July and making it certain that the season's movement will be considerably less than early estimates. Sellers continue to withhold prices for next year, though it is understood that practically the entire Bessemer supply as well as large tonnages of non-Bessemer ores are already under reservation. The car shortage, inevitable at this time of the year, is being felt to a greater extent than usual, interfering not only with ore and coke shipments, but with the delivery of finished products as well.

In finished lines new business was extremely heavy during August, and the usual midsummer lull was not felt. The American Bridge Co. alone booked about 50,000 tons during the month with prospects of heavier business during September. Plate mills are running behind on deliveries, particularly in the west, as the result of extremely heavy specifications. Sheet and tin plate orders are being booked for first quarter delivery with the shortage of steel curtailing operations of mills. There is heavy inquiry for bar iron, coming largely from car building interests.

Scrap continues to improve and is being used to a considerable extent by foundries which are unable to secure pig iron for quick delivery. Prices are generally advanced.

U.S. IRON AND METAL TRADES.

From the Iron Age, Sept. , 1906.

The excitement in the pig iron markets has quieted down somewhat, although the danger of a runaway market has not disappeared and is regarded in some quarters as imminent this fall, particularly in foundry iron. The action of one leading producer in the South in selling freely, for forward delivery at close to $15, Birmingham, for No. 2, has had a quieting effect. In a number of the principal distributing markets both the volume and the urgency of the inquiries for forward delivery are less pronounced, but there is some eagerness to cover immediate requirements. Gaps in deliveries on contracts at old prices have become somewhat frequent, and cause some high prices, which, however, are hardly a criterion of the market. At such spot prices foreign pig iron could be imported into such ports as Boston at a profit, but at the present range of values for forward delivery at home and abroad business is not practicable even at exposed points.

Steel makers view the rise in pig iron more complacently. Some of the largest interests have reached their full converting capacity anyhow, and with them it is a question of supplying the finishing mills with steel rather than of feeding the steel plants with pig iron.

There is some doubt as to whether we shall get down enough ore during the season for the requirements of the winter and early spring, and the coke supply, too, is causing uneasiness. In both cases the root of the evil lies in the shortage of labor, which is marked in nearly all the sections and in nearly all branches of the industries. Thus far the railroads have handled the transportation admirably, but here, too, the pressure of the enormous volume of business being done is beginning to find its reflection in hitches.

The price policy of the leading interests in finished iron and steel is again being put to the test. Premiums over official prices are beginning to crop up in bars, wire and sheets, and reports that advances are imminent are in circulation. While no assurances are given by the leaders, it is regarded as certain that a very conservative course will be pursued.

A good selling line in hot weather is bathroom fixtures. A window display of a shower over a bath ought to look catchy on a hot day.

LONDON METAL MARKETS.

PIG IRON— Cleveland warrants are quoted at 54s. 4 1-2d, and Glasgow standard warrants at 53s. 10d, making prices as compared with last week 9d higher for Cleveland warrants and 9d higher for standard warrants.

TIN—Spot tin opened firm at £184 7s. 6d, futures at £183 15s., and after sales of 280 tons of spot and 400 tons of futures closed strong at £185 for spot and £184 7s. 6d for futures, making price as compared with last week £2 15s. higher on spot and £1 12s. 6d higher on futures.

COPPER—Spot copper opened strong at £86 5s., futures £86 5s., and after sales of 400 tons of spot and 500 tons of futures, closed firm at £86 7s. 6d for spot, and £86 7s. 6d for futures, making price as compared with last week £1 12s. 6d higher on spot and £1 12s. 6d higher futures.

LEAD—The market closed at £17 17s. 6d making price as compared with last week 7s. 6d.

SPELTER—The market closed at £27 10s., making price as compared with last week 5s. higher.

New Brunswick Trade News

St. John, N.B., Sept. 3.

Business fairly good, with conditions generally satisfactory and free from striking features—that seems to be the verdict of most of the hardware people in this part of the world. Of course now, as at all times, it is possible to find merchants who will disagree with the opinion of the majority, but usually the view most generally supported is that which is nearest to being correct. The Fall trade has set in and though there is plenty of room for improvement the business done is reckoned as comparing very favorably with that of previous years.

Up at the Enterprise Foundry in Sackville the difficulty between men and employers still awaits adjustment. This trouble, which has already been spoken of in Hardware and Metal, has had the effect of causing some of the men to leave Sackville to take up work in foundries elsewhere. At last reports there seemed little prospect of an agreement being reached, but neither side has given much publicity to the affair. One story, which has not been denied, is to the effect that an attempt is to be made to make the Enterprise an "open" foundry.

The St. John exhibition is "the" attraction just now. Although it has not been long open it gives excellent promise of being an eminently successful fair. It may not be amiss to refer to some of the hardware exhibits in this column.

Emerson & Fisher have a splendid display of stoves and ranges. Those shown are the product of the Enterprise Foundry and all are good samples of the stove makers' art. The booth in which the stoves are shown is one decorated with red and is brightly lighted, the effect obtained being very pleasing. The most prominent of the ranges is the well known Monarch. Emerson & Fisher also show tiles, etc.

Philip Grannan, a north end dealer, heads his display with the Richmond range. The Richmond is shown off in Mr. Grannan's booth by a background of red, white and blue. Already the booth has been highly praised.

Then P. Campbell & Company, plumbers, etc., give prominence to the Scientific Acetylene Gas Generator. Samples of the generator are effectively displayed and the booth lighted by gas produced by one of the generators.

The McClary people, too, make a strong showing of their Pandora ranges. In some respects at least their booth is not excelled by any of the hardware and stove firms exhibiting.

London, Ontario, Trade News

The Ideal Concrete Co. has asked for an injunction against the London Concrete Co., both of this city, to prevent the latter concern making hollow concrete building block machines.

The Manufacturers' Committee of the City Council are considering an enquiry from the Ferresteel Co., of Cleveland, which wants to erect a branch factory here to manufacture warm air furnaces and furnace registers. They want to know London's railway facilities, and an approximate idea of property values, taxes, water rates and wages paid to machinists and molders.

Next week will see the Western Fair commanding the attention of many of London's hardware men and the exhibits of this and kindred trades are all in readiness for the big exhibition of Western Ontario.

A fire-proof building is being erected in this city, which, it is said, the owners will be safe in leaving uninsured. This is a 75x20 three story and basement building being erected by Green, Swift & Co., and which will be of cement and steel throughout. Of the latter there will be 160 tons and cement floors and stairs as well as walls will be put up. The Provincial Construction Co., of Toronto, have the contract and are to complete the work in eight weeks.

Nova Scotia Trade News.

Halifax, N.S., Sept. 5.

Trade continues good and in some lines business is quite brisk. Many of the firms are kept busy filling orders from outside points. There is great activity in mining all over the province and in consequence trade benefits. Some good sales of glass and roofing materials are reported. Axes, picks and shovels are selling freely, and there is a good demand for guns, powder, shot, and filled shells. There is no material change in the price list and collections continue good.

* * *

McLellan Bros., of Springhill, have been awarded the contract for the erection of a new building for the town. Their tender was $10,990. The tender includes plumbing and heating arrangements.

* * *

Rhodes, Curry & Co., of Amherst, have been awarded the contract for the erection of the new Royal Bank building at Amherst. The building will cost $60,-

Paroid Roofing Will Make Money for You

READ THIS:

Thousands of dealers all over Canada and the United States are making with Paroid one of their most profitable lines. If you are not selling Paroid it will pay you to get our proposition.

Why Paroid is the Best Ready Roofing Made

Paroid is the best quality of ready roofing made. Railroads, manufacturers and farmers all over Canada and the United States are using it in place of shingles, tin, iron and other kinds of roofings, because it lasts longer and costs less.

We make Paroid from start to finish —we make our felt—the most important part of the roofing, while other manufacturers buy their felt where they can get it cheapest. That's the principle reason why Paroid lasts longest. We could not stand back of Paroid if we did not make the felt.

Paroid is **soaked** and coated with a thicker, smoother, more pliable and durable coating than is on other ready roofings. Send for samples of Paroid and compare it with other kinds. You can see and feel the difference.

Paroid is applied with the **only** anti rust-proof cap made. It insures a tight roof. Other roofs often fail because the cap rusts out. Paroid will not crack and break in cold weather. It is adapted for all kinds of buildings and will outlast other ready roofings.

How We Help You

Our advertising plan has doubled the sales of our dealers this year. It helps to sell their other lines, too.

Send for our proposition and we will mail advertising matter and samples to every likely user of roofing in your town. It will not cost you a cent and can't help bringing you orders. We'll send you all the electrotypes and special things you can use. We'll write letters to prospective customers and send our salesman to help you land orders. Write, telegraph or telephone at our expense at any time.

The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

It won't cost you a cent to try out our proposition and we stand back of every roll of Paroid you sell.

Sign your name to a postal to-day and we'll send you full particulars and samples.

F. W. BIRD & SON

Makers

Factory and Office:

Hamilton, - Ontario

Established U.S.A., 1817.

000 and it will take a year to complete it.

* * *

The Nova Scotia Steel & Coal Company have opened up their quarry of limestone or dolomite on the McMillan property, at Red Islands.

* * *

It is reported that the King mine, at Brookfield, N.S., has been bonded to Boston capitalists and that work will be started soon. At the Mic Mac gold mine, the work of installing the machinery is still going on. It is stated that the improvements will cost $75,000. This mine when completed will have the greatest crushing capacity west of Halifax.

* * *

Arthur Austin, a young hardware merchant of this city, and Miss Ethel May Austin were married last week. They will spend their honeymoon in Boston and New York.

* * *

Two prominent English manufacturers are paying a brief visit to Halifax. They are Mr. Harold H. D. Anderson and Mr. Alfred Brooks, managing directors of the Associated Portland Cement Manufacturers (1900) Limited, of Dixon House, 72 Fenchurch street, London. They crossed the Atlantic on the Empress of Britain to Quebec and after visiting Montreal came on to Halifax. This is their first visit to Canada, and while it is largely for pleasure, they do not propose to lose sight of business opportunities. Concrete is now entering so largely into all kinds of construction work that the cement industry promises to assume large proportions, and Messrs Brooks and Anderson naturally look for large development along that line in this country. They are wide-awake business men and apparently much interested in Canada's progress. They will proceed as far west as San Francisco, where they hope to see the concrete building which withstood the earthquake and the fire.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.



HIS 25TH ANNIVERSARY.

J. P. Conklin on Tuesday last celebrated the 25th anniversary of the date of his connection with Sanderson, Pearcy & Co. The occasion was taken advantage of by Mr. Pearcy to present Mr. Conklin with a handsome pipe with an inscription engraved upon a gold band circling the stem. Twenty-five years unbroken connection speaks well for both Mr. Conklin and the firm.

SEASONABLE SUGGESTIONS.

The hardware merchant who conducts a tinshop has a big advantage over the dealer who merely sells shelf goods. Every side line helps.

Push fruit goods, apple parers, preserving kettles, etc. Make window displays and write advertisements with these lines as leaders.

Always keep copies of mail order catalogues ready to hand for reference when anyone quotes catalogue house prices to you.

Low priced alarm clocks sell well in hardware stores in the west. Eastern dealers might try this line if they haven't already done so.

The Fall hunting season will soon be here. Wouldn't it pay to get out a business card on the back of which is printed the game laws of your province.

Go through the stock on the top shelves and see if there is not some good material for a bargain sale. The chances are that you have some old mouse traps or some small pieces of tinware that will not sell in a hundred years in the ordinary course of business.

SASKATOON WATERWORKS.

Mr. Fry, of Moose Jaw, has the contract for installing the waterworks system at Saskatoon for $73,000.

The ratepayers of Preston, Ont., have carried by large majorities two by-laws for the installation of waterworks and a sewerage system, entailing an expenditure of fifty-seven thousand dollars and sixteen thousand dollars, respectively.

EXPORT BOUNTIES ON STEEL.

A recent article in the Birmingham (England) Daily Post, indicates how Germany has increased her export trade, by payment of export bounties by steel syndicates. Abstracts from the article follow :

The system of granting private bounties on steel for export, introduced into Germany nine years ago by the syndicates controlling the coal, iron and steel trades of that country, was suspended on July 1. They have exercised a powerful influence on the foreign trade of our Teutonic rivals, and have been largely instrumental in stimulating German competition with ourselves in the markets of the world. Industrial syndication is more complete and more effective in the coal, iron and steel trades of Germany than in any class of industries in any other country, not even excepting America. The production and distribution of practically every important article in Germany, from coal and pig iron to sewing machines and wire nails, is controlled by a syndicate, which directly governs more than nine-tenths of the steel now produced in Germany, and materially influences British trade also.

These syndicates are efficiently conducted. Experts visit all the works associated, reporting upon the situation, the productive capacity, and the proportionate capabilities of each works in relation to the total syndicated capacity of production. The country is divided into districts, and each district and each works is given its due share of orders, all orders being received and allocated by the central offices. Especial care is, of course, taken to allot to each firm such orders as it is best adapted to execute. Payments, as well as orders, are received and remitted through the central offices, and each firm is credited only with that portion assigned in the order allotments. Prices also are usually fixed by the central offices.

In 1897 the system of export bounties on steel was inaugurated by the syndicate in control in order to facilitate German trade in foreign markets; in short, to promote "dumping" abroad and increased production at home. The measure of success is shown in the increase of pig-iron production from less than 7,000,000 tons a year to nearly 11,000,000 tons, and German exports of iron and steel have in the same time (1897-1905) gone up from 1,060,000 tons a year to 3,350,600 tons, while imports have declined from over 500,000 tons a year to less than 400,000 tons. While Germany has thus increased exportation by more than 200 per cent., Great Britain has stood still. To-day, while these German rivals are working up to the extreme limits of the capacity of their furnaces and works, and are being compelled to reject many orders for export, we have in Great Britain 150 blast furnaces standing idle. The lines upon which these bounties have been manipulated are that the coal syndicate, the pig-iron syndicate, the steel syndicate, the half-finished goods union, and others controlling raw or partly manufactured materials have supplied their customers with coal, coke, iron and steel at cheaper rates when used in manufacturing for export, and, with the home market protected by import tariffs, this bounty policy could not react, to any great extent, to the detriment of home trade, while assisting export trade. While bounties assisted our German rivals in getting into our markets, and into other markets outside their own country, the tariffs were instrumental in reserving their home markets—the bounty system and the tariff system being complementary corollaries, since the establishment of which German trade, at home and abroad has advanced by leaps and bounds.

Rise and Fall of Bounties.

From time to time the export bounties have been increased or reduced in response to the fall or rise in home demands, the object being to maintain continuous running of the mills. Even as recently as last year the bounties have been represented by 36 cents per ton of coal and coke, by $1.10 per ton of pig iron, by $3.65 per ton of ingots, blooms, and billets of steel, and by $4.87 per ton of plates, bars and shapes, these amounts being the difference in price between materials used for goods for export and those needed for home markets. By these means chiefly sales abroad have been effected at prices below those charged at home, even below cost of production sometime. For instance, during the last six months of 1900 German wire manufacturers sold in Germany 22,000 tons at a profit of $286,350, while outside of Germany they sold 19,000 at a loss of $209,000. Under this bounty system, aided by tariffs in Germany and by free imports into Britain, German steel plates have been obtainable at $24.57 per ton when British makers could not accept less than $37.07, with results well known to our manufacturers and workmen.

The Peterborough Steel Rolling Co. have asked the Peterborough citizens to vote them a free site and tax exemption.

Brighten Up

The "Brighten Up" Campaign we are giving our agents this Fall is the best and most successful paint campaign ever planned for the dealer. It has built up profitable trade everywhere and brought new business that could not have been secured by the dealer alone. It has materially increased the paint trade of every agent who has taken advantage of it.

This is just an example of what we are constantly doing for our agents to help them secure bigger business. We co-operate with them and work with them to attain the fullest measure of success.

The Sherwin-Williams Products back up this advertising and make satisfaction assured. They are the best paints and varnishes that can be made, the standard of quality throughout the world.

Are you a *Sherwin-Williams Agent?*

Are you getting the benefits of our "Brighten Up" Campaign?

If not, write for our proposition.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

1681

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

PIG IRON

"CARRON"
Best Scotch Brand

"AYRESOME"
Best English Brand

"CLARENCE"
Good Standard English Iron

FROM STOCK AND FOR IMPORT

A. C. LESLIE & CO.
MONTREAL.

A WORD TO PLUMBERS

Our Pipe Die reduces the labor in threading pipes at least one half. Try it, it will cost you nothing to try it. We secure you against possible loss by our offer to return your money on return of the die within thirty days, if it is not satisfactory. It is surely worth a trial on these conditions.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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Flat, well selected, soft and smooth, easy to work up

The price—Less than other high-grade brands Get the prices.

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W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

THE CARE OF BRUSHES.

Bad painting is often a matter of bad brushes—brushes that have not been taken care of properly, says an exchange. Twisted bristles and misshapen ends will make the best paint cover poorly and always deface the surface with brush marks. Most practical painters recognize this and are careful to see that their tools are right and kept in good condition. The following pointers from the Paint, Oil and Drug Review, will prove instructive:

Temperature of brushes: The bristles of every brush are held in place by the handle. It passes through the shank of the brush and is kilndried to fit properly. If it shrinks, however, its outward tension is lost and the bristles loosened. For this reason the first principle in brush care is to kep the tool, when it is new or not soaking, in a cool place, out of hot rooms, and any temperature that would tend to shrink the wood of the handle. It is a point to be kept well in mind by the dealer, as well as the consumer.

Cleaning paint brushes: No new brushes should be dipped in the paint and put to work without first being cleaned. By working it with a brisk movement back and forth through the hand most of the dust and loose hairs will be taken out. A paint brush, when thus thoroughly "dry cleaned," should be placed in water for a few minutes, but not long enough to soak or swell it, but only until wet through, and then swung and shaken dry. It is then ready to dip in the paint, and although some of the hairs may still be loose, most of them will come out in the first few minutes' working and can be easily picked from the surface.

For the first two or three days new brushes require special care while at rest. They should be dipped in raw oil or the paint itself and smoothed out carefully, then laid on their sides over night. The chisel pointed bristles should be set at an incline, the handle supported just enough to allow the brush to lie along the point. This is done to prevent twisting of the bristles, and to keep the shape of the brush perfect. It is necessary to do this only two or three times before the shape becomes set.

The second most important principle in brush care is never to leave the brush on end while at rest. At night it should always be placed in a "brush keeper"—a water-tight box or a paint keg, with nails driven through the sides, on which the brushes can be suspended in water. Holes are bored in the handles so the brush will hang free of the bottom, but with the bristles entirely under water Before placing them in water the brushes should be wiped so as not to be too full of paint, but not cleaned. Even for temporary rest during a job the brush should never stand on end.

Varnish brushes, and brushes used in varnish stain, buggy paint and all color in varnish, require different handling than paint brushes. They should be more thoroughly "dry cleaned" for one thing in order that all loose hairs may be worked out. After working them through the hand it is a good thing to pass the brush back and forth over a sheet of sandpaper. This rough surface will pull out the loose bristles and smooth down the rough ends of the chisel point. The brush should then be washed by working it for a few minutes in clean turpentine and swinging it dry. It should never be put in water. For carriage work and fine varnishing the brush should be "broken in" on the rubbing coat in order to work out all the dust particles before it is used on the finishing coats.

Varnish brushes should be kept at rest in turpentine and varnish, or better still, in some of the varnish that the brush is used in. They should not be kept in turpentine only, as that makes the brush "lousy"—roughens the bristles. All brushes should be washed in benzine or turpentine and shaken dry—not whipped—when it is desired to change from one color to another or from one varnish to another.

If these simple rules are followed brushes will be found to last longer and the painting will turn out much better than it would otherwise. As a general thing the brushes are an index to the worth of the painter—the better the brush, the better the painter.

ZINC PAINT.

Livache and Potain have been experimenting on this subject, and they find that in order to prepare a satisfactory paint zinc white requires about 20 per cent. more oil than white lead, but that zinc paint also covers 20 per cent. more surface. In order to secure proper drying they recommend the addition of a sufficiency of turpentine and one per cent. of resinate of manganese.

In a letter received from a British Columbia Customer he says:

"That Hollywood Paint of yours has exceedingly good covering qualities, much better than white lead and goes farther."

This is a general verdict from the Atlantic to the Pacific.

The Imperial Varnish & Color Co. LIMITED

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Value Calls and Patronage Comes

When the people hear the call of value they come with their patronage.

Are they hearing the call from your store? Do they see the spirit of "The excellence of our Product the first consideration," round about your shelves. Let

GRAPHITE PAINT

pilot the trade to you. The dealer who handles this line is bound to get orders because our **GRAPHITE PAINT** has proved ideal for Boilers, Steamboats, Barges, Elevators, Tanks, Roofs, etc.

There's lots of "Graphite" custom in your town—**for you.**

Remember our Catalogue is free for the asking.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary **floor paints,** which accumulate dirt, and rub off when washed.

JAMIESON'S Floor Enamels

dry very hard, in a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors.

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RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

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OILS

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Boiled Linseed
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OILS GUARANTEED GENUINE.

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Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

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The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

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WHITE LEAD
REGISTERED TRADE MARK
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IN YOUR PAINTS

Do you buy Paint?
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The "Brandram's"

B. B. GENUINE
White Lead Process

of corroding lead is a secret process, discovered 189 years ago and with a few improved modifications is still the best process known to-day and known only by "Brandram's."

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White Lead in Ready Mixed Paints

The only White Lead in every case of Anchor or English Liquid House Paints you buy, in every can you sell, in every brushful your customers use is

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White Lead Success

This White Lead we control in Canada. No other Paint can contain it, no other maker can buy it or make it. It places our products Anchor and English Liquid House Paints unquestioned in the foremost rank.

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HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg
Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 7, 1906.

No changes have been made in market quotations this week, so far as the jobbers are concerned, but all prices as quoted in our last issue are very firmly held.

Importers are again advancing their price on white lead, and are experiencing considerable difficulty in securing deliveries. Red lead is also exceptionally firm, and it is expected that this line, too, will advance, in sympathy with all lead products.

Both linseed oil and turpentine are unchanged in value, on a steady market. All staple lines are selling actively.

LINSEED OIL — Prices have been steadily held since our last report, and we are still quoting: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE — Our quotations are as follows: Single bbl. 87c. per gal.; two barrels or over, 86c. per gal; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC— The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c., smaller quantities, 8½c.

RED LEAD—The market is stiffening, though prices locally remain the same. We still quote: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—Prices remain unchanged as follows: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—Importers have advanced prices on seconds, and jobbers' prices are firmer. We still quote, however: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20 1-4c in barrels.

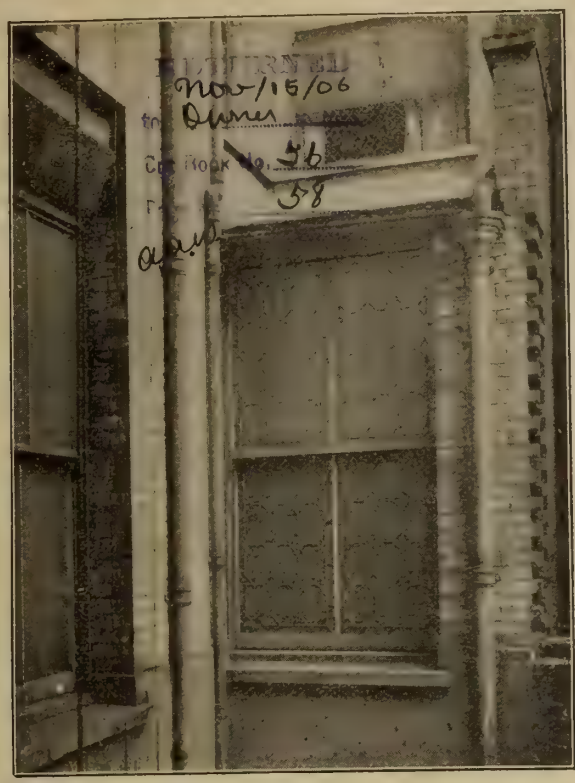
WINDOW GLASS—Good business is being done. The large number of new houses which are just ready for finishing touches is responsible for a very large demand. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.70; third break, 100 feet, $4.25; fourth break, 100 feet, $4.45; fifth break, 100 feet, $4.70; sixth break, 100 feet, $5.25. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, September 7, 1906.

Both turpentine and linseed oil hold at the same prices as quoted last week. Turpentine is firm at the present price, but linseed oil is hardly as strong. The cutting that has been going on in white lead in some quarters has about stopped, it no doubt having been found that there was no reason for cutting the price while such a condition of scarcity prevailed. Business is slacking off a little, but the Fall trade shows quite as good prospects as were ever shown before.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for



This Illustration

shows the ornamental glazing of

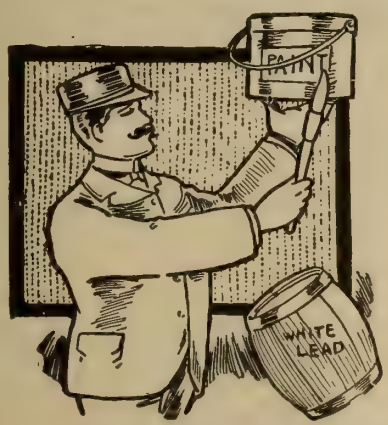
MAXIMUM LIGHT GLASS

There's nothing unattractive about that window, is there? You see the glass can be cut, glazed and mounted in lead, copper or iron intersecting bars, from architects' special designs. The fact that you can get samples of this glass should lead you to get them.

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RAMSAY'S PAINTS FOR PAINT DEALERS

Every line is for business getting and for money making. All made with care to bring results and to give satisfaction.

RAMSAY'S PAINTS for the House
RAMSAY'S OIL STAINS for new wood
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RAMSAY'S OUTSIDE PAINTS for the barn
RAMSAY'S CREOSOTE STAINS for shingles
Everything in "Ramsay's" for good painting

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Furnace Cement and Stove Putty

In bbls., half-bbls. and small pkgs.

If you want the kind that goes a long way, hardens quickly and never cracks you want our ***FURNACE CEMENT*** and ***STOVE PUTTY.***

Prices placed in your hands on request

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

THE FALL

is presumably the best time to paint. After the first appearance of cold weather the flies, like the proverbial angels' visits, become "few and far between." The clouds of dust cease, and the absence of muggy, steamy weather facilitates paint drying, and one is in a jolly mood (or should be if your liver is working right !) to wield the brush.

Take an hour in the paint and varnish department and note in your "want book" defficient lines of dry colors, colors in oil, coach colors, white lead, wagon paint, wood stains, house and carriage varnishes, buggy and sleigh paints, ready-mixed paints, especially the floor paints. Now turn to barn paint, stove pipe varnish, aluminum and gold paint. Look into asbestos stove lining and don't forget the putty. The latter is of little intrinsic value, but of immense commercial importance.

One or two lines should be singled out and pushed every day by what is called in England "the introduction method." This means: after a customer has made an ordinary purchase, you tactfully and "with winning grace" show him a small tin, say, of aluminum paint, and remark, "Have you seen our silvery aluminum paint ?" Show it off by painting a few strips of stove pipe iron. Don't be too obtrusive, but enlarge upon its merits. Now hand out a liquid paint folder and sweetly invite the customer, him or her (especially her), to "come again!" Change your specialties each day, or at least every other day. Keep a bright look out for casual telephone orders, and make a list of your largest regular buyers, and call them up, at least once a week, for **"anything on the list, please ?"**

Having done this, mail a nicely assorted order to

THE CANADA PAINT COMPANY
LIMITED

12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.;No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

PARIS GREEN — Canadian Government standard, 600-lb. berrals, 19 1-4c.; 25-lb. drums, 20 1-2c.; 1-lb. packages, 21c.; 1-2 lb. packages, 23c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 91c.; 2 to 4 barrels, 90c., f.o.b. point of shipment, net 30 days. Less than barrels, 96c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL— English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

WHEN VARNISH TURNS WHITE.

It is commonly supposed by house painters that when a varnish turns white it is indicative of faulty varnish. This, however, is far from always being the case, says the Decorator.

Let us consider interior varnishes first. Turning white in this case, is usually accompanied by a distinct tendency towards brittleness and powdering; indeed in not a few cases the so-called whitening is merely the result of the surface turning into powder. We put out of sight at present spirit or turpentine varnishes and consider only true oil varnishes, and with this limitation it may be said emphatically that no good oil varnish ought to show this defect. If it does, and if no other possible cause of whitening can be discovered, then the varnish is unsuitable. In all probability it contains rosin. In any case whether it contains rosin or not, it is too brittle for the purpose in view, and brittleness, powdering and turning white, as stated above, go hand in hand. But let the careful decorator ponder over the words "if no other cause of whitening can be discovered"—for here lies the root of the matter.

There are several causes of whitening and brittleness which are quite outside the varnish itself, and these must be sought for and investigated before a bona fide complaint can be made regarding the varnish. Moisture is a frequent and serious cause of varnish turning white. It is often found that varnish over stain or size shows this defect, while the same varnish applied on a dry surface is perfect. Here we have a clue at once. Another fruitful cause of the same trouble is the presence of rosin under the varnish. It is well known that new woodwork that is to be varnished is often primed with a spirit varnish in order to stop the suction of the wood. Such spirit varnish nearly always contains rosin, and is also very brittle, and experience has proved that a floor varnish applied under such conditions is somewhat liable to turn white. No complaint is here made of the practice of using spirit varnish as a filler or priming on new wood. The points to be observed are to see that the spirit varnish does not merely consist of rosin dissolved in methylated spirit, and that the coating of spirit varnish is just thick enough to sink into the surface of the woodwork without leaving a layer of brittle material on the surface.

VALVE MAKERS FOR MONTREAL.

A few weeks ago we announced that it was the intention of Jenkins Bros., Bridegport, Conn., to establish a plant in Montreal from which to supply the Canadian trade.

Arrangements have now been completed for the erection of a fine modern factory at St. Paul, a suburb of Montreal, and a plot of land 350 feet by 450 feet, situated between the G.T.R. tracks and the Lachine Canal, has been purchased for the purpose.

The contracts will be let in a few days and it is expected that the machinery, which has already been ordered, will be installed by April next. The factory building will be constructed of brick, will have a frontage of 200 feet, a depth of 50 feet, and will be three storeys high. The foundry building will be of fireproof construction, measuring 150 feet by 64 feet, and the engine and boiler house will be 45 by 60 feet.

The plant will be considerably extended after operations have begun, if present expectations materialize.

TO THE VARNISH BUYER

the most serious considerations are quality, reliability and uniformity, and these qualifications are of special importance to the dealer who is trying to build up a permanent varnish trade.

Berry Brothers' label or brand may be safely relied upon as ensuring the above conditions.

Our varnishes are the safest goods to handle and the surest and most reliable goods to use.

BERRY BROTHERS, Limited

VARNISH MANUFACTURERS

WALKERVILLE, ONT.

Write for our 100 page illustrated catalogue. Every dealer should have a copy for reference.

A few more of our

TRADE MAGNETS and TRADE RETAINERS

The Martin-Senour Porch and Deck Paint
"Stands the Weather."

The Martin-Senour Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour Carriage Paint
It's "superfine," everything said.

The Martin-Senour Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT

100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

The MARTIN-SENOUR CO., Limited

"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL

2514-2520 Quarry Street CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited
HALIFAX, N.S.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
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Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
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Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

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BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

A new Presbyterian church will be erected at Cobalt.

The Galt Malleable Iron Works have started operations.

A new library building will be erected in Bracebridge, Ont.

Barber & Co., Vancouver, are erecting a new mattress factory.

R. A. Ruttan will erct a three-storey brick block in Port Arthur.

A new opera house will be built in Berlin to cost about $40,000.

The C.P.R. are about to erect a new saw mill at Holsmer near Fernie, B.C.

The planing mill of Alderman Gerry, London, Ont., has been destroyed by fire.

A new bank building will probably be erected by the Toronto Bank in Calgary.

The Dowswell Mfg. Co. will build a warehouse to cost $3,000 in Leamington, Ont.

Gowans, Kent & Co., Toronto, are erecting a large factory on King street, west.

Shurley & Dietrich, Galt, have under way the construction of a large new factory.

A large new commercial block will be built by J. W. Horn in Vancouver, to cost $25,000.

The erection of a six-storey business block in Vancouver is contemplated by A. G. Hamersley.

R. C. Fuller & Co., chemists, Amherst, N.S., are making improvements to their works to cost $2,000.

It is expected that an oil refinery will be established at Chatham, Ont., within a very short time.

A new convent building will be built at Lachine, Que., by the Sisters of Ste. Annes to cost $500,000.

The Massey-Harris Co. are making an extension to their storage building in Brantford, to cost about $20,000.

Fire destroyed a factory building at Bowmanville this week just after the Durham Rubber Co. had vacated it.

The French firm of St. Frere are considering the establishment of a plant in Canada for the manufacture of bags.

John Pillans Carluke, Scotland, says that he intends locating a factory in Canada for the manufacture of bolts and screws.

Mr. Frederick Mossop will shortly erect a new six-storey hotel on Yonge street, Toronto, to cost in the vicinity of $100,000.

The Canadian Oil Co. are considering the establishment of a branch warehouse and office at either Port Arthur or Fort William.

The steel plant of the Northern Iron & Steel Co., Collingwood, Ont., has been started up after a period of idleness of about two years.

Work on the construction of the new building for the Canadian Bank of Commerce in Montreal will be commenced early next Summer.

The contract for the construction of the new Y.M.C.A. building in Calgary, Alberta, to cost $55,000, has been let. Work on the building has commenced.

The output of steel rails from the rail mill of the Lake Superior Corporation during the past fiscal year has been 62,000 tons in excess of that of last year.

Negotiations are in progress for the establishment of a manufacturing plant at Goderich, Ont., by an American firm for the manufacture of baby carriages, go-carts, etc.

The Boundry Iron Works Foundry, Grand Forks, has been completely destroyed by fire together with the machinery installed. The loss will be at least $35,000.

The Town of Qu'Appelle is considering the question of granting a franchise to the Moore Milling Co. for the installation of an electric lighting plant for that town.

The value of building permits issued by Winnipeg during the month of August of this year showed a decrease of over $150,000 over that of last year for the same month.

It is announced that the Ames Holden Co., Limited, will devote a portion of their recently increased capital to the building of a new factory at Montreal, to cost about $200,000.

The contract for the erection of shops and stores buildings for the Intercolonial Railway at Moncton, N.B., has been awarded to E. A. Walberg, Montreal, the contract price being about, $160,000.

Jenkins Bros., Bridgeport, Conn., are establishing a branch plant for the manufacture of valves in the district of Montreal. The factory building will be of brick, three storeys in height with a frontage of 200 feet and depth of 50 feet.

The Canadian Ethinite Co. are making arrangements for the building of a large factory at Niagara Falls, Ont., where they will make "ethinite," the product having similar properties to calcium carbide, which will be used in the making of acetylene gas.

The Amherst Foundry Co., Amherst, N.S., are making an addition to their foundry building, the size being 75 x 60 feet. This addition to their foundry will enable the company to largely increase their output of enamelware. The cost of the addition will be $4,500.

Two sets of capitalists are discuss-

¶ We recognize no competition, on the ground that the manufacturer who makes better goods than his competitors has no competitors.

¶ Also the unique labor-saving features of our systems for business belong solely to us, the originators of them. Others may imitate the principles of our protected methods, but they cannot duplicate these, or the thoroughness and quality of our work.

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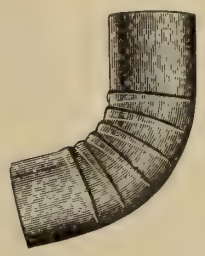
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ing with the Dominion Government the proposition of establishing a smelting plant near Ottawa for the smelting of iron ore by the electric process. Electric power would be obtained from an electro-hydraulic development at Shaw Fall on the Ottawa River.

The National Spring & Wire Co., Albion, Mich., are considering the erection of a plant in Canada, and are visiting different towns and cities in order to find a suitable site. From these towns and cities they are asking a free site and buildings and also exemption from taxation for a number of years.

The C.P.R. has placed an order for 50 locomotives with the American Locomotive & Machine Works at Montreal, Que., to cost $19,000 each. Two weeks ago the same company completed an order for 35 of the same type. These orders are in addition to those built by the C.P.R. at the Angus shops, where one locomotive a week is turned out right along.

The town of Leamington, Ont., is considering the proposition of lending Wm. C. Campbell, Detroit, $30,000 for the establishment of an automobile factory in that town. A by-law will probably be passed by the council to that effect.

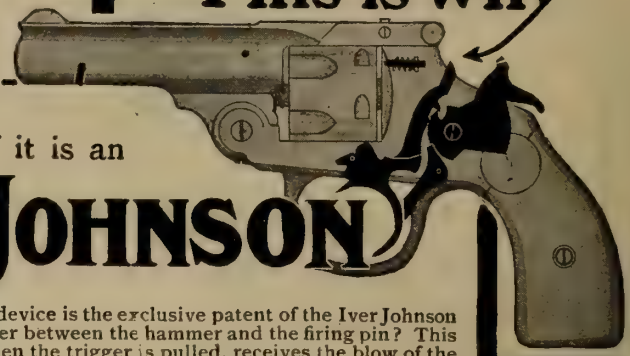
Permits for the erection of buildings valued at $8,660 525 have been issued this year up to the end of August by the city architect of Toronto. This is an increase of nearly $1,500,000 over last year.

The Canadian steel companies continue to do very well. A Sydney despatch says: "Last month was a record in the production of steel from the open hearth plant of the Dominion Iron & Steel Co., the output being 22,000 tons." The Soo Co. made a new record in August, turning out 17,865 tons of steel rails. The record output for 24 hours was 1,004 tons. At current prices this is equivalent to a value of about $600,000.

In connection with the proposed $450,000 German-Canadian Cobalt smelter to be established on the Temiskaming Northern Railway, it is stipulated that the German process to be used must be kept secret, and the experts to be Germans. The works will be started with the wet and dry process, first a concentrating plant to treat low-grade ores, then a cobalt oxide works, and lastly a roasting plant. In Germany 52 per cent. of the world's production of cobalt oxide is used, and the German superintendent guarantees a market for 100,000 pounds annually.

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Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

MONTREAL BUILDERS CELEBRATED.

Taking advantage of Monday's holiday, the Montreal Builders' Exchange planned and carried out the most successful outing in their history and everybody was so pleased with the trip that talk of another one next year is already heard.

In former years the master builders have celebrated the holiday by a drive around the city and district of Montreal. A new departure, however, was made this season and a trip to Quebec was decided on. To avoid the unpleasant feature of the regular excursion a special steamer, the Three Rivers, was chartered and the builders with their wives and friends to the number of about 200 took full possession, a moderate charge being made to cover all the expenses of the trip. A popular feature of the trip was that the boat sailed, both going and coming, at four o'clock in the afternoon, thus allowing the passengers a fine view of the St. Lawrence in its upper and lower reaches by daylight.

On Sunday, the excursionists visited the shrine at St. Anne de Beaupre, and returning to Quebec, inspected, on invitation of the C.P.R. officials, the new Atlantic liner, "Empress of Ireland." All were greatly impressed by the magnificent equipment of the liner. "From a hardware standpoint," said Secretary J. H. Laner, to the representative of Hardware and Metal. "the equipment of the "Empress of Ireland" is an object lesson. The enameled baths in every section, and the wash basins of the same material in each stateroom, the kitchen hardware and the heating and ventilating arrangements, would be of the greatest interest to all your readers."

On Monday, the builders accepted the invitation of M. J. Walsh, M.L.A., to visit the Parliament Buildings, where they were also received by Hon. Mr. Kane and Mrs. Kane. The museum in the buildings, attracted great attention.

The excursionists next took a special car on the line of the Quebec Railway & Power Co. to Montmorency Falls. The Kent House was reached about noon, and after lunch the ladies preferred to remain here while the gentlemen of the party braved the inclement weather to inspect the power house and dam. The greatest admiration was aroused by this great dam, which is 84 feet wide, with a thickness of 74 feet at the base, tapering to 12 feet at the top. When completed it will give a reservoir of 52,000,000 gallons capacity and raise the level of the water for three miles back enabling the company to supply all necessary power for Quebec city at all seasons of the year.

Just as the party embarked for the return journey the clouds lifted and the sun came out so that a fine view of the St. Lawrence was had until dark.

The success of the outing was due in large measure to the efforts of J. H. Laner, secretary, and J. O. Deslaurier, first vice-president of the Master Builders' Association of Montreal.

Other officers of the Exchange, who took part in the excursion were: James Simpson, past president; Edward A. Roberts, past vice-president, and Alex. Bremner and W. E. Ramsay, directors.

If you haven't established a "bargain" department in your store spend a hundred dollars in getting a line of cheap novelties for the bargain tables. If well managed this department should be one of the best paying in the store.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

$3,000 will buy a good hardware, plumbing and heating business in the prosperous city of Sherbrooke. Owner wishes to retire. Apply Box 107, Sherbrooke, Que. [tf]

HERE is what you want—a tinsmithing and plumbing business in sunny Alberta town, with 1,200 population; no opposition; $3,000 will handle business; lot and building 14 x 36; last year's business $8,000; act quick, good reason for selling. Address, S. Case, HARDWARE AND METAL, Winnipeg. [35]

WELL selected stock of hardware stoves, tinware, tinshop tools, etc. In first-class section of Ontario. Good reasons for selling. Stock about $4,000. App'y Box 549, HARDWARE AND METAL, Toronto. [39]

SITUATIONS VACANT

FURNACE MEN WANTED—Highest wages are offered to competent furnace men in the largest cities in the west; also splendid openings for mechanics with a general knowledge of steam fitting and furnace work. Apply to The Pease-Waldon Co., Limited, Winnipeg, Man.

HARDWARE salesman wanted, one who thoroughly understands hardware, must be good stock keeper and window dresser, state age, experience and salary required. Box 548, HARDWARE AND METAL Toronto. [34]

WANTED—Hardware salesman with about four years' experience. Write at once with references. Good position for the right man. Apply to The Bond Hardware Co., Limited, Guelph, Ont. [34]

WANTED—Capable young man with fair knowledge of mechanics and good appearance as city traveller in Winnipeg. Good position for right man. Box 57, HARDWARE AND METAL, Winnipeg. [35]

SITUATIONS WANTED

HARDWARE clerk, with nine years' experience, wants position with hardware firm. Can give best references. Box 554, HARDWARE AND METAL, Toronto.

WANTED—A position as traveling salesman by young man with thorough knowledge of hardware. Now employed on the road. Eastern territory preferred. Box 47, HARDWARE AND METAL, Winnipeg.

WANTED—Position as salesman or Traveller in hardware lines, carriage goods or paints (manufacturing or general wholesale). Age now 47; thirty years experience as traveller, retailing and jobbing, have travelled all over Canada; good references. Apply to HARDWARE AND METAL. [37]

WANTED—First-class tinsmith, must understand furnace work, steady job to right man. Apply stating age, experience and salary expected. Bandman preferred. Good town in Alberta. Box 553, HARDWARE AND METAL, Toronto.

WANTED position in west by retail hardwareman; eight years experience; general and builders' hardware, stoves, etc.; understands ad writing and window dressing; can give best reference. Address 544, HARDWARE AND METAL, Winnipeg. [36]

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Every piece is of the same harmonious design. Many patterns and arrangements to suit all ceilings and tastes.

Every piece fits. A pleasure to erect.

Better try us—if you haven't already joined the happy throng.

We make a full and complete line of

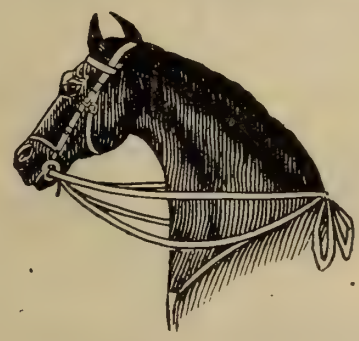
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PLATE No. 1,000, 24″x24″ and 24″x48″

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.



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"M" brand HORSE NAILS

have the reputation of always being up to standard.

Made from Swedish nail rods, the best known material for the purpose.

PATTERN is right and cannot be excelled.

The POINTS (a most important feature about a horse nail) are always the same, and there are no better pointed nails in the world than the "M."

Every Nail carefully inspected before leaving our works, insuring freedom from culls.

MADE BY

THE MONTREAL ROLLING MILLS CO.

TRAVELER WANTED.

GOOD position open for party of exceptional ability to sell a complete line of up-to-date stoves and furnaces in Manitoba and Northwest, a line well known. Excellent opportunity One with furnace experience preferred. Address in confidence Box 550, HARDWARE AND METAL, Winnipeg.

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A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

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BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

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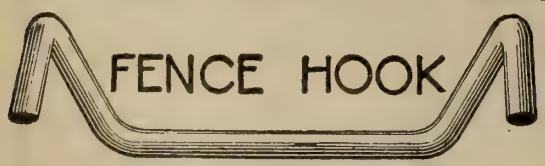


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in Cement Blocks is only attained by using

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LEHIGH
Best Grade American

KEENE'S
Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

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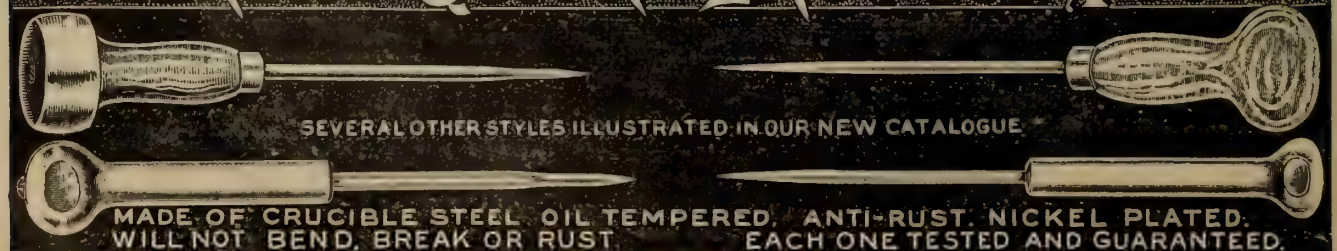
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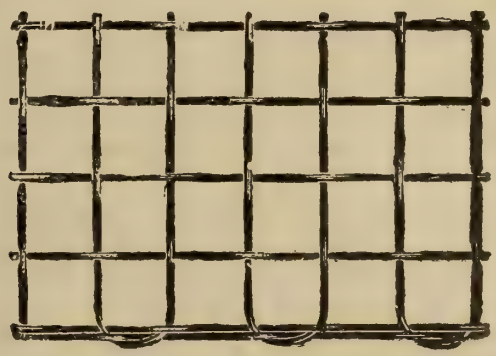
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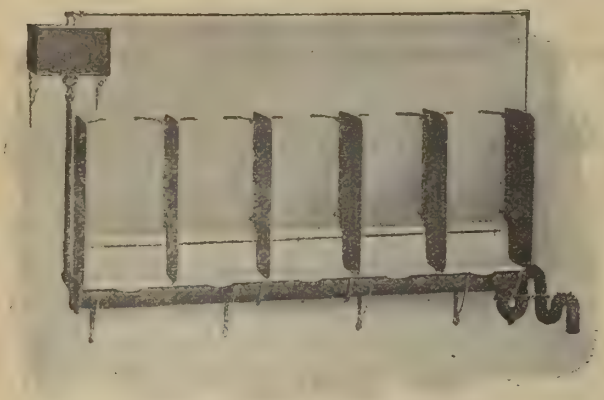


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H. & R. REVOLVER

Recognized as the greatest revolver value for the money. H. & R. Revolvers are noted for their accuracy, safety and durability. Made of the best obtainable materials, in a factory fitted with the most improved modern machinery, operated by highly skilled mechanics, each one is rigidly inspected to insure absolute freedom from flaws of any kind. Every part is accurate to the thousandth of an inch. H. & R. Revolvers are free from shake or rattle, and if treated with ordinary care will last a lifetime and can always be depended on. When you sell one you make a friend of your customer, and he'll come again to buy cartridges or other goods he may need in your line. If you have never handled these goods, it is to your interest to put in a stock at once. They are the kind that don't stay on the shelf, and that make satisfied customers.

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Also Makers of Single Guns

PLUMBING AND STEAMFITTING

THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff in the National Builder, Chicago.
Article X. (Continued.)

Traps.

Before taking up the consideration of the one-pipe system of soil and waste stacks, it has seemed advisable to study the various forms of traps especially the non-siphonable trap, which is the fundamental principle of the one-pipe system.

The purpose of the trap is to hold a body of water to act as a barrier to the passage of foul air or gases without interfereing with the flow of the sewage. The main house trap prevents the entrance of foul air and gases from the sewer, while the fixture and other traps prevent the bad air and gases generated within the drainage system from escaping through the house.

The two most important requirements are a perfect water seal, that is, one that cannot be siphoned or otherwise broken, and the ability to be self-cleansing with each discharge from the fixture on which the trap occurs.

Traps are known as siphonage traps and non-siphonable traps. The former are the type more commonly used The



FIG. 42.



FIG. 43

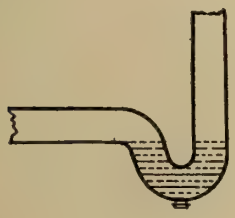


FIG. 44.

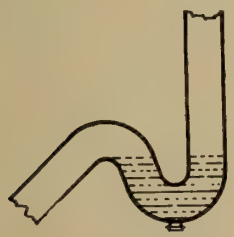


FIG. 45.

latter are of comparatively recent introduction.

Siphonable Traps.

This type of trap is made in the following forms: Fig. 42 is a running trap, Fig. 43 is an "S" trap, Fig. 44 is a half "S" trap, and Fig. 45 is a three-quarter "S" trap.

The pocket formed by the shape of the trap, fills with water and seals the passage through which the gases would naturally escape if unobstructed. This water barrier, indicated by the dotted lines in the cuts, is called the seal of the trap. Each trap should be fitted with a brass screw cap clean-out on the underside of the dip.

These traps, as will be readily seen, have the requisite self-cleaning quality, but are liable to lose their seal by any one of or a combination of the following actions: Siphonage, capillary action, evaporation and back pressure, all of which are hereinafter explained in detail.

Siphonage is best explained by the illustration Fig. 46, which represents a barrel of water (B), from which it is desired to draw the water by means of the bent pipe (C), into the pail (D). This may be accomplished by placing the lower end of the pipe in the mouth and removing the air in it by suction. The atmospheric pressure on the upper surface of the water then causes the water to flow into the vacuum caused by the suction, and it passes through the pipe into the pail. This flow continues until the water in the barrel lowers to the inlet end of the pipe, when the air entering destroys the vacuum and stops the flow.

The similarity between this example and the trap (A) is readily apparent; the vacuum being formed by the discharge of a fixture on a higher floor (see arrow) as it passes the branch soil or waste pipe. This vacuum draws enough water from the trap to break the seal. Capillary action is caused by hair, lint, pieces of thread, etc., discharged with the waste, lodging on the upper bend of the trap as shown in Fig. 47.

These substances accumulate at this point and dip down in the trap seal on one side and the outlet end on the other. They draw the water out of the trap in the same manner that the oil may be drawn out of a lamp if the wick is allowed to hang over the edge of the bowl. The greater the quantity of hair, etc., the quicker the seal will be broken, and the substance will remove the water in the trap down as far as it reaches in the seal. The effect of capillary action on trap seals is particularly dangerous because it is not likely to be detected and is as liable to occur in the most modern plumbing work as it is in inferior work. Where a reasonable amount of care is exercised by those using the plumbing fixtures this substance is not likely to gather, but, we regret to say, it is a very infrequent occurence to find a plumbing system that is not abused.

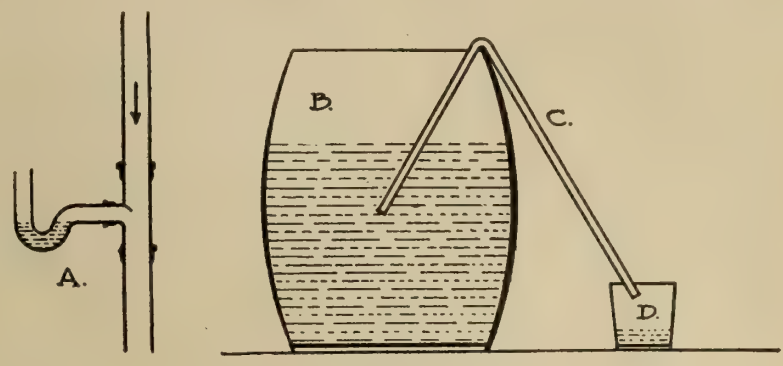


FIG. 46.

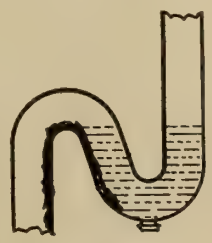


FIG. 47.

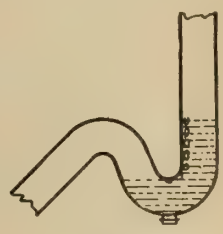


FIG. 49.

Evaporation is another action having a detrimental effect on the trap seal, and one that is more active in a modern system with vented traps than in the old style with unvented traps. This is because the current of air entering through the vent and passing over the water, greatly increases the rate of evaporation. The rapidity with which a vented trap will loose its seal by evaporation ranges from two to two and one-half weeks, de-

pending on the atmospheric conditions. An unvented trap will maintain its seal twice as long. For this reason it is advisable to connect the vent pipe to the trap a little away from the crown of the trap as at (A), Fig. 48, rather than directly over the water seal as at (B). Another advantage of such a connection is that there is less chance of the current of air chilling any grease that may be on the surface of the water in the trap, and thereby causing an obstruction.

Where any fixture is not used with sufficient frequency to protect the seal from evaporation, care should be taken to discharge a sufficient amount of water into the trap at least twice a month. When a house is going to be left vacant for any length of time, evaporation may be prevented by pouring a little oil in each trap. Fixtures which it is known will be seldom used, should be provided with special traps having deep water seals.

Back pressure is the force exerted by the pressure of the air within the plumbing system and tends to force the water in the trap upward sufficiently to allow the air in the system to blow through the seal as indicated by the bubbles in Fig. 49. This back pressure is generally caused by the wind or a sudden discharge of a large body of waste. When the seal is broken by the wind, it is usually because the pressure exerted against the water, by the high wind blowing through the system, is much greater than the pressure opposing it on the room side of the seal owing to the air within the room being much warmer. When caused by a large discharge of water, it is because the discharge completely fills the bore of the pipe, thereby compressing the air within the system to such an extent that it forces its way up through the seal of the trap where it meets with the least resistance.

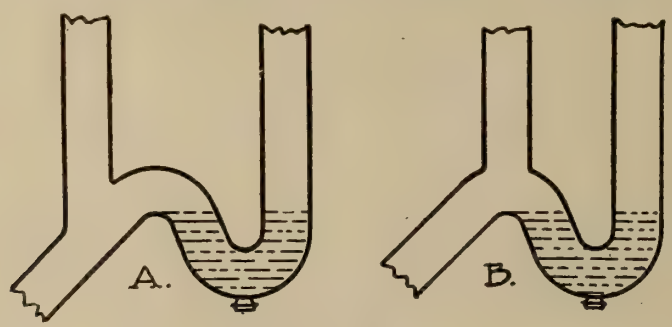


FIG. 48.

The action of siphonage and back pressure on siphonable traps may be overcome by back-venting the traps; thereby providing for a continuous current of air throughout the entire system, which will prevent the formation of the vacuum that causes siphonage, and will relieve the back pressure on the water seal.

Non-siphonable traps will be made the subject of the next article.

Get rid of all hot weather goods you can this month. The warm weather will soon be over and you need the space for Fall goods.

PLUMBING INSPECTION AT OTTAWA.

Editor Hardware and Metal.

"Subscriber," in your issue of Aug. 25, exhibited a force which would be entirely commendable were it accompanied by the virtue of courage or just a fraction of reason, in all points save one; it was a re-echo of the echo of the convention. Were it a truth that association was the invention only of one mind the local probabilities were, that no convention would be held, the national association thereby would have been repudiated, its value as an educational factor discounted, and the restrictive lines upon which the goods travel from the manufacturer and supply house to the master plumber withdrawn. The merchant and the consumer would then conflict, credits would depreciate, business would be wholly demoralized, shops would be vacated, and depression rampant. But because association is responsible for the inception and extension of commercialism it becomes a vitality which every human being knowingly, or unknowingly gives support to. This knowledge animated the founders of the National Association of Master Plumbers; the remembrance of this animated the delegates to the recent convention in Ottawa; they humbly regarded it their right and duty in the eye of the public to praise and defend the objects, which we stand for. To that action alone and to no one particular element are thanks due for the deepening and extension of those restrictive lines which, when properly respected, bring a security which could not legitimately otherwise be brought.

Under cover of anonymity, which, "Subscriber" uses, I am not able to get "a drop" on him. Recriminating letters are best answered, when written anonymously, by not replying to them. I take comfort from the fable which instructs us how the ass brayed at the lion, who swelled with indignation at the affront. He remembered himself saying, jeer away and be an ass still. But, sir, I will not act as rudely as the zoological king, my object in referring to his behavior was to show "Subscriber" that in hiding under the editorial mantle his letter forfeits that significance and value which he would have it deserve. Anonymity is the editorial form of charity; it covers much. One man will use it in doing a friendly act, another man will only use it in an unfriendly way. Of the two intentions, I give "Subscriber" credit for the former because he has given me an opening to pulverize the impression that he would have your readers keep.

As the purpose of the impression is to cast discredit on myself for a particular course of action, and as it was subsequently amply justified, it is now with no small degree of pleasure, more particularly as the work of the National Association will be reviewed, that I describe the events which led up to the division, referred to by "Subscriber." Up to the year 1900 the prospect of having the board of health insist on good plumbing, was beyond the vision of men who had been years in business, men whose character, position and ability had been used with persistent energy to improve the standard of quality and of effort in the installation of ducts, tubes and fittings, used for the reception, conveyance and disposition of nature's waste, which is now known by the term sanitary engineering. Credit is due these men who entirely free from ostentation or bluster, kept continually before the Ottawa public the immense advantage the city would have, if it established a rule for the guidance of plumbers, this movement met with considerable hostile prejudice from those who earned handsome dividends by ownership of ill-equipped houses. They claimed with much zeal that it was entirely a selfish measure. They discerned the increased cost but not the improved conditions to themselves and society. The probability of increasing returns with increased investment was to them a myth, a phantom, and a delusion. Between purchasing power and selling power they saw no degree of relation. To-day if a landlord wants to sell or rent his property well he must spend money to make it suitable.

s hostile element, beyond showing that the movement was a real live one, little progress was made until an event occurred which at once stimulated public concern. In 1899 the Ottawa delegates to the Quebec convention received instructions to nominate Ottawa as a place to hold the fifth annual convention in 1900. The nomination was accepted and preparations were promptly made to celebrate it, it being foreseen by the local men that the prestige of the National Association meeting here would so command public attention that its work would be surveyed fairly and sympathetically by a progressive sentiment. This forecast proved correct. Forces at once gathered to destroy the opposition to the advancement of the board of health. What was impossible before the convention was quite easy after it. The widespread influence of the National Association had been reckoned with. It had shown on reasonable grounds that it had work second to none in importance, that it had to do it, because no other force was equal to it. It alone embraced and typified all the individual merits of the trade throughout the country. A composition of such a mixed character stamps the certainty that if it is not en-

tirely successful it will at least be a very formidable element to contend against.

This estimate is not one whit extravagant in view of the speed with which the proper functionaries got together, made specifications for plumbing and had them adopted by law in the city of Ottawa. Immediately trouble began. Either by the grace or apathy of the master plumbers the office of inspection was secured by the present incumbent. Aggressiveness, and no doubt persistent lobbying, won the day. He was not and is not regarded as a representative man. In all human endeavor it is admitted that an officer or public servant should have a proper respect for the factors he serves, and that the esteem and good will of all elements of society are necessary to make an officer popular. Can this officer boast of this pride?

Is he not, by providing plans and specifications for the plumbing, heating and ventilation of private dwellings and schools and supervising them, recreant to public trust? Is he not an unfair competitor to the architect with a bronzed face? One or two have endeavored to justify this by saying his time is his own after business. This is not disputed. The point is, should he be allowed to allow his private interests to interfere with his public duty? What say you to him enjoying membership in an industrial class, up to the time of the strike, a class whose interests are in direct touch with the master plumbers? He may enjoy the membership now. A sane officer would have freed himself from all entanglements, disarmed all prejudice and simply appealed for the sympathetic co-operation of the dominant factor. Instead of this he initiates a policy of bluff. Bluster and bunkum official threats are followed by abortive police court proceedings. In the light of this, does "Subscriber" suppose, unless the inspector alters his ways, that he should be favorably considered in any representations that may be made to the medical health officer or the board of health by the master plumbers of this city? Certainly no direct negotiation would be carried on with him unless he was duly accredited by the medical health officer in Toronto or elsewhere, the executive axe would have fallen, once it was found that an officer took private business that would interfere with his office.

To terminate this condition which was aptly described as intolerable, the association resolved to petition the board of health for the purpose of amending the by-law. This avenue presented the only chance of getting at the inspector. All concerned had paid dearly at one time or another for the drastic interpretation put by the inspector on the by-law, and all concerned were agreed that preparations should be made for his succession. The manner laid down was received with earnest opposition by a particular element. The proposition was not withdrawn, nor the opposition. Division developed and the petitioners went to pieces before the board of health. Looking back after mature reflection it will be admitted that the petition could not have been presented by abler hands. It was conceded with confidence that the petitioners would emerge triumphantly. Why, then, did they fail? Simply because they took the wrong means. Had they attacked the spirit in which the by-law is administered, the personator would have been down and out. There is a growing idea that all municipalities should have a master plumber on the board of health owing to the position he holds in the public eye. His expression would be cautious and his judgment would add value to the assembly.

I've got "Subscriber" going. Before he is gone, though, let me put this down. The officers or members of the National Association do not need the testimony of an anonymous writer as to their cause, character and ability. All progressive communities praise the first by adopting its teachings. The latter are soon proved by a little experience in business.

Yours truly,

H. A. KNOX, Ottawa.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 7, 1906.

A lively demand for every class of finishing goods is shown this week, and prices continue very steady.

The scarcity in iron pipe, noted in our last issue, is still keenly felt. The local pipe mills find it extremely difficult to deliver certain sizes, and it is reported that western producers are in the same box. Meantime, quotations are firmer than ever, on the strength of a short supply, but no actual advance has been made.

RANGE BOILERS — Market conditions are unchanged since our last report. We are still quoting: Iron clad 30 gallon, $5; 40 gallon, $6.50 net list. Copper 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—No changes in price have occurred, though our quotations are firmer. Discount remains as follows: 15 per cent., f. o. b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Business is keeping up to the normal volume. We are still quoting: Discounts on all sizes of nipples up to 6 inch, 67½ to 70 per cent.

IRON PIPE—It is said that both the Canadian producers of pipe are short in their deliveries, especially in certain sizes. We are still quoting: Standard pipe in lots of 100 ft., regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — The market shows no change, either in general conditions or price. We still quote: Standard soil pipe, 50 p.c. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—We are quoting: Bar solder, half-and-half, guaranteed, 24c.; No. 2, wiping solder, 21c.

ENAMELWARE — Business continues good, large orders being constantly received. We are still quoting as follows: Canadian bath tubs, plate E1, 5 feet, 1st quality, $20.65, special $18.65; plate E11 and E21, 5 feet, 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quantity, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.: special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, September 7, 1906.

Soil pipe has taken a drop this week, the discounts being increased from 60 per cent. to 65 and 10 per cent. for medium and heavy, and 60 per cent. on light pipe and fittings. There is no apparent warrant for such a change except the ordinary reason of competition. Solder remains the same as last week, and lead and iron pipe without any change. The demand for all lines of finishing goods is still good, and for steam and hot water heating is heavy.

LEAD PIPE—Prices keep firm, but without change. Pig lead still holds high. Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS—An increased discount has been given on soil pipe and fittings. We quote: Medium and extra heavy pipe and fittings, 65 and 10 per cent. off; light pipe and fittings, 60 per cent. off: 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Prices continue without change. We quote: Black, 1-in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67 1-2 per cent.: cast iron plugs and bushings, 67 1-2 per cent.;

flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 1-2 per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

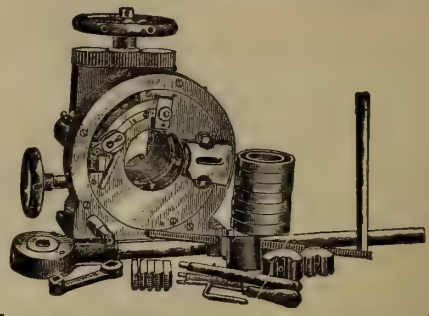
RADIATORS—Business is particularly good. Prices remain the same. Our quotations are as follows: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Prices are without change, and firm at last quotations. We quote: Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE— The demand is heavy, with no price changes whatever. We quote: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $14.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.90. Fittings extra.

Four of the Winnipeg striking plumbers were fined on Tuesday for besetting. Magistrate Daly imposed fines of five dollars and costs, and told the prisoners that, while they had a right to go on strike, they had no right to try to prevent other men working.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking. Quick shipments.

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Sole Agents for Canada Limited
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ENAMELWARE SPECIALIST THAT DESCRIBES ME TO A "T"

I make a specialty of supplying

Enamelled Baths, Lavatories, Sinks, Closets, etc.

I am accused of getting orders out on time.
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ORLANDO VICKERY
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96%
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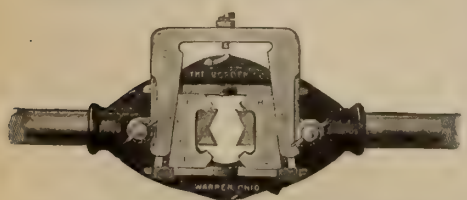


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At prices that will warrant your inquiries.

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Light Strong
Durable Adjustable

THE GENUINE ARMSTRONG STOCKS AND DIES

Have for years met the most rigid requirements for mechanical excellence. They can do your work better than anything else you can buy.

Our latest Catalogue free upon request.

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292 Knowlton St.
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Forwell Foundry Co.
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Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

"I got four lower bids, —but I've put in an Oxford"—

Friend of ours was looking over a new house on Spadina Road, in Toronto, the other day.

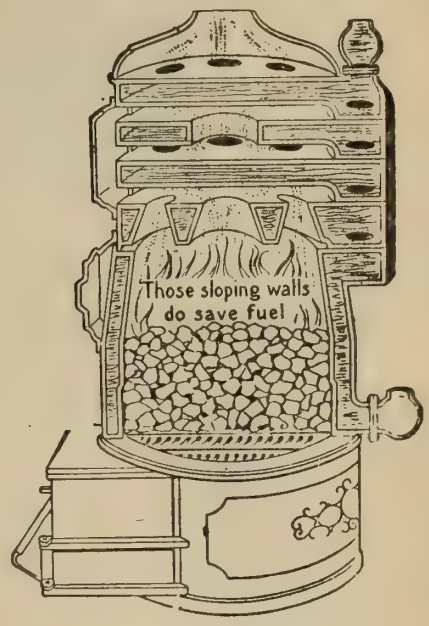
The owner spoke of the heating system he'd put in as one of the big inducements to buy the house,—Oxford Boiler, he said. Man wanted to know what difference that made. Owner told him he'd used the Oxford in his own house three winters; said that when he invited tenders on this new house that he got four lower bids than the Oxford dealer made, but the Oxford man got the job because it made the owner surer he'd get his price for the house.

That's a fact. It's a fact worth your thinking over. Think over this, too,—we paved the way for that dealer to land that business,—our selling-help for live dealers is for that special purpose.

When a boiler has that kind of a reputation, doesn't it seem worth while learning what there is in it for YOU?

We have time to answer your letter asking questions about

The Heating System with Twelve Betterments



The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

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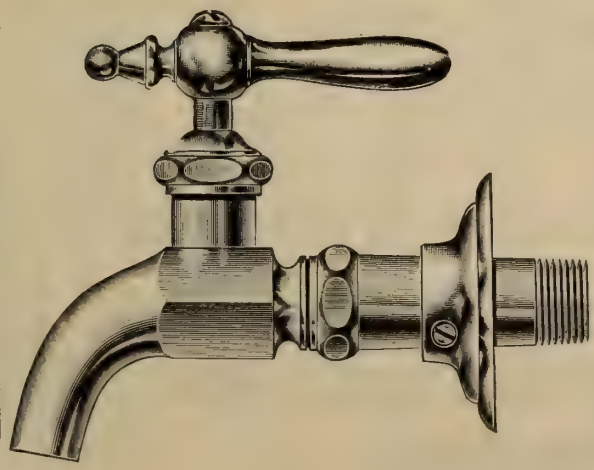
THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

175

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UNITED

Patented Fuller work has a unique eccentric which gives only positive back and forth motion with no side swing. **UNITED** Fuller work has full-sized waterway and special composition balls that will stand hot water without swelling. **UNITED** Fuller work is the only Fuller work that has no trap beneath the stem to catch and hold water after the piece is turned off.



THE UNITED

Fuller Bibb shown in the cut is the Patent Fuller Plain Bibb with Screw-on Tail, fitted with an Adjustable Set Screw Flange. The gentle taper of the tail is a **UNITED** feature. It permits the adjustment of the flange at any desired distance from the shoulder of the bibb, thus making a neat job no matter what the thickness of the sink back may be. **UNITED** compression work is also furnished with the Set Screw Flange.

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Do you want

— to sell your business ?
—to buy a business ?
—to employ a new clerk ?
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—to sell some store fixtures ?
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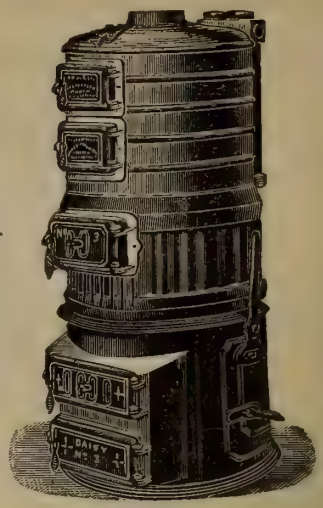
the easiest way to satisfy your wants is to place a "want ad." in Hardware and Metal.

The cost is small, only 2c. per word for first insertion and one cent per word for subsequent insertions.

Some man in some part of Canada will be interested in your proposition.

Hardware and Metal is the only medium that reaches the trade thoroughly from the Atlantic to the Pacific.

THE ORIGINAL



The Improved Daisy Hot-Water Boiler is the Adam of the industry. The others came in on the eve of the Daisy's success.

Imitations, etc., are never as good as originals, because they represent "follow-the-lead" methods, have no self-reliance.

Other boiler-makers have attempted to get the "Daisy" ECONOMY trait, but so far they haven't been able to get within a mile of it, though they have done lots of trying and shown lots of things—ON PAPER.

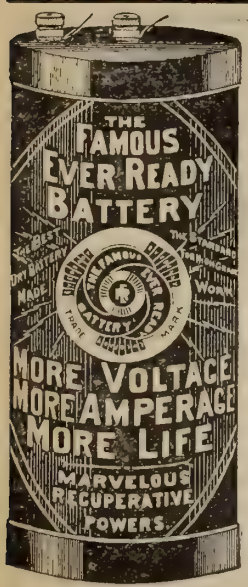
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GLOBE VALVES

are of the best quality. They give the best of service and are moderate in price.

Every valve is TESTED, and PACKED, and GUARANTEED.

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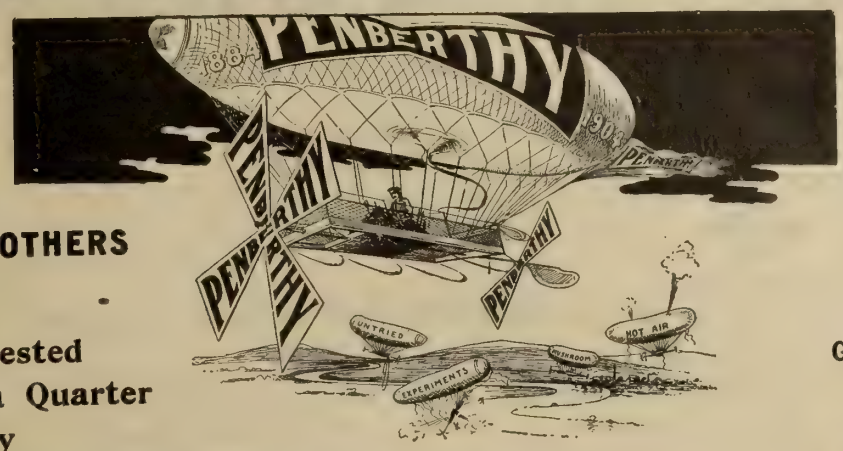
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Small Springs of Every Description.



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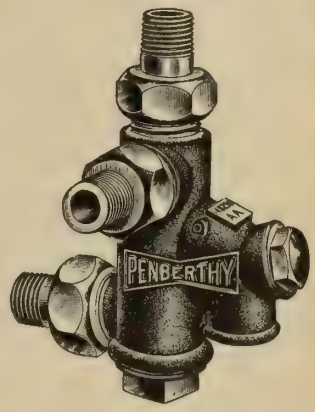
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ARE YOU STOCKING THEM, MR. DEALER ?

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GENUINE



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FAIRBANKS STANDARD SCALES

There are none as good.

The Scale illustrated can be used for any service, and is a favorite one to the man in the country.



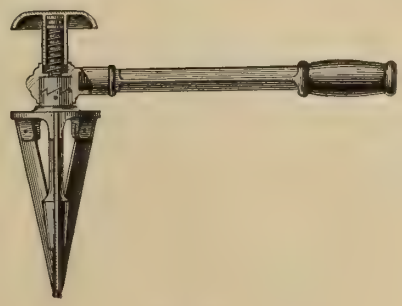
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Pipe End Reamers

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C—035

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"BLACK DIAMOND"



TARRED FELT

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CURRENT MARKET QUOTATIONS.

Sept. 7, 1906

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$43 00 $44 00

TINPLATES.

Charcoal Plates—Bright

M.L.S., equal to Bradley—	Per box.
I C,14 x 20 base	$6 50
IX. 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C. 14 x 20 base	6 50
I X. 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 75
I X. 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, " }	7 00
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 05	2 15
Forged iron "	2 30	
Refined "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"T " warranted		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Chas. Leonard	0 08	0 09
Crucible Steel Co.—		
" Rex high speed steel	0 65	0 75
" Self-hardening	0 45	0 50
Crucible Special		0 16
" Silver steel		0 12
" Black Diamond		0 09
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11⅞
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

COPPER WIRE.

Discount, 50 per cent.

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10½ oz. (American gauge)	4 25
28 gauge	4 00
26 "	3 75
24 "	3 50

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	7 00
" ¼ "	5 85
" 5-16 "	4 45
" ⅜ "	3 75
" 7-16 "	3 50
" ½ "	3 25
" 9-16 "	3 20
" ⅝ "	3 20
" ¾ "	3 10
" 1 "	3 00
" ½ "	3 05

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 50

Bars.

Cut lengths, round, ¼ to ⅞ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60	25 00
Plain, 14 oz	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

ZINC SPELTER.

Foreign, per 100 lb	6 75	7 25
Domestic " "	5 00	5 25

ZINC SHEET.

5-cwt. casks	7 75
Part casks	8 00

LEAD.

Imported Pig, per 100 lb	4 45	4 55
Bar, "		4 50
Sheets, 2½ lb. sq. ft., by roll		0 05½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ANTIMONY.

Hallett's per lb	0 27	0 27

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality	Special
4 and 4½ ft. 3 in. rolled rim		$19 65	17 65
5 feet	"	20 65	18 65
5½ "	"	22 15	20 15
6 "	"	24 90	22 90
Plate E II			
5 feet	2½ in. "	19 15	17 15
5½ "	2½ " "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c. 30 & 10 p.c.	
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	2 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch	2 09	⅛ inch 2 92
¼ "	2 09	¼ " 2 92
⅜ "	2 42	⅜ " 3 27
½ "	3 05	½ " 4 20
¾ "	4 37	1 " 6 02
1¼ "	5 96	1¼ " 8 21
1½ "	7 15	1½ " 9 86
2 "	9 54	2 " 13 10
2½ "	14 50	2½ " 21 80
3 "	19 00	3 " 28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
Jenkins' Globe Valves, discount 42½ per cent

No. 1 compression bath cock	net	1 75
No. 4 "	"	1 90
No 7 Fuller's	"	2 35
No. 4½, "	"	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent
" " iron " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	net	25 00
" 35 "	"	29 00
" 40 "	"	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20,00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

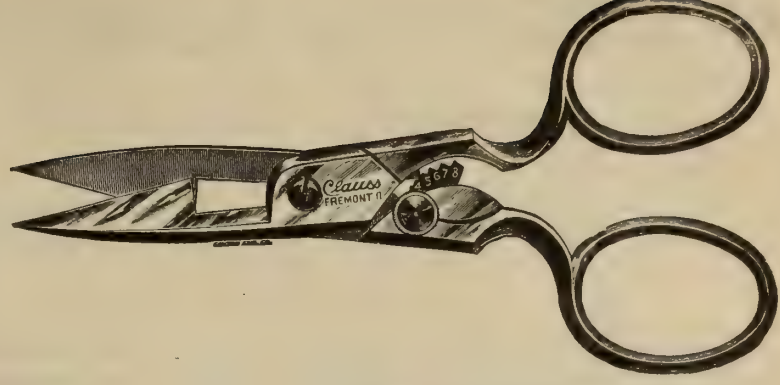
SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, dis. 65 and 10 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe and fittings, 60 per cent. off.

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of buttonhole. Ask for discounts.



The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

½-lb per lb.	0 37
1-lb. or over "	0 34

SOLDER.

	Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 24	0 25
Wiping	0 21	0 23

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.
Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	4 75
Munro's Select Flake White	6 50
Elephant and Decorators' Pure	6 30
Monarch	6 50
Standard Decorator's	6 25
Essex Genuine	5 75
Brandram's B. B. Genuine	7 50
"Anchor," pure	6 00
Sterling Pure	6 00
Ramsay's Pure Lead	6 00
Ramsay's Exterior	5 75
Crown and Anchor," pure	6 00
Sanderson Pearcy's	6 30

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07 0 08
French V. M.	0 06 0 25
Lehigh	0 05 0 06

GROUND WHITE ZINC.

Pure	0 08 0 09
No. 1	0 6½ 0 07½
No. 2	0 5½ 0 06½

PREPARED PAINTS.

In ½, ¼ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " ½ gal.	1 40
" " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " ½ gal.	1 40
" " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints, gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00

	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 45c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 55c. per lb., f.o.b., Eastern Canadian Points.
Shellac, T.N. orange, etc., 49 to 53c, f.o.b., New York.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

	Wads. per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¾

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AXES.

Discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00 7 00
Best quality	10 00 12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.	

Farm.

American, each	1 35 3 00

House.

American, per lb.	0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65 0 90
Diamond, Shell, per doz	1 00 1 50
Nail and Spike, per gross	2 25 5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¾ 0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60

Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55 and	5
Plough Bolts	55 and	5
Blank Bolts	55 and	5
Bolt Ends	55 and	5
Sleigh Shoe Bolts	70	
Coach Screws, conepoint	70 and	5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per ent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00 1 50
Bullard's "	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross 7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35 00
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent,

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.
Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DOOR SPRINGS (COIL).
Chicago Spring Butt Company.
Chicago Door Springs, 25 per cent.
Reliance Door Springs, 25 per cent.

DRAW KNIVES.
Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.
Hand and Breast.
Millar's Falls, per doz., net list

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.
Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.
White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.
Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.
Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.
Marking, Mortise, Etc.
Stanley's discount 50 to 60 per cent.
Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65	2 40

GILLETT'S POWDERED LYE.
1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	....	9 00
" " ⅞ "	"	....	10 00
" " 1 "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.
Nail.
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.
Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.
C. & B., discount 40 per cent., revised list.
Hoe.
C. & B., discount 40 per cent., revised list.
Saw.

American	per doz.	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.
Canadian, discount 40 per cent.

HANGERS.	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HANGERS, BARN DOOR.
Chicago Spring Butt Company.
Chicago Friction Hangers. ....5 per cent.
Chicago Oscillating Hangers.....5 "
Chicago Big Twin Hangers.....5 "

HARVEST TOOLS.
Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.
Canadian, discount 40 to 42½ per cent.
Shingle, Red Ridge 1, per doz. 4 40
" " 2, " 4 85
Barrel, Underhill 5 00

HAT ENAMEL.
Henderson & Potts' "Anchor Brand"

HAY KNIVES.
Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.			
Heavy T and strap, 4-in., per lb.			0 06½
" " 5-in., "			0 06½
" " 6-in., "			0 06
" " 8-in., "			0 05½
" " 10-in., "			0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—			
to 70 in.	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.			

SPRING HINGES.
Chicago Spring Butt Company.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago (Ball Bearing) Floor Hinges, 40 and 5 per cent.
Garden City Fire Engine House Hinges, 12½ per cent.
Chicago Saloon Door Spring Hinges, 12½ per cent.

HOES.
Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00	4 50

HOLLOW WARE
Tinned cast, 35 per cent

HOOKS.
Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.
Wrought hooks and staples Canadian discount 60 per cent.
Wire.

Hat and coat, discount 62½ per cent.			
Belt	per 1,000	....	60
Screw, bright, discount 62½ per cent.			

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list	Oval
M.R.M. Co. brand, 55 per cent.	Head
"Monarch," 50 and 7½ per cent.	
"Peerless" 50 per cent. dis.	

HORSESHOES.
F.O.B. Montreal

M.R.M.'Co. brand, base	3 65	
New Pattern "P B." horseshoes	3 50	

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.
Discount 50 per cent.

KEYS.
Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American ..... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin ..... per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw ..... per gross	1 30	2 00
White door knobs....per doz.	....	2 00

LAMP WICKS.
Discount, 60 per cent.

LADDERS, EXTENSION.
Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00	
Ordinary, with O burner	"	50	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LOCKS.
Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle discount 30 per cent
Padlocks.

English and Am.	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.
Iron and Brass.
Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.
German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	....	1 15

MILK CAN TRIMMINGS.
Discount 25 per cent.

NAILS.	Cut.	Wire.
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	85	2 50
No. 1	85	
No 1573	75	

NAIL SETS.

Square, round and octagon,	per gross	3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	6 75
Plumbers	"	....	3 00

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.)
Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.
Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "	"	...	9 60

PLANES.
Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.

POULTRY NETTING.
2-in. Mesh, 19 w.g., dis. 50, 10 and 5 per cent
All others 50 per cent.

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00	9 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Hardware and Metal Want Ads. bring results. Scores of testimonials received from satisfied advertisers prove our statement. Try it yourself.

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

PUNCHES.

Saddler's per doz.	1 00	1 85
Conductor's "	3 00	15 00
Tinners', solid per set	....	0 72
" hollow per inch	....	1 00

RAKES.

Wood..... per doz. net 1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros' "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 3 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 10½
Pure Manilla	0 15
"British" Manilla	6 11½
Cotton, 3-16 inch and larger	0 21 0 25
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet per doz.	0 60
" " 60 feet "	0 75
" " 72 feet "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

S. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete each 0 75 2 75
" frame only each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century $6 25
" " No. 1 Maple Leaf 5 25
" " Happy Medium 4 25
" " Watch Spring 4 25
" common frame 4 00

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb..... .... 0 31

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood per doz.	3 25	4 00
" iron "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net..... 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50

(Hollow Back)	(Reinforced S Scoop.)
Moose $17 50	$16 30
Bear 15 00	15 30
Fox 12 50	14 30
Black Cat 10 00	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492 per doz.	190	2 25
" No. 493 "	2 40	2 55
" No. 494 "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita per lb.	0 28	0 60
Hindostan "	0 06	0 07
" slip "	0 09	0 09
Labrador "	....	0 13
" Axe "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch " "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.
German per doz. 75 5 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress per lb	0 33	0 45
Staging "	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "	6c.	extra
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1 25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING.

Galvanized barb	....	2 60
Galvanized, plain twist	....	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 45
" No. 11	3 10
" No. 12	2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 45
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Leader, 11 in. per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in. "	....	29 00

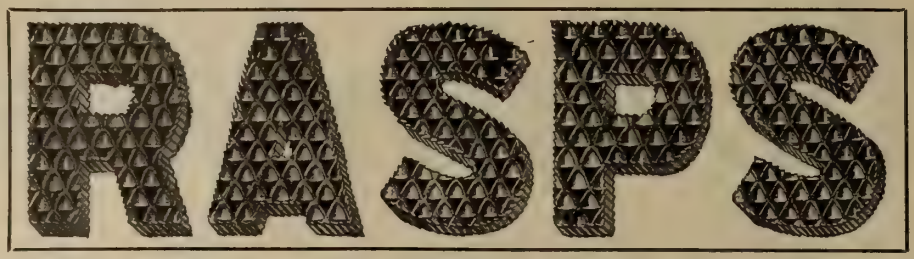
Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS

Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Albany Hardware Specialty Co 16
American Shearer Mfg. Co..... 57
Armstrong Mfg. Co 78
Armstrong Bros Tool Co 17
Arnsen, Andrew 15
Atkins, E. C., & Co..... 9
Atlas Mfg. Co..... 12

B

Barnett, G. & H. Co....outside back cover
Barrett, Jos., & Sons..... 88
Batty Stove Co. 12
Bell, Thomas, Sons & Co 63
Berry Bros..... 67
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co 57
Bowser, S. F , & Co..... 23
Brantford Roofing Co. 9
Burr Mfg. Co..... 12

C

Cameron & Campbell. 24
Canada Foundry Co 12
Canada Iron Furnace Co..... 61
Canada Metal Co..... 12
Canada Paint Co..... 66
Canada Paper Co 12
Canada Smelting Works 61
Canadian Bronze Powder Works..... 63
Canadian Fairbanks Co 81
Canadian Heating & Ventilating Co.. 21
Canadian Rubber Co....outside back cover
Canadian Sewer Pipe Co..... 61
Canadian Shovel & Tool Co..... 4
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 23
Clauss Shear Co..... 83
Cluff Bros..... 80
Consolidated Plate Glass Co..... 68
Consumers' Cordage Co..... 10
Copeland-Chatterson 69
Covert Mfg. Co 57
Cumming Mfg. Co..... 11

D

Davenport, Percy P..... 88
Davidson, Thos., Mfg. Co..... 4
Deseronto Iron Co..... 61
Dieckmann, Ferdinand..... 69
Dominion Cartridge Co. 10
Dominion Wire Mfg. Co..... 13
Dorken Bros..... 64, outside front cover
Dowswell Mfg. Co 72

E

Eadie, H. G..... 61
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa..... 13
Erie Specialty Co..... 72

F

Fenner, Frederick 63
Forman, John 80
Forwell Foundry Co 78
Fox, C. H..... 18
Francis-Frost Co..... 21
Frothingham & Workman 6

G

Galt Art Metal Co..... 71
Gibb, Alexander..... 18
Gibsone, J. B..... 18
Gilbertson, W., & Co..... 61
Glauber Brass Co..... 78
Greening, B., Wire Co..... 73
Guelph Spring & Axle Co..... 15
Guelph Stove Co..... 16
Gurney Foundry Co..... 21, 79
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hanover Portland Cement Co..... 17
Harrington & Richardson Arms Co 22
Harris, J. W., Co..... 14
Hart & Cooley Co..... 88
Heinisch, R., Sons Co..... 17
Henderson, J. A..... 80
Henderson & Potts Co 64
Heney, E N., & Co..... 88
Hobbs Mfg. Co 65
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 18
Hyde, F. & Co..... 72

I

Imperial Varnish and Color Co..... 62
International Portland Cement Co.... 17

J

Jamieson, R. C., & Co..... 63
Jardine, A. B., & Co. 61
Johnson's, Iver, Arms and Cycle Works 70

K

Kemp Mfg. Co..... 24
Kerr Engine Co..... 80

L

Leslie, A. C., & Co. outside front cover, 61
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 73
London Foundry Co..... 9
London Rolling Mills 57
Louden Machinery Co. 57
Loughead, J. S., & Son 12
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 82
McArthur, Corneille & Co. 15
McCaskill, Dougall & Co..... 63
McClary Mfg. Co..... 22
McConnell, R. J 57
McDougall, R., Co..... 88

M

Maple Leaf Harvest Tool Co 8
Marlin Firearms Co..... 19
Martin-Senour Coing Mill Co..... 67
Merrell Mfg. Co..... 78
Metal Shingle and Siding Co..... 14
Metallic Roofing Co 59
Mitchell, H. W 18
Montreal Rolling Mill 71
Morrison, James, Brass Mfg. Co..... 74
Morrow, John, Machine Screw Co 17
Mueller, H., Mfg. Co 81
Munderloh & Co..... 85

N

Newman, W., & Sons 57
Nicholson File Co.. 86
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 61
Novelty Mfg. Co 15

O

Oakey, John, & Sons..... 61
Ontario Lantern & Lamp Co..... 19
Ontario Tack Co..... 69
Ontario Wind Engine and Pump Co .. 12
Orford Copper Co..... 61
Oshawa Steam & Gas Ftting Co..... 78
Owen Sound Wire Fence Co..... 23

P

Paterson Mfg. Co..... 84
Pearce, Frank, & Co 18
Pelton, Godfrey S 63
Penberthy Injector Co..... 81
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 14
Phillips, Chas D 17
Phillips, Geo., & Co..... 73
Pink, Thos 11

Q

Queen City Oil Co..... 57

R

Ramsay, A., & Son Co..... 65
Reid, David, & Co..... 18
Robertson, James Co....inside back cover
Roper, J. H 23
Round, John, & Son..... 17

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 65
Scott, Bathgate & Co..... 18
Seymour, Henry T., Shear Co..... 17
Shantz, I. E., & Co..... 78
Sharratt & Newth 12
Sherwin-Williams Co..... 60
Silberstein, A. L. 1
Silica Barytic Stone Co..... 17
Spear & Jackson..... 2
Stairs, Son & Morrow..... 86
Standard Ideal Sanitary Co..... 74
Standard Paint and Varnish Works... 63
Starr Mfg. Co. 13
Steel Trough and Tank Co..... 12
Stephens, G. F., & Co..... 57
Sterne, G. F., & Son 18
Stewart, Jas., Mfg. Co..... 18, 20

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co. outside back cover

U

United Brass Mfg. Co..... 79

V

Vickery, O..... 78

W

Wallace Barnes Co 80
Welsh Tinplate & Metal Stamping Co. inside back cover
Western Wire Nail Co 72
Wilcox Mfg. Co..... 14
Winnipeg Paint and Glass Co 57
Wright, E. T., & Co 12

CLASSIFIED LIST OF ADVERTISEMENTS.

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Cutts, C. M., & Co., Toronto Junction.

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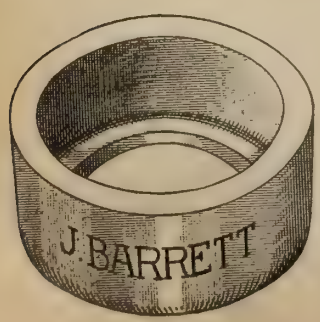


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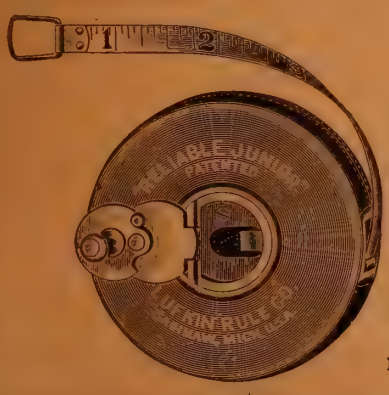
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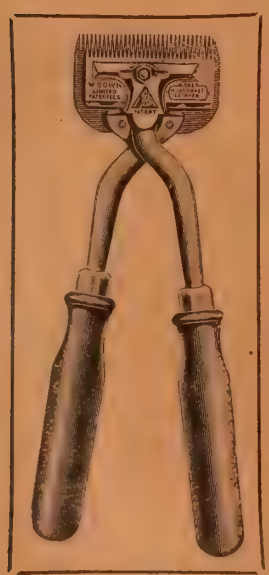
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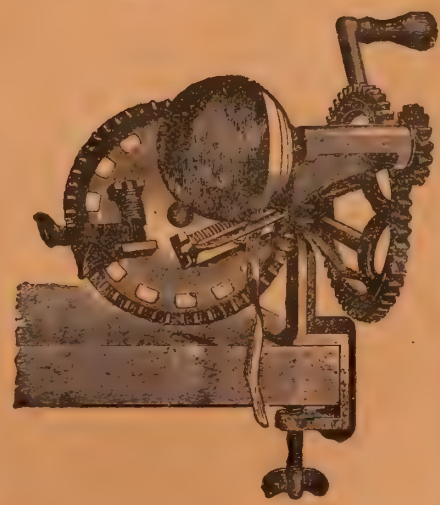
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This man finds in this parer what his customers come to his store to get—value for the price paid.

To say that the "HUDSON" PARER has no equal is to tell the truth.

OF YOUR JOBBER OR

TAYLOR-FORBES COMPANY, LIMITED

MONTREAL BRANCH, 122 Craig St. West
Head Office and Works, GUELPH, ONT.

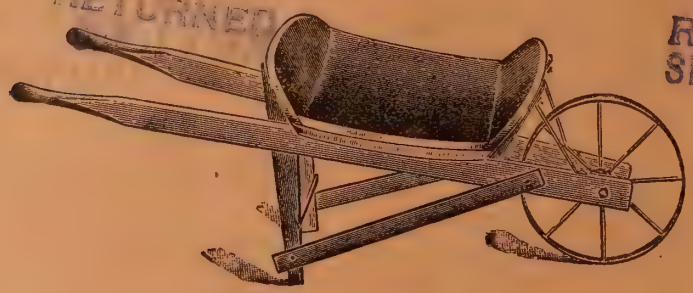
AGENCIES:
H. C. ROGERS, St. John, N. B.
W. A. MACLENNAN, Vancouver, B. C.

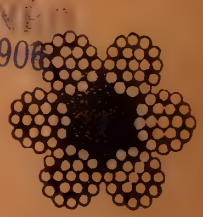
See Classified List of Advertisements on Page 67.

Contractors' Supplies

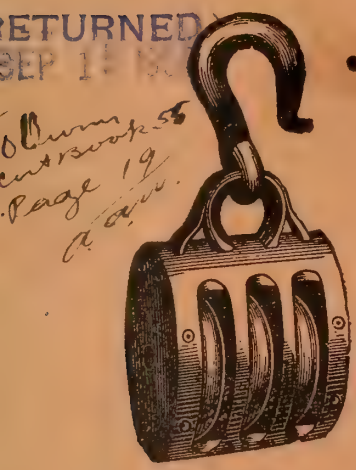
OF ALL KINDS

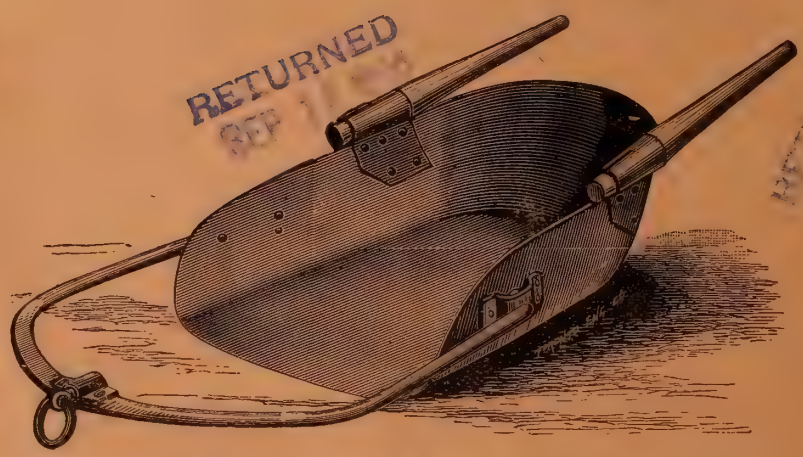






WIRE ROPE **WHEEL BARROWS** **WIRE ROPE**







WOOD OR STEEL **BLOCKS**

ROAD SCRAPERS

WOOD OR STEEL **BLOCKS**

Write for Prices

RICE LEWIS & SON

LIMITED

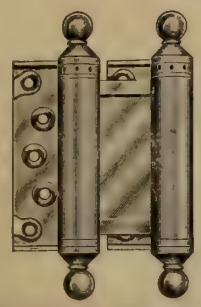
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

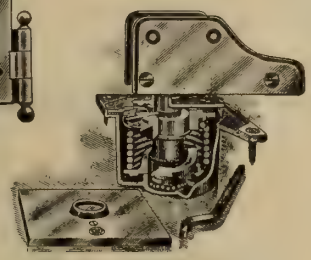
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of **WINCHESTER** and **DOMINION** Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

OTTAWA, ONT.

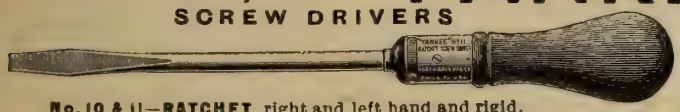
Other Tools are very Good Tools, but

"YANKEE TOOLS"

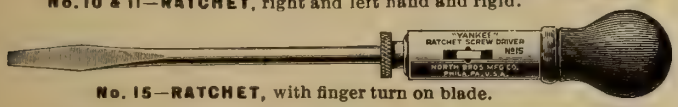
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—**RATCHET**, right and left hand and rigid.



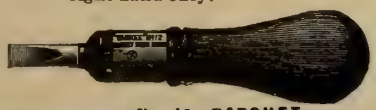
No. 15—**RATCHET**, with finger turn on blade.



No. 30—**SPIRAL RATCHET**—right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



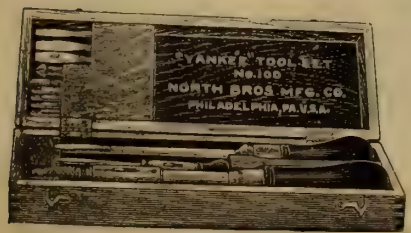
No. 12—**RATCHET**, with stub blade



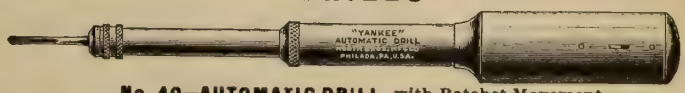
Countersink, for spiral ratchet screw driver.



No. 60—**POCKET SCREW DRIVER.**



DRILLS



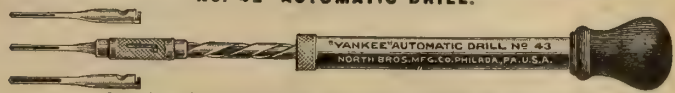
No. 40—**AUTOMATIC DRILL**, with Ratchet Movement.



No. 41—**AUTOMATIC DRILL.**



No. 42—**AUTOMATIC DRILL.**



No. 43—**AUTOMATIC DRILL**, for light drills only.



No. 44—**AUTOMATIC DRILL**, with adjustable tension on spring.



No. 50—**RECIPROCATING DRILL**, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Down Draft Forge No. 02D.

Buffalo Stationary Forges, both with and without down draft attachments, are made in various styles suitable for every class of work, and form the subject of a special catalogue.

Buffalo Blacksmith Tools

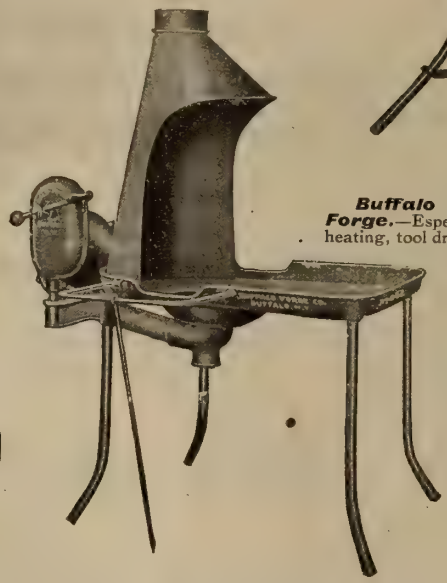
Growing tools. These four tools shown herewith have been developed during the last decade until they represent the best values that exist in smith shop equipment. Thoroughly good in every detail, their use denotes the progressive craftsman.



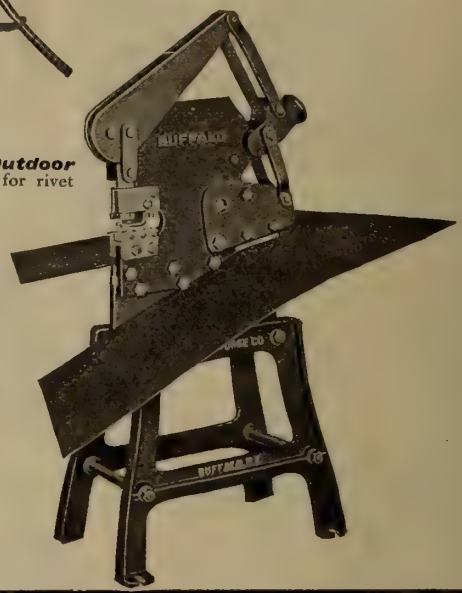
Buffalo No. 625 Outdoor Forge.—Especially designed for rivet heating, tool dressing, etc.

Buffalo Punch, Shear and Bar Cutter

All combined in one tool. Frame is of Armour plate. Cast iron stand. Balance of machine is of drop forgings and crucible steel. Punches ½-in. hole in ⅜-in. plate. Shears plate of any width and up to No. 8 gauge. Bar cutter cuts off round bar from ¾-in. to 0-in. and flat bar 2½-in. x ⅜-in. Weight, 320 lbs.



Buffalo No. 650 Forge.—Fitted with our No. 200 Blower. Self-contained, durable, powerful.



CANADIAN BUFFALO FORGE CO., LIMITED

Office and Works:

Montreal, - Que.

Send for Catalogues and full particulars.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

LEATHER HALTERS



Best value on the market.

No. 4485 — 1¼-in. selected English Russet Leather, very strong and well sewed. 5-ring, without shank.

Also Web Halters, all shapes, Plaited Rope Halters, all patterns, with and without shank, Sisal and Jute Ring and Snap Halters, all sizes, ⅜-in. to ⅝-in.

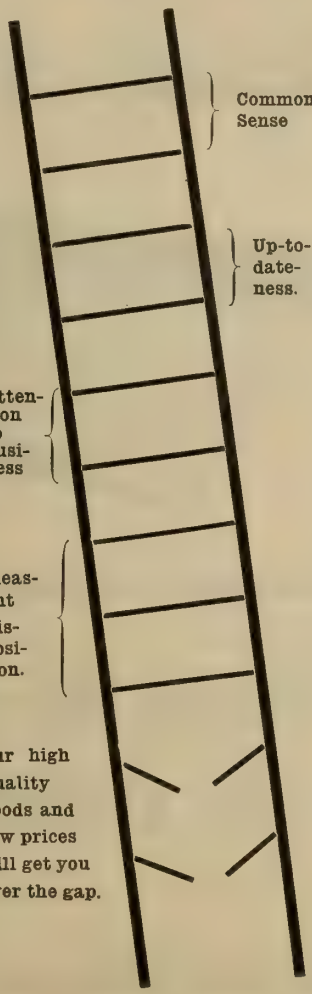


Defiance, 1 and 1¼-in. Russet or Black, Rope Tie.

Complete stock of Horse Blankets, Surcingles, Whips.

IT'S ALL IN THE START

● *SUCCESS*



Our high quality goods and low prices will get you over the gap.

—WRITE US—

We'll give you the start, then it's plain sailing.

FELT HOUSINGS

For Heavy Team Collars

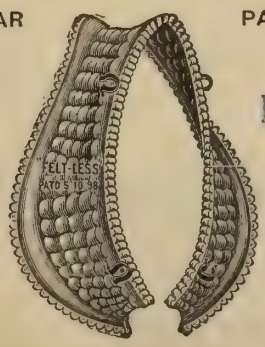
Best Quality Felt



No. 2 Vici, 9-in. wide, orange color, four hooks, assorted lengths, 19-24 in.

Collar Pads in different qualities and widths, including ordinary cotton, with straps or hooks, 9 to 13-in. wide, also the white and brown, and the celebrated Felt-less.

COLLAR PADS



No. 10—Felt-Less

Old Gold Drill, Pink Felt Edges, Composite Stuffing, Five Rows of Quilting, Four Hooks, width about 10-in., 19 to 24 in.

And everything in the Horse Line. Ask our travelers to show you their samples.

LEWIS BROS., Ltd.

Montreal

OTTAWA TORONTO **WINNIPEG** **VANCOUVER CALGARY**

SCOOPS

Grain, Coal, Locomotive, House Furnace

MOOSE
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

1st Grade



BLACK CAT
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

4th Grade



Sectional View Showing Converse Reinforced Shoulder (Patented)



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

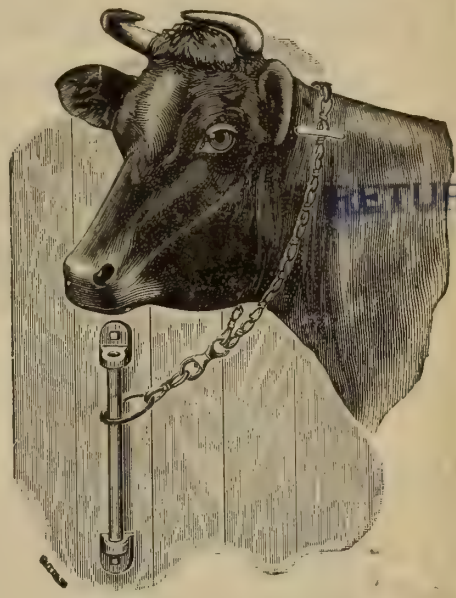
COW CHAINS



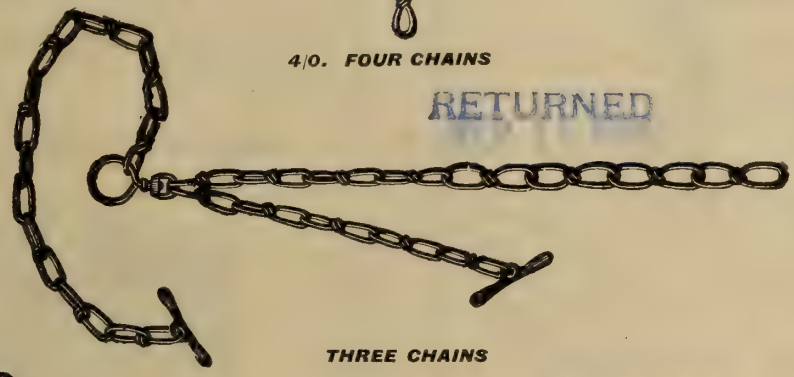
SPECIAL STALL FIXTURES



4/0. FOUR CHAINS



SPECIAL STALL FIXTURES



THREE CHAINS



STALL FIXTURES
Stamped Steel.



OPEN RING



CLOSED RING



STALL FIXTURES
Round, Forged.

For other lines of Chains see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory: Dufferin Street, Toronto, Ont.

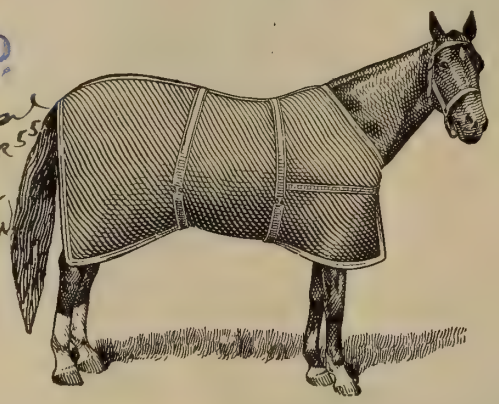
We Ship promptly

Do you want to sell a horse blanket that gives satisfaction?

You surely do. Then sell the **"Stay-on."**

There is no such thing as finding the horse in the morning with the blanket under his feet and with a cold, if he wears a **"Stay-on"** blanket.

RETURNED
SEP 22 1906



The **"Stay-on"** blankets have other advantages. They are shaped to fit the horse, are provided with straps and snaps, and do not require surcingles.

They are made in all the usual materials—Duck, Dutch Kersey and Jute.

Our full line is described in our **"Sporting and Fall Goods"** catalog.

F.&W.

Padlocks are good sellers in the Fall of the year.

At that season people who have things to lock up are getting them under cover for the winter.

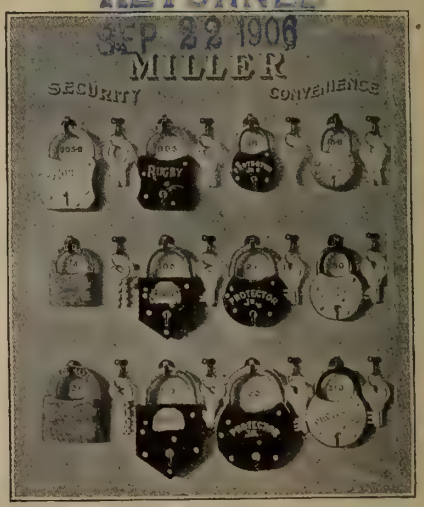
Variety and quality in your stock of padlocks will enable you to do a large trade in that line.

Padlock assortments on cards allow you to keep a variety of padlocks without buying a large quantity.

Buy padlock assortments, and buy the **"Miller"** for quality and saleability.

Ask our travellers for prices or write direct.

RETURNED
SEP 22 1906



"MILLER" ASSORTMENT "B."

HARDWARE F. & W. Limited, MONTREAL

(FROTHINGHAM & WORKMAN, Limited)

WE DO

GALVANIZING

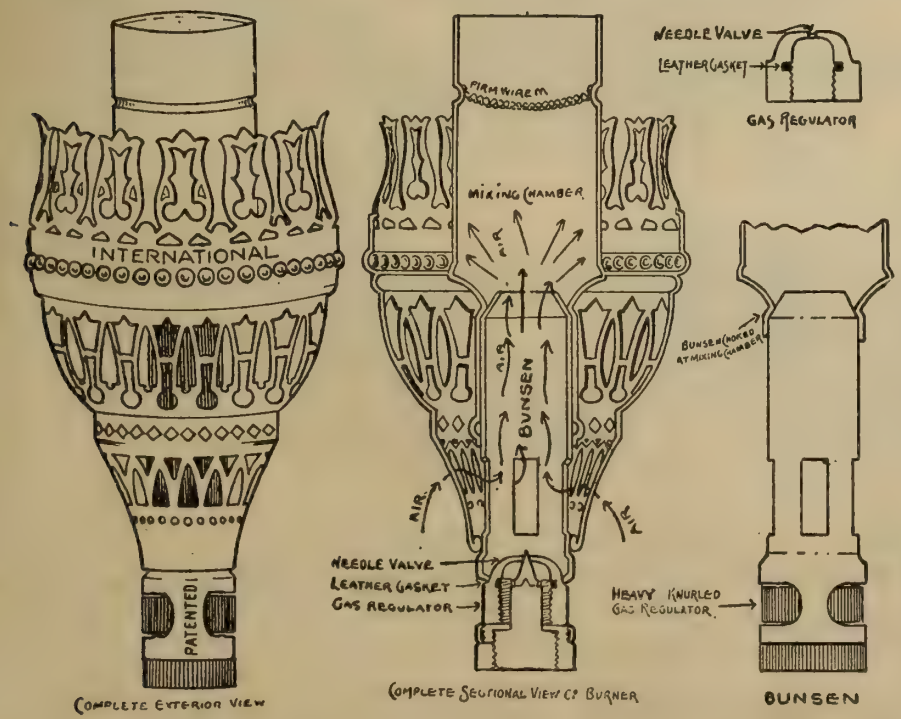
IRON, CAST, MALLEABLE,
WROUGHT, SHEET, FITTINGS

QUICK

Phone M. 1729
31 WILLIAM ST., TORONTO

THE CANADA METAL CO.

1906 Improved "INTERNATIONAL" BURNER 1907



TRY A SAMPLE DOZEN
Satisfaction Guaranteed

THREE FINISHES
CLOSED OR OPEN BASKET

	PER DOZ.
Polished Brass -	$4 25
Brushed Brass -	4 90
Oxidized Copper -	4 50
Deck Plates - -	0 15

The most Scientific Burner on the market today. Nothing to equal it in efficiency or appearance.

AN ORNAMENT IN THE MOST ARTISTIC HOME

Leather Packing or Gasket makes it absolutely impossible for any leakage of gas from the needle valve adjustment. Cannot light back into the bunsen or puff out when lit. The accompanying detailed sketch cannot fail to convince the most skeptical of its many advantages over every other burner on the market.

Manufactured expressly for and controlled in Canada, Great Britain and United States by

The International Gas Appliance Co., Limited
535, 537 and 539 Queen St. East, TORONTO, CAN.

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



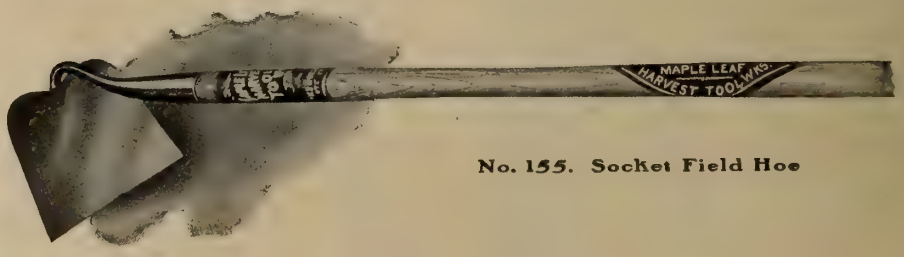
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



No. 155. Socket Field Hoe

To THE MERCHANTS:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



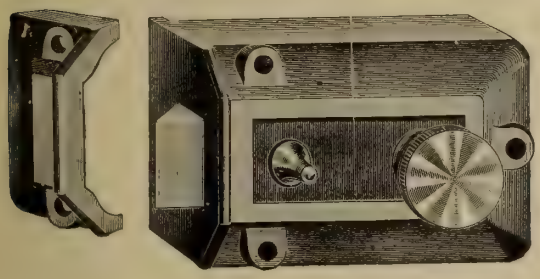
BRANTFORD "ASPHALT" "RUBBER" ROOFINGS

EASILY APPLIED.
FIRE-PROOF, ALKALI-PROOF, WATER-PROOF.
ELASTIC, STRONG AND DURABLE.
STEEP OR FLAT ROOFS.

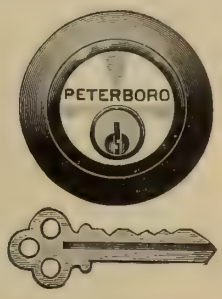
Get Sample and Circular and Price

BRANTFORD ROOFING CO., LIMITED
BRANTFORD, ONTARIO

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

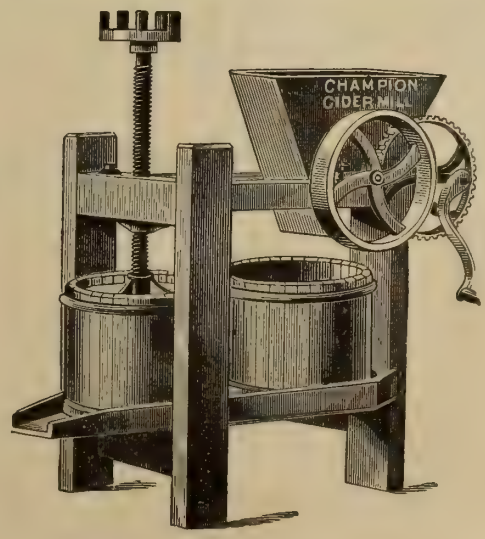


IT CUTS NAILS

Our new Nest of Saws contains a Compass, Keyhole and Metal Cutting Blade—fitted to an adjustable handle.
Indispensable to every Carpenter, Plumber, Electrician, Gas Fitter—or where nails are in the way. At your Dealers or write for Saw Sense Booklet. Tells all about it.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skeins,

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA



Constant Testing !
Constant Inspecting !
Constant Hustle !

Seventy-five per cent. of the Cartridges made in Canada are made by

DOMINION CARTRIDGE COMPANY LTD.
MONTREAL

Testimonials from dealers in all parts of the world.

Prices furnished on application.

When ordering ammunition through your jobber specify "Dominion."

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

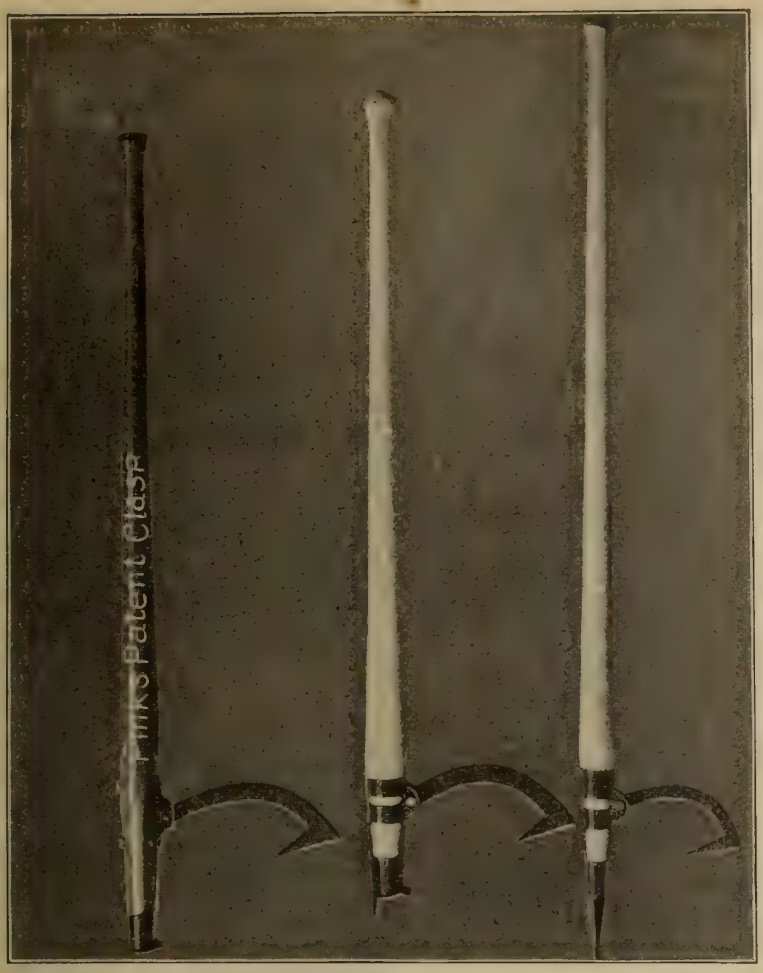
Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants.

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

No. 99



WE ARE HEADQUARTERS FOR

Red Hot Sellers

OUR

POTATO MASHERS

MASH AND SMASH ALL RECORDS FOR

Strength **Neatness**
Durability **Profitableness**

GET IN TOUCH WITH US BY GETTING OUR ILLUSTRATED CATALOGUE

Our goods are sold by all leading jobbers

MADE BY

The CUMMING MFG. CO., LIMITED

RENFREW, ONT.

No. 88



MINCING KNIVES
CAN OPENERS
TOWEL ROLLERS
IRONING BOARDS

Western Representatives:
F. A. Reinhardt
J. J. Maguire
608 Ashdown Bld., WINNIPEG, Man.

CUMMING'S GOODS ARE GOOD GOODS

WATERPROOF WRAPPING PAPER

TRADE MARK

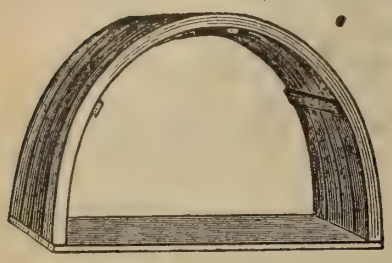
This design a guarantee of quality.

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

ESTABLISHED 1867



J. S. LOUGHEAD & SON, Sarnia, Ont.

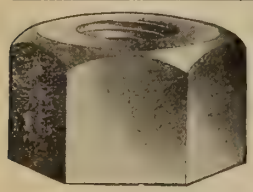
Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a complete line of parts for ***Wagons, Carts, Sleighs, Buggies*** and ***Cutters.*** We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making ***Heavy Stock*** for Wagons, Carts and Sleighs, also ***Straight Heel Shafts*** and ***S.B. Poles*** in all sizes.

We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD,** **21 St. Peter St., Quebec, P. Q.**



COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws ***Thumb Screws***
Set Screws ***Machine Screws***

SPECIAL DISCOUNTS TO THE TRADE

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

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Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

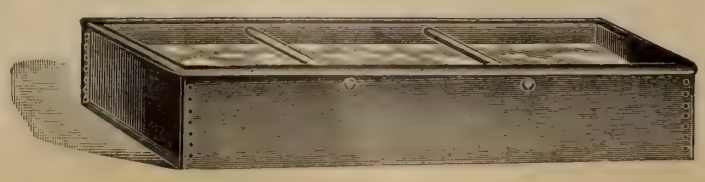


To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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STEEL TANKS



Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

The Steel Trough and Tank Co., Limited, - Tweed, Ontario



VORTEX HOT BLAST COAL STOVE

for Soft Coal, Lignite, Hard Coal, Wood, and lighter fuel

For Sale by

E. T. Wright & Co., Hamilton, Canada



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

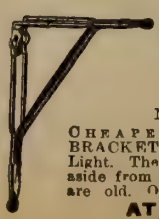
Batty Stove and Hardware Co.

182 Adelaide Street West

WORK AND PRICES RIGHT
GALVANIZING
ONT. WIND ENGINE & PUMP CO.
TORONTO, ONT. LIMITED.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobber.

ATLAS MFG. CO.,
New Haven, Conn.,

WHERE AND WHEN

Where shall we ship that quantity of

Furnace Cement and Stove Putty

and when shall we ship it?

You say you want the best obtainable, so we get the order.

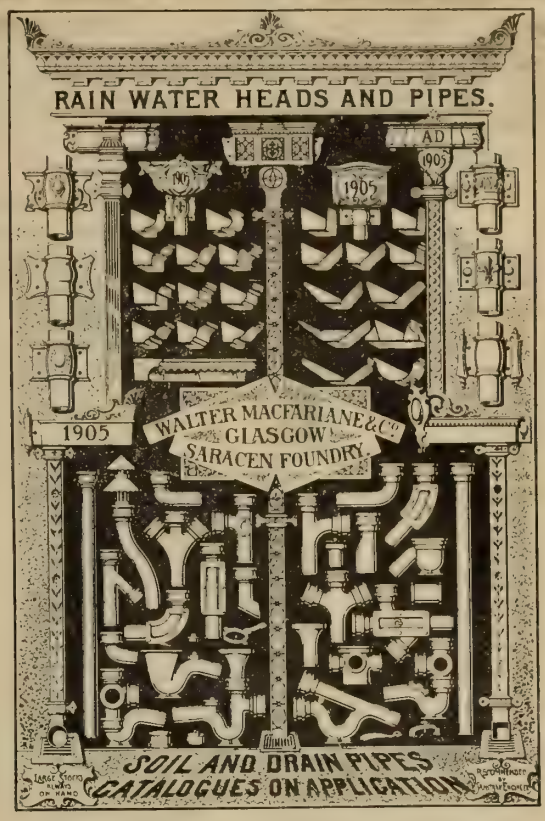
☞ Now, for the directions!

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.



AGENTS

W. Porteous Jack, 1256 Robson, Vancouver, B.C.

AND

Geo. Peatt & Co., P.O. Box 466, Winnipeg.

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

WIRE

Barb

Plain Twist

Galvanized

Galvanized Coiled Spring

Plain Wire

Annealed

Oiled and Annealed

Coppered

Tinned "for all Purposes"

Fine Wire "all kinds"

Brass and Copper Wire

Pure Copper Wire for Electrical Purposes

Dominion goods for people who live in the Dominion

Dominion Wire Man'fg. Co.

LIMITED

MONTREAL—TORONTO

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

WIRE NAILS

Fence Staples

Blind Staples

Bed Staples

Poultry Netting Staples

SCREWS Iron and Bronze, Brass and Nickel Plated

Flat, Round, Oval Heads

JACK CHAIN Iron and Brass, Single and Double

Wire Coat and Hat Hooks

Wire Door Pulls

BRIGHT GOODS

Screw Hooks, Screw Eyes

Cate Hooks and Eyes, Etc.

Spring Cotters.



Our new style Scoop is a "thing of beauty," besides being strong and serviceable. We are making Locomotive, Grain and Coal Scoops in all sizes. Let us book your sample order for our new Furnace Scoop.

IN FOUR GRADES:

"PETERBOROUGH"
"LUNDY"
"IRWIN" and
"HILL"

Quality and Workmanship Fully Guaranteed

Drop a post card for our Illustrated Catalogue.

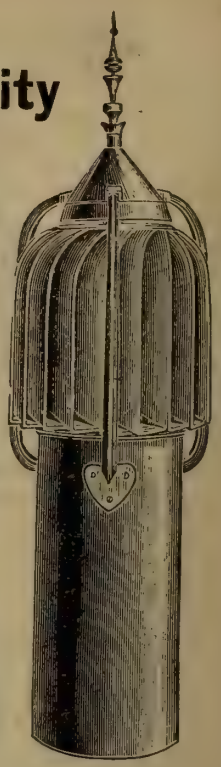
The Peterborough Shovel and Tool Company, Limited

PETERBOROUGH, ONT.

It Saves Lives
A Building Necessity

These are the names that have been made synonymous with the

AEOLIAN VENTILATOR



We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern buildings can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

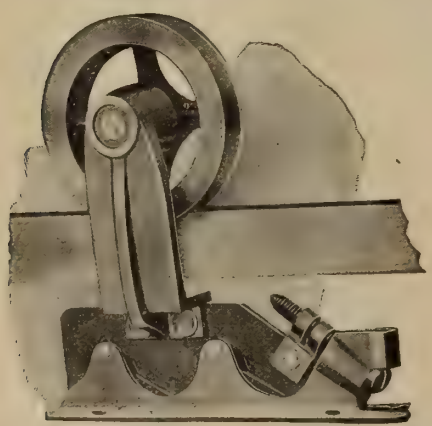
ONE TESTIMONY:

MONTREAL, June 12th, 1903.
Canadian Pacific Railway Company.
Messrs. J. W. HARRIS CO., LIMITED,
7 St. Elizabeth St., Montreal, Que.

Gentlemen—Answering yours of June 1st, I am not personally familiar with the merits of the "AEOLIAN" Ventilators, but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type, manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station, and elsewhere, have proved satisfactory. Yours truly,

E. H. MCHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited
Successors to LESSARD & HARRIS
General Contractors and Manufacturers
MONTREAL



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless
Adjustable Track

Brass Bushed
Roller Bearings

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

CLASSICAL METAL CEILINGS

are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited
Preston, Ontario

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

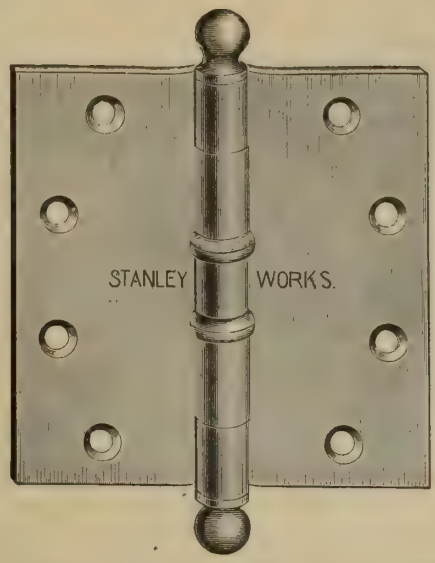
Stanley's Ball-Bearing Hinges

FOR ALL THEIR IMPORTANT WORK. DEALERS SHOULD HAVE THEM IN STOCK.



CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE



MADE IN WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION.

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

B. A. GRAUTOFF & CO.
8 Fenchurch Buildings, London, E.C.
Import and Export.
Old established house with highest connections in Great Britain and on the Continent of Europe.
Cable Address, "Grautoff London," Liebers Code.

Proper Heating Essential

Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

A trial order will make you a regular customer. 53

London Rolling Mills
London, Canada.



HARDWARE CLERKS WANTED **BUSINESS FOR SALE** **TINSMITH WANTED**

For anything under these headings try "HARDWARE AND METAL" if you want results

2 Cents a word for one insertion.

And one cent a word for subsequent insertions

"BEST GOODS AT RIGHT PRICES" (OUR MOTTO)

THE PERFECT IDEA CAST RANGE FOR COAL AND WOOD



Is the only range that can be equipped with gas attachment on the back holes. This attachment does not interfere with the working of the range for winter use, when other fuel is to be burned.

Throughout, it is a beautifully finished and perfectly fitted high-grade range.

Prospective buyers will be attracted by the appearance of the "Perfect Idea," and convinced by its workmanship.

Write for Catalogue.

THE GUELPH STOVE CO., Limited, GUELPH, CANADA

Would You Save A Cent?

BUSINESS SYSTEMS LIMITED — SYSTEM THE SECRET OF SUCCESS — TORONTO.

It seems hardly worth the effort to save a single cent—but where do the pennies go?

Business is a serious matter.

Have you a system in your office department that shows you exactly what a certain nut or bolt has been costing you for the past five years, with all the details of every order.

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When Brown & Co.'s representative comes in, you are not in a position to buy right unless you know what you bought at last time.

And you are not in a position to sell to advantage unless your stock records will show you in a second what you have to offer.

Detailed, mechanical information is an aid to both buying and selling.

Business Systems give the maximum of information with the minimum of labor.

Business Systems keep you in close touch with every active detail of your business.

Business Systems are more economical in the first place and as the entries are made, your books show you what you want to know.

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Your request will bring detailed information by return mail.

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Telephone: *Main 1678.*

Factories: *Sheffield, England*

JOHN ROUND & SON, Limited

Manufacturers of

HIGHEST GRADE TABLE CUTLERY,
SILVER PLATED AND NICKEL SPOONS AND FORKS,
PEARL HANDLE DESSERTS AND FISH EATERS IN CASES,
COMBINATION CABINETS, OAK GOODS, Etc.

REGISTERED TRADE MARKS



ESTABLISHED 1847

Hotel Silverware Our Specialty

(We guarantee the actual deposit of silver on each individual dozen.)

For honest value our goods cannot be surpassed. See our line, and it will convince you itself.

CANADIAN OFFICES AND SALES ROOMS

CORISTINE BUILDING, MONTREAL

WRITE FOR CATALOGUE



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs. Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

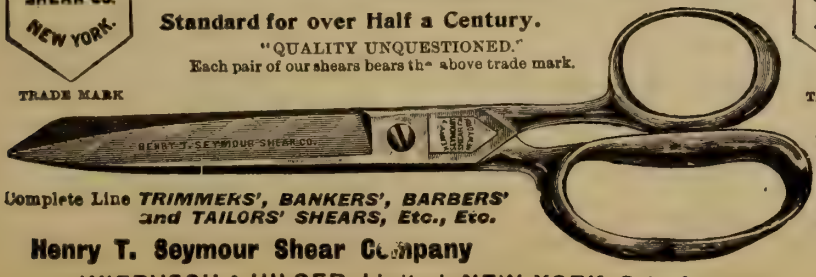
HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Latest Catalogue will be sent in exchange for your business card.

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipment.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO. OF ONTARIO Limited

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Ask for quotations for Septic Tanks.

"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

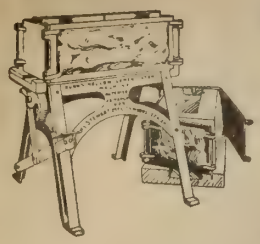
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

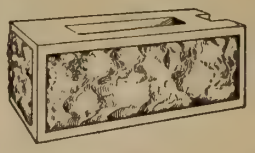
Emlyn Engineering Works
NEWPORT, MON., ENGLAND



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

A PROPOSITION

FOR YOU TO CONSIDER MR HARDWAREMAN

Our **GLAZIERS' DIAMONDS** are the best on the market.

WHY?

Because we have had sixteen years' experience choosing diamonds and setting for the works. Besides we are supplying the largest merchants in the world.

A. RUDD & CO., ST. HELENS, Lancashire, England

J. B. GIBSONE, P.O. BOX 478, MONTREAL

Sole Canadian Agent.



Get "Sterne's"—That's Right!

Making cement is easy—making perfect cement is not so easy.

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

is the "perfect" goods. Dealers tell us they wonder how we make it for the price we charge. You are charged no more than the others.

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents and Brokers

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Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants, 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

ONE CENT

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.

STOCK CONTINUOUS LEDGERS

$21.00 Size 8x12 — **$23.75** Size 12x12

The above prices are for a complete outfit, comprising--

1 REGULR CRAIN CONTINUOUS BINDER AND INDEX
1 "K" SECTIONAL POST CANVAS TRANSFER BINDER AND INDEX,
ONE THOUSAND PAGES (500 LEAVES)

The continuous Binder is the same in every particular as the high-class goods we have always manufactured.

Different Ledger Rulings to choose from on best ledger paper.

Before placing your order for a new ledger this fall write us for further particulars.

LOOSE-LEAF SYSTEMS — CRAIN — OTTAWA, ONT.

The Rolla L. Crain Co., Limited

OTTAWA CANADA

BRANCHES and AGENCIES

TORONTO OFFICE—18 Toronto St.
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WINNIPEG OFFICE—Sylvester-Wilson Bld'g.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.



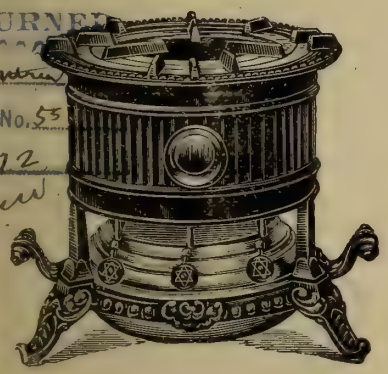
Fiftaen Different Dasigns

Are used by practically all best players in Canada—and have been for 40 years. Don't you want Skates that are everywhere recognized as the best, and that sell themselves because they are well advertised? If you don't know **"Starr" Skates** and **"Rex"** and **"Mic-Mac" Hockey Sticks** write for our new 1907 Catalogue.

Starr Manufacturing Co., Limited
DARTMOUTH, N.S., CAN.
Branch Office, - Toronto, Ont.

FOR SPRING IMPORTATION

RETURNED
Cut Book No. 53
Page No. 72



Oil Stoves

with 1, 2 or 3 flames, tin or glass basins, nicely japanned or granite bodies; cast iron rims and neatly bronzed cast iron stands.

Also a big variety of other patterns.

DROP US A POSTAL RE. DETAILS AND PRICES.

F. W. Lamplough & Co.

MONTREAL

Wanted Hardware Dealers

As Agents for

Iron Fencing,
Fire Escapes,
Window Guards,
Lawn Seats,
Railings, Etc.

DENNIS WIRE & IRON WORKS CO., LIMITED
London, Ont.

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

Canadian Contract Record

Toronto, Montreal, Winnipeg, and Vancouver

$2 **$2**

Show Cards

Have you ever realized the valuable advertising space you have in your show window—that you can talk to thousands of passers-by by attractive show cards and price tickets?

We invite your inspection of the finest line ever made in Canada. Suitable for any business.

Our 72-page Catalogue, giving illustrations, is free to all interested.

The Martel-Stewart Co., Limited
Montreal, Canada

MIGHT and RIGHT

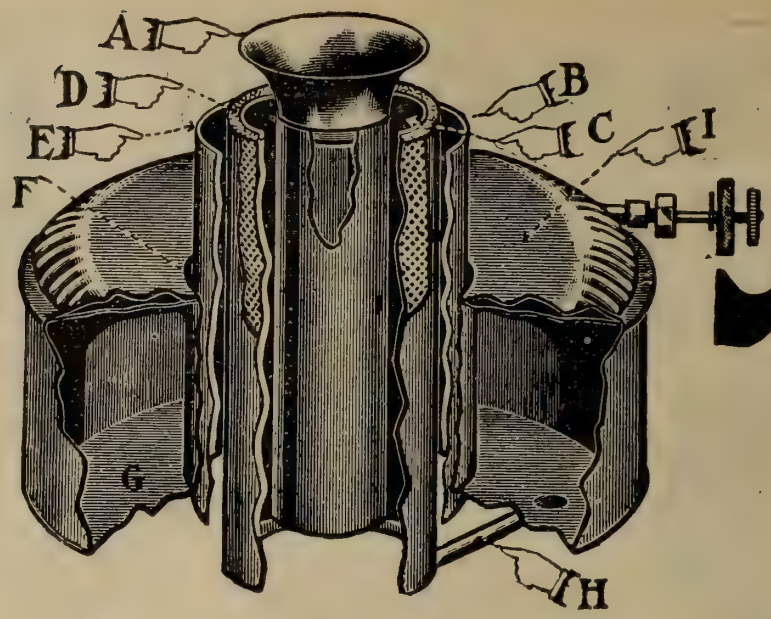
Want ads appearing between the covers of

Hardware and Metal

are read by the RIGHT people and ACTED on.

Want to sell. Want to buy. It makes no difference which. An expenditure of 25 or 50 cents in **Hardware and Metal** want columns will produce the desired result.

Rates 2c. per word, first insertion.
" 1c. " each subsequent insertion.



Our Safety Burner

Look at It

A—Flame spreader. B—Air space outside of Wick Tube. C—Air space inside of Wick Tube. D—Wick. E—Outside Casing to Burner. F—Air space between Fount and Outer Casing. G—Fount for Oil, entirely separate from Burner. H—Feed Pipe conducting Oil from Fount to Burner. I—Shield resting on top of Fount with air space underneath.

The Soul of the Heater

This **Grand Safety Burner** is what makes the Aluminum Oil Heater the **only best** and absolutely safe Oil Heater in the world. Look at it. Note the generous air passages which insure complete combustion, and therefore thorough radiation.

Look at it. Notice the solid flame spreader. There are no perforations to clog up with sticky substances. It cannot smell; it cannot smoke; it cannot explode. Remember that no other oil heater has this Grand Safety Burner. Dare you sell your Trade any other?



Aluminum Oil Heaters

Sell on sight, stay sold, and bring new customers.

Aluminum Oil Heaters work satisfactorily from the beginning—they are made perfect before we ship them from the factory. If you buy any other kind you will be sorry--and your competitor will get trade.

Our Smokeless Device on Aluminum Oil Heaters is exclusively our own. It is a perfect device, easy, simple, absolute in operation.

Anyone can take out the Wick and re-wick an Aluminum Oil Heater in a minute—you won't have to send a man out every few days to keep the Aluminum Oil Heater in order as you do with other kinds of Oil Heaters.

The Aluminum is the handsomest Oil Heater on the market. It is a finished product—but send for descriptive book. Better yet send an order to-day for Aluminum Oil Heaters. Put them in before the other fellow has a chance. The price is right.

Lewis Bros., Ltd.,

Montreal Toronto Ottawa Winnipeg Vancouver Calgary

Emerson & Fisher, Ltd., St. John, N.B.



It is a fact

that the majority of opinions we receive concerning

THE EMPIRE QUEEN RANGE

coincide with our own opinion. "A good baker," "a perfect cooking and heating stove," "an excellent cooking stove," "just the range to bake with," "I like it, for it is a satisfactory cooker"—this is the tone of the testimonials. Could a dealer ponder over these extracts without feeling that there must be something meritorious about **THE EMPIRE QUEEN RANGE,** something about it that makes a buyer say, "I'll take this range?

We Will Send a Booklet to any Dealer

The Canadian Heating & Ventilating Co.
Limited
OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.
THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE
TRADE MARK

IT COMPELS BUSINESS!

ARK-EL-ITE ASBESTOS STOVE LINING is a "can't-be-done-without" article.

One of its uses is as a fire-mortar for laying firebrick in boiler furnaces.

Another use is for lining and repairing stoves and ranges.

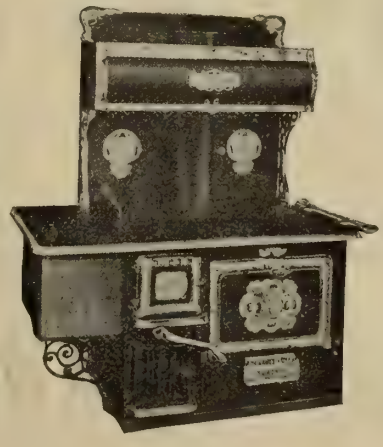
6-lb. packages and bulk.
Your Order handled with Rapidity.

THE FRANCIS-FROST Co. LIMITED
223 QUEEN ST. EAST
TORONTO, - - - CANADA

Our idea of a square deal is just this:

Design a range that will do its work better than any range of its kind.
Build that range half as good again as any other range that fetches the same price.
Work harder to sell that range **FOR** the dealer as we work to sell it to him.

Here's how it works in your case:



With an Oxford Chancellor Steel Plate Range on your floor you are fixed for any trade that comes your way.

Once it's there, we will take all the trouble and spend all the money that's needed to send the trade your way.

And we'll keep the Oxford Chancellor, year in and year out, enough better in value, looks and quality to hold the trade we get for you.

If you think that's only talk, write and tell us so.

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

114



Series No. 518

"FAMOUS" AIR-TIGHT HEATERS

Made in three series, Nos. 185, 518 and 510

"Famous" Air-tight Heaters are made from only the best grades of planished iron, and are carefully put together.

Have anti-rust coated, polished sheet-iron body, heavy sheet steel linings, and cast-iron pipe collar

The screw-damper for opening or checking the draft is perfectly air-tight when closed, and will shut the stove up so tight that fire can be retained for hours without going out.

These stoves are made in very small and very large sizes, so that a size can be had to suit any sized place.

As shown by the accompanying cut, series 518, have highly polished nickel rails and cast-iron tops, while all lines have ornamental urns.

"Famous" Air-tight Heaters are handsome enough for any house

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, Hamilton

"EVERYTHING FOR THE TINSHOP"

Jottings From a Hardware Dealer's Diary*

MARCH 3—If there is one thing that impresses me it is that I can sell anything that has selling strength in it

MARCH 11—This day I became the agent for **Maximum Light Glass**.

MARCH 12—Read with delight Prof. Schmidt's article on "The Danger of Store Darkness."

MARCH 18 — Profits on **Maximum Light Glass** $50.

MARCH 26 — Convinced that while Rome wasn't built in a day, possible to make dwellings light in a day.

MARCH 30 — Recived three compliments for my M. L. window display and booked five orders.

SOLE CANADIAN AGENTS

THE HOBBS MANUFACTURING CO., Limited, LONDON and WINNIPEG

GLASS IMPORTERS AND MANUFACTURERS

*The Business notes of the late Marmon Birmingham, known in certain parts of the West as "Sell-it" Birmingham.



You Can't Lose by "Trying"

Do you think there is profit selling wire fencing? Just figure for a moment how expensive timber is getting then you will see why so many gardeners, farmers, etc., use wire fencing and why the number will always be increasing.

If a townsman wishes to put

DILLON HINGE STAY FENCE

around his lawn the order would be just right for you. The profit is there without trouble—ideal conditions for the man selling "DILLON" Wire Fencing in conjunction with general hardware.

Let us send you prices.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal.
Messrs. Christie Bros. Co., Limited, Winnipeg.

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON

HARDWARE AND METALS
OF ALL DESCRIPTIONS

HEAVY GOODS SHEETS, PLATES COIL CHAIN, Etc.

Garden Shears Wire Netting

JAMES BARBER, Era Works, Sheffield

Finest Quality

TABLE AND POCKET CUTLERY
RAZORS, CARVERS, Etc.

Write for quotations to

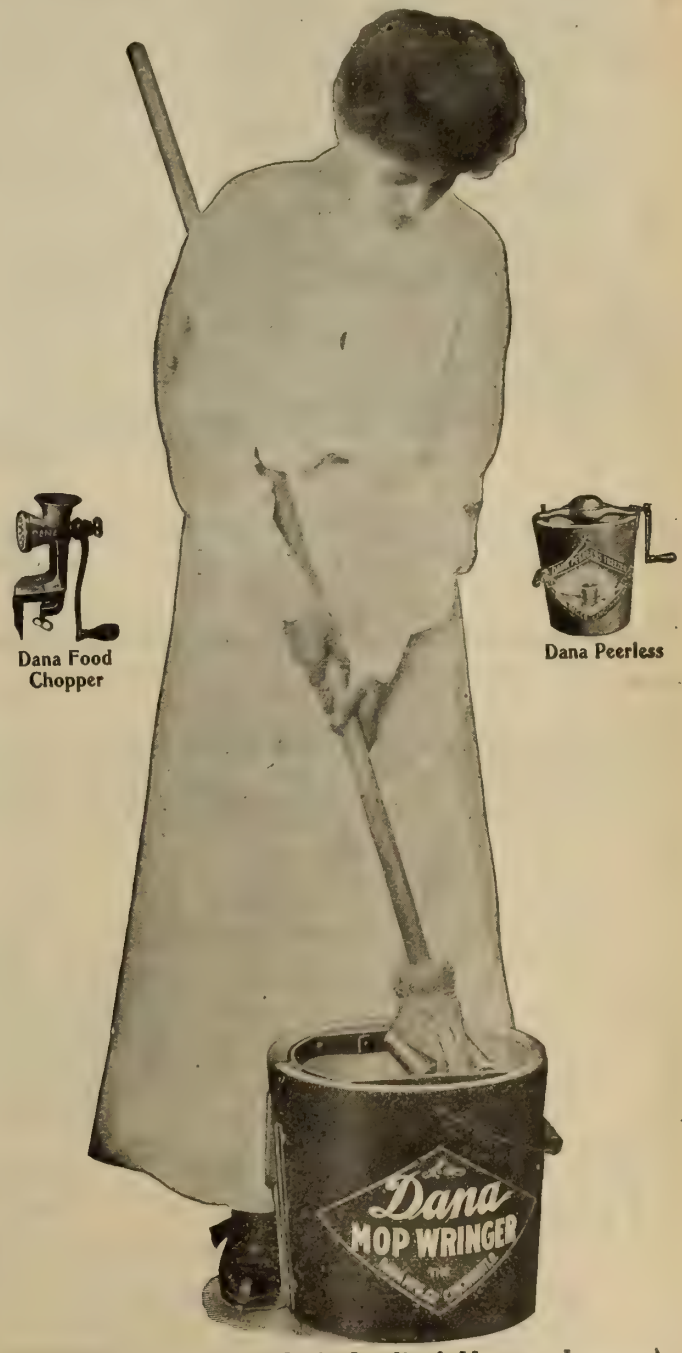
J. H. ROPER

Canadian Representative

82 St. Francois Xavier Street, MONTREAL

A revolution in mop wringing and in SELLING mop wringers

A mop wringer that wrings without effort—that hasn't a clumsy, heavy base—that doesn't get stuck—that doesn't tip over—and yet takes a woman off her knees.



Dana Food Chopper

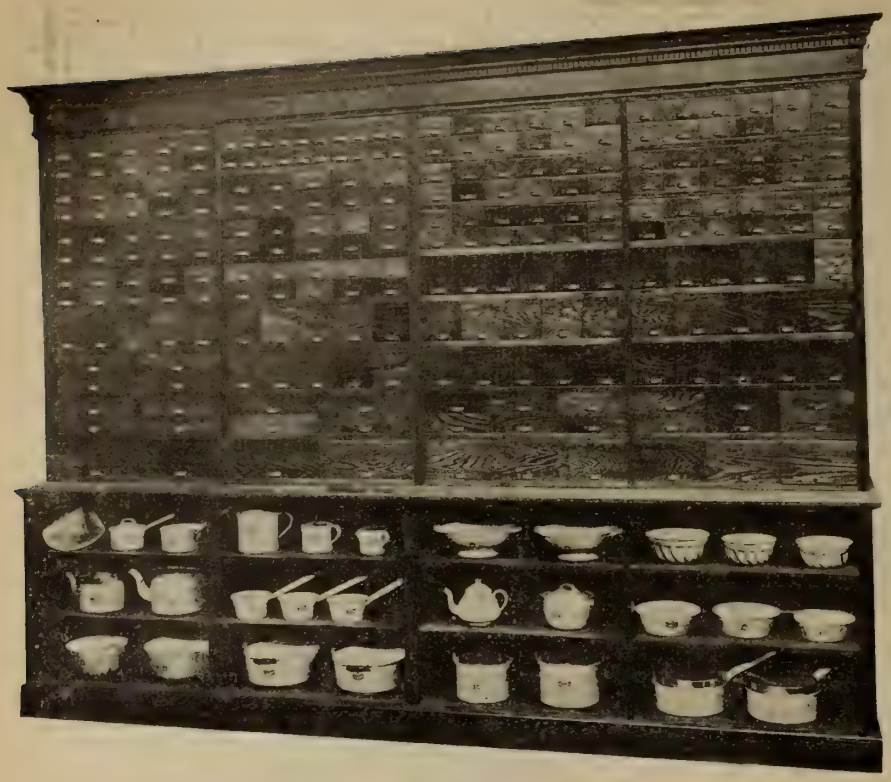
Dana Peerless

Full column in Oct. Ladies' Home Journal and other advertisements in Harper's Bazar, Delineator, Good Housekeeping, Associated Sunday Magazine, &c. will create the demand.

The very people you have as customers will know and believe in the Dana Mop Wringer.

Ask your jobber.

THE DANA MFG. CO., Cincinnati, 10 Warren Street, N. Y.



An Exhibition Bargain

All the cases which we built for our exhibit at Toronto Exhibition have been sold with the exception of the one illustrated herewith.

This case is 11 feet long, 8 feet 6 inches high and 12 inches from front to back, fitted with 243 Bennet Steel Shelf Boxes. Size as follows: 20 boxes 3x3, 70 boxes, 6x3, 72 boxes 5x3, 12 boxes 10x3, 12 boxes 15x3, 4 boxes 15x6, 6 boxes 10x6, 35 boxes 6x6, 12 boxes 5x6.

This assortment of boxes has been found very practical and convenient for the Hardware trade.

All the wood in this case is oak, green oak finish. The pulls are nickel. All the boxes are interchangeable thus four boxes 3x3 could be put in place of one 6x6.

There is a very handsome cornice on this case about 8 inches high.

The net price for this case is $140.00, F.O.B., Toronto.

Cameron & Campbell
TORONTO

HE PUT a Want Ad. in Hardware and Metal at 2 cents a word and got his clerk in short order. Moral: You should try our "want" column. It will astonish you!

PRESERVING KETTLES FOR PARTICULAR PEOPLE



KEMP'S "Onyx" "Diamond" "Pearl" "Garnet"

Enameled Preserving Kettles suit discriminating customers

Every Piece Guaranteed. We Can Ship Promptly.

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer. Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor J. A. Lindsay, Winnipeg. Man
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

A VOTE ON CREDIT.

In order to ascertain the views of the western hardware trade on the proposal to close all books on November 1 and refuse credit absolutely until April 1, Secretary J. E McRobie sent out, a short time ago, a circular letter to all the members of the Western Retail Hardware Association The letter was as follows:

Curtailment of Credit.

Dear Sir,—The curtailment of the present system is a question that you no doubt are anxious to see accomplished. It has been discussed at association meetings on several occasions, but owing to the fact that many of the members were absent, it was thought inadvisable to adopt any measure without an expression from the entire membership.

To allow of the association arriving at a solution, I would ask you to answer the following questions and return same to me at once.

J. E. McROBIE, Sec.

(First.) Are yu in favor of the curtailment of the credit system?

(Second.) If so, will you promise to close your books and keep them closed from November 15 to April 1, when advised to do so by the secretary of the association?

Should Act as a Unit.

Replies have been received from a good proportion of the association members, but it was surely not too much to expect that every hardwareman receiving this ballot would take the trouble to answer the questions asked and forward it to the secretary. It is to be hoped that every hardwareman who has neglected the matter will attend to it at once.

A large number of replies have been received and it is possible to gauge pretty accurately the sentiment of the western hardware dealers. To the first question there is only one reply possible from most dealers. All are anxious to curtail the credit system if they can discover a feasible plan. A few expressed themselves in favor of a strictly cash system but the majority seem to recognize that this is not practicable in the west and want to consider some plan for the regulation of an evil which cannot be entirely abolished.

The answer to question No 2 was practically the same in all cases "I am in favor of this plan if my opposition is willing to agree to it I can't do it alone."

One Dealers' Experience.

One Manitoba dealer made some interesting comments on the back of his ballot.

"I started five years ago," said he, "to curtail the credit system and closed my books as soon as a customer was threshed out, and I kept them closed until March 1. Two years later I closed all accounts on November 1 and kept my books closed until April 1. I find that the plan has worked well and the only thing required was a stiff upper lip during the first winter—the next season customers expected it."

"So far as I could see at our meeting a year ago, the merchants present seemed to be afraid of starting to curtail the credit. Although in a town within two hours' drive from Brandon (where dealers were giving credit) I experienced very little trouble in putting my system in operation. The customers who did the most kicking were those to whom I would have lost money if I had kept on giving them unlimited credit."

From the replies received it is evident that the hardware dealers in many western towns are anxious to give the no credit scheme a trial this Winter—that is each hardwareman is willing "if his opposition will do the same." Now Mr. McRobie cannot possibly undertake to visit all these towns in order to perfect a no-credit organization; the dealers must do this for themselves. What town will be the first.

AN ORGANIZER WANTED.

There is a splendid opportunity open for some one in connection with the position of organizer of the Ontario association. With the association getting down to definite work and with something tangible to offer to members, it should require very little effort to enroll each one in the trade.

For a retail hardware dealer who has disposed of his business or a traveler who desires an opportunity of getting in touch with the trade throughout the province the opening is an exceptionally good one.

Applications should be sent at once to the secretary, 10 Front street east, Toronto, from whom additional information can be obtained.

MUTUAL INSURANCE,

The announcement that the Canadian Manufacturers' Association is to launch two mutual insurance companies, having already secured applications for policies amounting to about two and one-half millions, is interesting in connection with the work now being done by the mutual insurance committee of the Ontario association. If the manufacturers succeed in inducing the Dominion Government to pull down some of the legal bars erected by the agents of the old line stock companies, it will also have an important bearing on the action proposed to be taken by the Ontario association.

Every member of the Ontario association will receive during the coming week a letter from J. Walton Peart, of the St. Marys Hardware Company, St. Marys, Ont., chairman of the mutual insurance committee, asking for replies on the following questions:

What insurance do you carry on (a) buildings, $..... (b) stock, $.....?

What are stock company rates (a) buildings, ... p.c. (b) stock, ...p.c.

In the event of our organizing for mutual insurance, would you insure to the limit of policy ($3,000)? If not, state what amount you would carry with the association.

In the event of an arrangement being made on a preferential basis with an existing company, upon the lines outlined at convention, would you be inclined to place your insurance up to the limit of $10,000 with one company?

Have you any general suggestions to make regarding fire insurance?

While only members of the association will be entitled to enjoy the rebates on insurance secured through mutual co-operation on the plan proposed by the association, there are undoubtedly many firms which will enroll later on. Non-members, therefore, who desire to make a saving on their insurance and keep in touch with the work of the mutual insurance committee are invited to forward to Mr. Peart their replies to the above questions at the earliest possible date. By so doing they will aid materially in the important investigations now being made by the committee.

IMPROVEMENTS ADVOCATED IN RANGES

A Collection of Suggestions Recently Made by Hardware Dealers in the United States is Given in the Following Paragraphs

"I believe that steel ranges ought to have larger bodies and fire boxes. Steel ranges, as they are constructed at the present time, rust out too easily."

"The parts of the steel range most easily damaged are around the bottom. These should be made of heavy steel."

"I would suggest a greater difference in price between a four hole and a six hole grade range."

"The ovens warp considerably, and the tops likewise. If they are in a damp place they will rust very easily. The cheap imitation steel ranges should be eliminated, and ranges should be constructed out of the best possible material."

"More care in the construction of steel ranges should be used. The castings should fit better, and the inspection by the so-called inspectors should be more rigid. I never put out a range unless I go over it and see that all defective parts, if there are any, are made right."

"The fire box will need attention first in the matter of repairs, and then perhaps the grate. Repairs, however, depend altogether upon the user. Sometimes the top plates will warp and sometimes the oven door. The back flues very often give out at the bottom, but this fault has been overcome by reliable manufacturers, who have substituted cast flues."

"I suggest that all bottom flue strips and back flues be constructed of cast iron in addition to the parts usually so. The common fault of the steel range is its inability to stand the use of soft coal more than eight or ten years. In fact, steel ranges wear badly in all their parts with the use of soft coal. The bottom and back flues are not durable. They stand better with hard coal."

"Reduce the extreme ornamentation, improve the fire doors and make the duplex grates fit the forms better."

"The commonest fault in ordinary range construction is the fire box linings and griddles. The ordinary grates, especially for wood, are too open, and the grates do not fit the forms. Too much allowance is made in the tops for expansion and contraction. We have very little trouble with griddles cracking from heat, except where water is spilled on them when they are at a red heat."

"The balancing apparatus for oven doors and the dampers get out of order oftener than any of the parts in my experience."

"The most common fault is the buckling of oven bottoms and the body wearing away. The parts to be improved are the outside of the grate and the covers over the fire. The body on the majority of ranges is too light and the rust, steam or condensation on the concealed side of the body, plays them out very rapidly. The old style iron (sheet) is much preferred to the steel."

"Make all reservoirs interchangeable, detachable, and either right or left end. Do away with the cipher numbers upon steel ranges and mark their size, name and date of make plainly upon them. This would expediate the getting of repairs. Perfect the feed door to the fire box, and the door to the ash pit, so that they could be opened without spilling ashes upon the floor. There is not a stove on earth that will not spill ashes under these circumstances, made at the present time. Use the very best of Russia iron in their construction, in place of the common one pass steel japanned as at present in so many cases used."

"The fire box is the commonest fault. Too small for size of range. Not shaped rightly. They are frequently "V" shaped, and the narrowest part of the fire box is the lowest. Build a fire in it. Put small pieces on the bottom. Then put the larger wood on top in the regular order. When you have enough, start your fire. Go to it in ten minutes, and the lower, smaller fire is gone, and the larger pieces of wood are lodged half way from the bottom, and will not burn because they are suspended in the middle of the "V" shaped fire box. If you were to turn the fire box upside down the condition would be ideal."

"The commonest fault of steel ranges is the rolling top warming closets. After they have been in use three or four years, there is a matter which collects on the top, inside of the closet, which can not be removed without taking the closet apart. When the roll is down, you can not get into it, and when it is up, the roll covers up the deposit so that it can not be reached. Everything put in the warming closets to be kept warm is soon covered by small pieces of this matter, which fall from the top, loosened by the jar of the rolling cover when the latter is let down."

"In shipping, the reservoir bracket, and the bottom rim of the body, the castings lying loose in the oven in case the range is turned partially, get damaged. The reservoir brackets are frequently broken because they are exposed in shipping, and they are very thin. The reservoir bracket could easily be protected if manufacturers would put a crate on that would-be square. That is, put the bottom strip of the crate so as to be long enough to extend out flush with the end of the reservoir bracket, and then have the upright pieces come up on the back and side of the rest bracket. This would protect it, and then when a truck is shoved underneath it and it is stood on end, the crate would be there to stand the strain, and not the reservoir bracket."

When of a capacity exceeding five gallons and not exceeding ten gallons, a fee of 30 cents each.

When of a capacity exceeding 10 gallons, a fee of 50 cents each.

But in order to meet the conditions imposed by the new act, and for the purpose of bringing about an inspection of the old cans in use during the three months' grace extended to their owners under the amended law, the fees until October 13 next will be one-half those above given. After the 13th day of October the fees as above will be exacted for the inspection of old cans as well as of new cans, and will be the fees there after charged on inspection of any can old or new. Manufacturers of cans will be wise to take advantage of the reduced rates of inspection. The Inland Revenue Department will afford facility for verification of milk cans, and will, if necessary to insure prompt inspection, strengthen the staff of officials, especially in Toronto and Montreal.

STOVE SELLING SUGGESTIONS.

Are you ready for an aggressive stove and furnace selling campaign during the Fall? If so, start now by preparing to let your customers know it by a series of "talking points" advertisements in your local paper backed up by one or two original and well thought out window displays. If you are not ready it's time to get ready—send in your stocking up order now.

When a customer comes several miles to buy a stove he wants to do business with a salesman who knows all about the stove he is selling, and one who can speedily make the necessary repairs if it doesn't work properly.

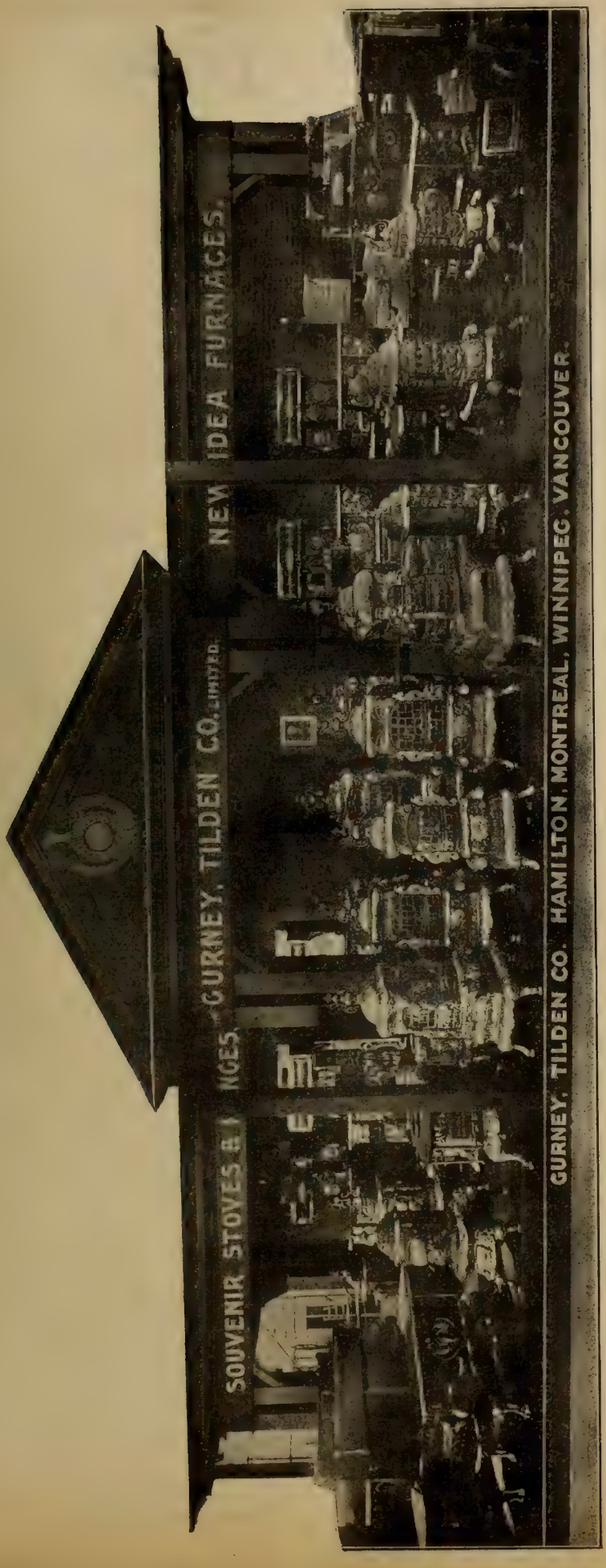
Some hardwaremen have an idea that the furnace business is beyond them — something that no one but an expert can touch. It may have been so in the past but it is not so now. There are manufacturers who will gladly tell anything you want to know about any possible job on which you may want to figure if you will send them the plans and specifications of the house, and also send the plant all ready to install, with pipes cut just the right length, so that any man with a knowledge of tools can install the plant properly.

The best time to sell furnaces is when buildings are being planned and erected. Study the catalogues of the different manufacturers and get after everyone who is building in your town. And when the building is completed get after the new occupant for an order for a new stove or range.

Remind your townspeople that if they haven't had their furnace repairs made they had better look after it before the middle of September. When they want a fire they don't want to wait a few days to get their rusty pipes renewed.

Every dealer should have a large supply of catalogues on hand, and read them carefully. Send for copies of the catalogues of manufacturers from whom you have not bought goods as yet. It will be of advantage to you to know all you can about competitive goods, and perhaps you may find some good points not possessed by the lines you carry.

Make certain that every customer who buys an oil or gasoline stove from you thoroughly understands how to handle it. No stove is proof against ignorance, so protect yourself by giving ample directions when you make the sale.



Canadian National Exhibition—Exhibit of Gurney-Tilden Company

GURNEY-TILDEN'S EXHIBIT.

For architectural effect no exhibit at the Toronto Exhibition excelled the display made in the Stove Section of the Process Building by the Gurney-Tilden Co., Hamilton. The beautiful permanent structure erected opposite the north entrance to the building was admirably suited to the purpose of displaying the well-known Souvenir line of ranges and New Idea furnaces. The blending of the woods and general effect of the dark background to the brightness of the stoves and ranges on display was excellent, and could hardly be improved upon. Solid and substantial, the structure reflected the widely recognized strength and solidity of the Gurney-Tilden Co., and its line of heating goods.

The Gurney-Tilden Co.'s popular staff of traveling salesmen were on hand to explain the old and new features which make the Souvenir line so popular with housekeepers who know the goods. As explained by one of the salesmen, the "Souvenir is the only Canadian range having a thoroughly aerated oven. The air being constantly changed in the oven produces wholesome cooked food with less fuel than with the old style air-tight or supposed ventilated oven. This feature is carried through the entire Souvenir line, which comprises a full line of cast iron ranges known to the trade as the Domestic and Champion Souvenir ranges, and in the steel line as the Royal Souvenir Steel Range, all being fitted with grates which are drawn out without removing the bolt, interlocked lined centres and patent rolling dampers."

The Souvenir base burner is an extremely handsome heater in appearance and has many practical points which puts it far in advance of anything in its class, such as draw-out fire pots, feed cylinders and grates, all being removable without the aid of a mechanic or having to chisel out bolts.

A few of the points which place the "New Idea" line of furnaces in the front rank are fire pots being cast in one piece with heavy wings or flanges cast along the sides, giving the fire pot the radiating power of two ordinary ones and making it almost indestructable. They are also fitted with the celebrated New Idea draw-out grates. The heating surfaces are large and the furnace being low down can be used in almost any cellar. It also has the only grate on a warm air furnace in Canada that will take the ashes away from the fire pot without disturbing the centre.

As can be seen from the photo reproduction here, the Gurney-Tilden Co. manufacture a complete line of heating and cooking stoves and ranges. In addition to this the registers manufactured by them are now known among builders and householders in a very favorable way not only from the fact that the heat can be so easily regulated from the minimum to the maximum quantity, but also from the appearance of the registers, which are really an ornament. They are made in the coppered, nickel, and black styles, in a variety of designs so that a selection can be made to suit any person. The ease with which they are regulated is also a feature in these registers. No pounding or straining is necessary, the simple mechanism being responsive to a very light touch.

EFFECTIVE ADVERTISING

A department devoted to the improvement of Retail Advertising. The editor of this department will be pleased to answer questions on advertising and review any advertisements submitted to him.

CATCHING FARMERS' TRADE.

"We are in search of some good schemes to catch more of the farmer trade. Have you any good schemes that would work well? If not, can you direct me to some one that has? * *"

We take it that our friend wants something like a "guessing contest" or prize affair of some sort, but these things do not seem to be altogether so well adapted to country trade as to city trade — where people are reminded of them more frequently, and where they can get to the store oftener than once in a week or a fortnight. And then such things are likely to be followed by a greater or less reaction or slump — something like the dull days that follow holidays.



More lasting benefit, it seems, would probably follow something in the nature of a standing, continuous inducement; something that would keep customers coming to the store every time they came to town. Why not arrange with a restaurant keeper to honor coupons issued by the store, in payment for meals? And with a feed stable for the feed and care of teams in the same way? A coupon good for a 25-cent meal or feed could be given with a purchase of say $2.50. The restaurant man would bring them to the store once a week and collect the price agreed upon, which should not be more than 16 2-3 cents or perhaps 15 cents.

"Rigs" which are hitched to public hitching rails are at the mercy of any predatory individual who cares to investigate their possible yield in the way of blankets, robes, whips, or more valuable articles — even the rig in its entirety sometimes—and it is certain that farmers would appreciate the offer of proper care and feed for their teams at no cost to themselves. So much for the horse feed idea. And for the man feed—a good many country folks do patronize city restaurants, but a good many more do not. These latter, though, would not be likely to "pass up" a meal if it were offered them free. And the restaurant man might possibly lose a few quarters through the merchant's offer, but he would inevitably gain more than enough of the 15 or 16 2-3 cent coupons to compensate him.

Perhaps it seems a little strong to suggest it, but the editor believes that the merchant could afford to issue two horse feed coupons and two restaurant coupons to every family party that came to his store from the country districts, irrespective of the amount of their purchases. Tell them you are doing it to show your appreciation of their good will. Don't require them to buy something every time they come in. When they do buy you'll get it all back, and they'll talk about your store, too, in a way that will do you good.—Advertising World.

* * *

Western hardware merchants prepare some very catchy ads.

The ad reproduced on this page is certainly catchy. On examination it proves to be good "all the way through."

The columnar style is always attractive in advertising. In Sandford's case it is made doubly so by a forceful heading and an appealing illustration.

The chief display line is in harmony with the arrangement scheme and "F. H. Sandford" fits in nicely at the close. The black face sub-headings are easily noticed and there is a sufficiency of detail.

This ad of Sandford's is a fit model for any other hardwareman.

CASH SALE REBATE PLAN.

A novel advertising plan has been adopted by Bard & Cheney, hardware merchants, Port Allegheny, Pa., they reporting that many new customers are being brought to their store as a result of the plan. One day in each month is "Cash Rebate Sale Day." The day chosen is that one the cash sales of which figure the nearest to the daily average cash sales for the month, and cannot of course be selected until the month is out and the returns of the business computed.

A sales slip is handed to each customer on which the date of sale, customer's name and address and particulars of the goods sold and their prices are given. A duplicate of each sales slip is kept by the firm.

The determination of the amount of rebate to customers is a matter which each merchant may decide for himself. He may choose to return half the money or a little more or less. Bard & Cheney make it 50 per cent., which, according to their experience with the plan, figures out about 2 per cent. on the total cash sales of the month. When the firm has determined on the premium date the fact is announced on large cards in the window and store and also in the store's advertisements in the local papers. One of these ads is reproduced herewith.



Make up fishing outfits to sell at a lump sum— not the cheap furnished lines, but good ones. Place a reel on a good rod, run in a good line and attach a sinker and troller. Then make up a small assortment of various sized hooks, trollers, sinkers, etc., and sell the whole outfit at a low price, allowing yourself a fair profit.

HARDWARE TRADE GOSSIP

Ontario.

Joseph Haggas advertises his foundry at Uxbridge for sale.

J. D. Naismith, Lotus, Ont., was a buyer in Toronto on Thursday.

A. Barber, blacksmith, St. Thomas, has sold out to Andre Monteith.

John Middlechurch, Ridgetown, manufacturer of rakes, suffered a loss by fire.

The Hensall Foundry & Manufacturing Company, Hensall, have obtained a charter.

The Globe Paint & Varnish Company, Toronto, have assigned to H. Barber & Company.

Cully & Breary, electrical supplymen, Hamilton, have taken J. M. Miller into partnership.

Geo. Clapperton, of Bennett & Wright, Toronto, spent a few days this week at Copper Cliff.

A. W. Humphries, Parkhill, is one of the delegates to the Methodist conference in Montreal this week.

Robt. Munro, general manager of the Canada Paint Company, was in Toronto on business on Thursday last.

W. Miller, of the Miller-Morse Hardware Company, Winnipeg, was in Toronto on business early in the week.

J. R. Hambly, Barrie, was a visitor in Toronto on Tuesday on his return from a few days rest across the line.

Geo. T. Pepall, of M. & L. Samuel, Benjamin & Co., Toronto, is on a holiday trip to the Maritime Provinces.

Samuels, Levine & Company, hardware and stove merchants, Toronto, have dissolved partnership, Mr. Samuels continuing.

J. Howard Sandham, of Sandham & Roberts, electrical and sporting goods dealers, St. Thomas, was a visitor in Toronto a few days ago. His firm has just completed installing an electric lighting system in the G.T.R. depot at Aylmer.

The Taylor-Forbes Co. have just completed an 180-foot extension to their big radiator building, this making their plant the largest under one roof in Canada. Another extension of 150 feet to their hardware molding shop has also been made, both extensions being necessary in order to keep pace with the rapidly increasing demand for the high grade goods made by the Taylor-Forbes Co., of Guelph.

Additional exhibition visitors to Toronto last week included : F. E. Hanna, Rosemount ; A. Hill, Everett ; C. C. Speight, Acton ; Henry Moss, Renfrew ; J. Pullan, Allandale ; A. B. Dowswell, Claremont ; J. E. Trelford, Markdale ; J. Wighton, Balsam ; J. A. St. John, Port Law ; J. A. McLean, Cannington ; J. M. Robertson, Tweed ; S. Bonathon, Newcastle ; A. A. Anderson, Sundridge ; Climo Bros., Cobourg ; Chantler Bros., Stroud ; W. W. Chown, Belleville ; J. A. Henderson, Brampton ; C. Shaw, Newburg; S. W. Moore, Churchill; L. P. Foucar, Tottenham ; E. W. Hay, Falkenburg.

Quebec.

The assets of Horace Talbut, tinsmith, of St. Joseph, have been sold.

Mr. McCrae, representing the American Lead Pencil Co., called on the Montreal trade this week.

The assets of Charles Gauthier, Montreal, steel range manufacturer, are advertised for sale by tender.

T. Gagnon, general merchant, of St. Stanislas, was among the hardwaremen noticed in Montreal this week.

J. R. Terrill, of Caverhill, Learmont & Co., is renewing old acquaintances at the Ottawa Exhibition this week.

Versailles & Freres, hardware dealers, Montreal, have dissolved partnership, Joseph Versailles continuing.

Robert Munro, managing director of the Canada Paint Company, Montreal, has returned from a brief tour of the west.

J. W. Leger, general merchant, of Vaudreuil, was a visitor at some of the Montreal hardware warehouses this week.

The Foreign Trading Company have opened offices at 17 St. John street, Montreal, under the management of W. M. Engel.

Albert Gauthier, plumber, Montreal, had a narrow escape from death this week as the result of an explosion of a gasoline stove.

"Tom" Wallace, representing the Toronto Pottery Company, called at the Montreal office of Hardware and Metal on Monday of this week.

H. W. Aird, secretary of the Canada Paint Co., has returned to his desk after a pleasant vacation spent at Prout's Neck, on the coast of Maine.

Mr. Lewthwaite, of Frothingham & Workman's staff, Montreal, is receiving congratulations on his marriage to the daughter of Rev. G. G. Huxtable, of Montreal.

W. Graham, hardware merchant, of Ottawa, was in Montreal last Saturday, and in company with G. N. Gray, of Lewis Bros., witnessed the lacrosse game between Capitals and Montreals.

E. F. Walter, of E. F. Walter & Co., manufacturers' agents, Montreal, sailed on the steamer Empress of Britain on a business trip, during which he will visit Germany, France, England, and other European markets.

Western Canada.

Milne Bros., of Mundare, Alta., are building a hardware store.

Morrison & Johnston, hardware and implements, Lacombe, Alta., have been burned out.

Fire destroyed the hardware store of N. Wilmer, Trail, B.C. The loss was $7,000, insurance $3,000.

Walter Jackson and brother, of Regina, have purchased a hardware business in Pincher Creek, Alta.

McCombs & Somersall will open a hardware store in Strathcona. Mr. Somersall has been a number of years in W. E. Ross' store in Strathcona, and Mr. McCombs comes from Rothwell, Man.

Frank R. Newman, who recently resigned the management of the Winnipeg branch of the Canadian Fairbanks Company to become head of Caverhill, Learmont & Company's western business, was presented by the staff of the Canadian Fairbanks Company with an address and a diamond ring. John E. Botterell, who has had charge of Caverhill, Learmont & Company's Vancouver house, will succeed Mr. Newman.

OUR EXHIBITION ISSUE.

J. Walton Peart, of the St. Marys Hardware, Limited, St. Marys, Ont., writes :

"I must compliment the MacLean Publishing Co. on the appearance of their last issue, not because of the large number of photos of handsome men (?) it contained, but because of the clearness of the cuts of exhibits at the Industrial. I think I never saw anything better or in fact quite so good as that plate of the Moffat Co.'s exhibit. Keep the change."

The publishers always appreciate words of commendation, although we like honest criticism even more, as it helps the editorial staff to improve or strengthen any part of the paper where subscribers can see opportunities for betterment which are not noticed by ourselves at short range.

In reference to the exhibition engravings, we would remind our readers that it was particularly difficult to procure satisfactory photos of many exhibits on account of the many windows and high lights in the buildings. This year we were more fortunate than on previous occasions, and we are pleased to know that our readers (many of whom cannot visit the exhibition) take such a keen interest in watching our efforts to reproduce in Hardware and Metal the many features of the exhibition of interest to the hardware and heating trades.

FURNACE BATTERY AND BLOWER SYSTEM.

The Pease-Waldon Co., of Winnipeg, have been awarded the contract for the installation of a blower system in the Methodist church in Regina. This contract calls for the installation of four of this company's largest "Economy" furnaces connected in a battery. In accordance with the specifications of Darling & Pearson, the architects, the vestry and church parlors will be heated with hot water, while the blower system will be used for heating the auditorium and basement. The Smith & Ferguson Co. will install the blower system, while Cook & Potts have the contract for the installation of the hot water heating system.

HARDWARE AND METAL

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THE METAL SITUATION.

Import prices on metals of all kinds have been going up so rapidly during the past week, as to be almost bewildering, and it is almost a surety that jobbers will have to advance their quotations almost immediately.

Pig lead scored the biggest advance of the whole week, and, in fact, it has now reached the highest price recorded for some years past. Not only is this the case, but existing conditions point strongly to a continuance of the boom in this metal and leading dealers are looking for higher prices yet. At present, prospects seem very favorable for $5 lead.

Antimony, copper and spelter have all shown advances in first hands so that a much firmer tone has been created in jobbing ircles. Higher prices are momentarily expected.

Pig iron retains its firmness mentioned in preceding issues, and, if anything, the situation points even more to further upward moves in the near future. Many well-known grades are exceedingly scarce, while delivery before the close of navigation is in all cases difficult, and in some impossible.

Sheet metals are also scarce, and consequently firm. An advance covering all the leading makes of galvanized sheets has been confidently expected for some time back, but it has not yet been decided upon. Canada plates are in very active demand, at present, but dealers find an acute scarcity, when attempting to fill orders. Sheet lead, as might be expected from the condition of the primary market has advanced, a quarter cent having been added to quotations.

After a season in which metals have been remarkably strong, it will be of interest to compare prices now being quoted, with those of the corresponding date last year. It will be seen that, in nearly every case quotations are now very much higher. Under the circumstances it is not surprising that manufacturers have been regularly advancing the prices on their products. A comparative statement of prices follows:

	Sept. 15, 1905.	Sept. 15, 1906.
Copper	$ .17 1-2	$ .21
Ingot tin	.36	.44
Zinc spelter	.06 1-2	.06 3-4
Antimony	.16	.27
Pig lead	3.70	4.70
Pig Iron:—		
Londonderry	18.50	20.50
Carron, No. 1 ...	19.50	23.00
Carron, special ..	18.50	22.00
Summerlee, No. 1	18.50	22.75
Clarence, No. 1..	17.75	20.00
Clarence, No. 3 ..	17.25	19.65
Cleveland, No. 1..	17.50	20.00
Ferrona, No. 1 ..	18.00	19.50

These prices represent quotations on the Montreal metal market, at the dates mentioned.

INCREASED MANUFACTURING COSTS.

Recent advances in different products of hardware manufacturers have been accepted without much complaint by the trade, but in some quarters the reasons for the advances are not clearly understood. The past year has seen a steady rise in the costs of manufacture, the higher prices ruling for most metals being but an incident in the general movement towards higher prices.

"Both raw materials and labor are costing us considerably more than a year ago," said a manufacturer the other day in discussing the recent advances with Hardware and Metal. "We are paying $2 more for pig iron and 30c. for bars, and finding it very difficult to get the metal even at this advance. Malleable is costing over 2c. more than a year ago, steel 1c., coal 15c., coke from 75c. to $1, and lumber $2 per thousand, while labor is about twenty per cent. higher."

In view of this situation it is not surprising that quotations are being withdrawn or prices advanced. The manufacturer must cover himself from the effects of increased cost of manufacturing or excessive competition either by lessening the quality or increasing the price of the products of his factory.

Advanced prices chiefly affect the retail dealer as the last handler of the goods before being put into the hands of the consumer. Buyers often complain of having to pay more for goods than they paid for similar articles in previous years, although most customers do not have memories lasting longer than a few weeks. It is advisable, however, for every retailer to be able at all times to compare present costs therefore, for every retailer to be able to refer to previous quotations without too much loss of time.

TIN PLATE DIFFICULTY.

A difficulty which has been pretty largely overlooked in considering the possible manufacture of tin plate in this country, is that of securing tin plate bars, from which to roll the sheets that are to be tinned. The Canadian steel mills have been, and will be for some years, so busy producing rails, that all their billets will be consumed in this way, and among the United States plants there has been an extreme scarcity throughout the present year. Even the powerful American Sheet & Tin Plate Co., have been unable to procure a sufficient quantity of tin plate bars to get out orders with any degree of promptness.

If the Morrisburg tin plate mill ever commences operations, and the Canadian and United States steel plants cannot supply them with tin plate bars, these will have to come, in all probability from Germany, and the added expense of freight will very materially affect the cost of production.

An idea of the present situation may be gained from a letter written by the American Sheet & Tin Plate Co. to the U. S. Steel Products Export Co., concerning a Canadian order for tin plates. As will be seen, this letter is dated May 16th of this year, but since that time conditions have become even more acute than before. The letter referred to follows:

May 16th, 1906.

U. S. Steel Products Export Co.,
Order Dept., New York City:

Gentlemen,—We are in receipt of your letter of the 15th instant, relative to order XTP 435, and in reply have just telegraphed you that we expect to ship on Monday next a carload assorted sizes, open hearth, but that we will be unable to complete the order before June 2nd.

We are very sory that we have been obliged to consume so long a time completing this order, but it has been due to our utter inability to obtain earlier the open hearth steel necessary for its completion. On account of the difficulty of obtaining steel of this grade, it has been almost impossible for us, for some months past to make any intelligent promise, and we were never sure

we could fulfill a promise until the bars had actually been rolled.

While it has taken an unusually long time to get this order out, the cause was entirely beyond our control, and we assure you that every effort has been made, and will be made, to put the material in transit at the very earliest practicable date.

Yours very truly,

AMERICAN SHEET & TIN PLATE Co.

(Signed), E. K. Kennedy,
Ass't. Mngr. Order Dept.

If the great corporation who wrote this letter find it difficult and almost impossible to obtain the tin plate bars necessary for the manufacture of plates, how will this problem be solved by the Canada Tin Plate & Sheet Steel Co.?

RETAIL ASSOCIATIONS AT WORK.

It's easy to straddle a fence and watch some one else sawing wood—just as easy as to kick one's heels together and say that nothing can be done through re tailassociations, that the retailers won't hang together, etc. Honest criticism is always in order. The critic has often an honored place in society but the "knocker" is neither respected by himself nor those who know him.

The two articles on the Retail Hardware Association page in this week's issue show that some real constructive work is being done by the progressive spirits in the Western Canada and Ontario Retail Hardware Associations. The hardwaremen of the west will act wisely in taking united action on the question of the curtailment of credit. Only through united action can this evil, which eats away insidiously at the very vitals of the trade, be overcome. And success in Western Canada will inspire the trade in all parts of the Dominion to cut out the credit nuisance.

The questions asked by the Mutual Insurance Committee of the Ontario association are also timely. The success of the Manufacturers' Association in securing applications for two and one-half millions of mutual fire insurance can be duplicated on a smaller scale by the retail hardwaremen. And any mutual insurance project meeting with approval by the Ontario association will probably be made effective in Western Canada by the Western Association or taken up to cover the whole country by the proposed Dominion association.

The convention of the Canadian Manufacturers Association in Winnipeg next week will be asked to endorse the executive's proposal that two mutual companies be formed to carry the risks of the members of the association. At present no mutual fire company has a Dominion charter, owing probably to the fact that a Dominion charter means a deposit of $50,000, and, so far, no exception is made, whether the liability assumed is $2,000,000 or $80,000,000. An Ontario charter costs a farmers' mutual nothing in the way of a deposit, while a cash mutual, one that accepts mercantile or manufacturing risks, deposits $10,000.

Should there be opposition to the application for a Dominion charter the association will submit the following argument, among others: "We are not a profit-making company. On the contrary, we are an association of individuals, who are uniting for the purpose of insuring one another at the lowest possible cost and under the greatest possible efficiency. The principle of mutual insurance, being shorn of the profit-sharing feature, has not the temptation to the insurance either of inferior risks or the accumulation of risks subject to one fire. As a result, the security demanded from the stock company is not necessary from the mutual."

The Manufacturers' Association recognizes that the Dominion Government should enforce adequate protection for the policyholders of mutual companies. What this should be is a proper subject for conference and consideration. "The cash on hand," says one suggestion, "should be ample, and the members' premium obligations should be sufficient. There would then be no need of a cash deposit, certainly not one of $50,000, on the part of mutual companies."

According to a well-known insurance man, the Dominion Government is already considering the advisability of providing for the incorporation of Canadian mutual companies, and for the proper registration of such class of companies organized elsewhere. It is pointed out that many States of the American Union register mutual companies without requiring a deposit, though at the same time conserving the interests and safety of the public affected.

A great Australian exhibition in London is announced by the Pall Mall Gazette as being in process of organization by the agents general of the six states of the Commonwealth. When it has run its London career it is proposed to take the exhibition on tour through the principal provincial centres. All the leading Anglo-Australian firms have promised their cordial co-operation.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 29.

Old timers in the heating line will recognize an old friend in the picture we present this week, that of Mr. George Allen, who several years ago was one of the best known and most popular salesmen in radiation and heating goods calling upon steamfitters and heating contractors in Western Ontario. After many years of successful work on the road Mr. Allen retired to practice the profession of an architect at Brockville, and in this sphere he won an enviable reputation for himself.

Finding, however, that inside work was not congenial to him, he has taken down his shingle, and packed his grip with a change of clothes, some good cigars and a couple of copies of the beautiful catalogues describing the well-known Sovereign line of heating goods, and he is now calling on the trade in his old ground in Western Ontario, which has been, until recently, covered by Thomas Worthington, who is retiring from traveling owing to ill health.



GEORGE ALLEN, Brockville,

Selling Sovereign Boilers and Radiators in Western Ontario for the Taylor-Forbes Company.

Owing to his marked ability as a thorough and competent heating engineer Mr. Allen has been very popular with the architects in the trade, and his return to the road will be welcomed by all his old friends, while all users of Sovereign heating goods will appreciate the good fortune of the Talyor-Forbes Co. in securing the services of so capable an engineer and salesman to look after their interests in this important territory.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 62.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Pig Lead—Market very firm at $4.70 to $4.80.
Sheet Lead—Advance of ¼ cent.
Stanley Planes—A general advance of about 10 per cent.

TORONTO.

Pig Lead—A 20c. jump upward has been made.
Pig Iron—Londonderry is 50 cents higher.
Boiler Plate—Advances have been made.
Black Sheets and Canada Plates—A 10c. advance has been made.
Galvanized Sheets—We quote 5 cents higher.
Stanley Planes—Advanced 10 per cent.
Waste—Advanced ¼ cent a pound.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 14, 1906.

All the Montreal jobbers have been extremely busy this week, and the staffs of the various shipping departments have been worked to their capacity. The chief difficulty is still to secure goods from the manufacturers, who are so heavily booked with orders that their shipments are necessarily very slow. This seems to be felt by all the wholesale houses here.

The scarcity of bolts is as keenly felt as ever, and in some sizes supplies seem to be absolutely bare. Each of the large Montreal jobbing houses was this week in receipt of a telegram from a well known manufacturing firm in the province, asking if they could ship immediately a good order of machine bolts of certain size. This requisition could not however, be filled in its entirety. The incident shows how widespread is the scarcity of bolts.

Another line which is particularly scarce is coil chain. Manufacturers are away behind in their shipments, so that jobbers who were not heavily stocked are finding it difficult to make deliveries.

The only price change of importance to be noted this week is in Stanley planes, in which a general advance of approximately 10 per cent. has been declared. Detailed prices may be seen in our Current Market Quotations.

AXES—Business is rather more active this week. We are still quoting: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—No change in trade conditions is observed. Our prices remain as follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—A good turn-over is being experienced here. The following prices still prevail: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES—Orders for these goods are large and frequent. The discount is still 40 per cent. off list.

STALL FIXTURES—Large shipments are being made. We are still quoting a discount of 35 per cent. off list.

SLEIGH BELLS—Many orders going out of the local warehouses at present contain sleigh bells. Quotations follow: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50, pear shape, $1.15 to $2, shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—Shipments of good size are being sent out right along. Discounts are still as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—The past week has seen a good demand for this line. We still quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Retailers are calling for good quantities. Our discounts are still as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—The scarcity of bolts is even more pronounced than before, especially as regards a few of the more staple sizes. We continue to quote: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—The demand is brisk and jobbers and manufacturers are very busy shipping orders. We quote discounts as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Nominal price remains $2.05 per keg base, f.o.b. Montreal.

CUT NAILS—Demand is only fair, with the price still quoted at $2.20 per keg f.o.b. Montreal.

HORSESHOES—The season is now well on, and a fine inquiry is reported. Prices are still quoted as follows: P. B. new pattern, base price $3.50 per 100 lbs.; M. R. M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER — Conditions in this branch of the trade remain about the same. The busiest season of the year is at hand, and a brisker movement is then to be expected.

CEMENT AND FIREBRICK—We are still quoting: "Lehigh" Portland in wood $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars: Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—This line is one of the most difficult on which to obtain deliveries at present. We still quote as follows: 5-16 in., $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

AMMUNITION—Good sized orders are still being sent out. Our quotations remain as follows: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Sept. 14, 1906.

Skates, skate straps, horse blankets, bells, etc., are going out in good shipments on orders previously booked, but as yet there is little call for any other goods for sorting orders. Most orders being placed now are for cutlery and silverware. Guns and ammunition, rifles for deer shooting, loaded shells and in fact all lines of sporting goods are selling well. Axes are also selling well considering the quantity that is supposed to have been held over from last Winter.

Bolts, nuts, rivets and burrs are still scarce and there appears to be no relief in sight until well into the new year.

There are some indications of nails going back to their former position. Although they are selling openly for $1.95, the wire is costing more than it did when they sold for $2.15.

Stanley planes have advanced another

10 per cent. There are also indications of an advance in general lines of tools, as spoken of in these columns a short time ago.

Cleaned and manufactured waste has been advanced one-quarter of a cent, a duty of 20 per cent. having been imposed on the 1st of September, which is about equivalent to this advance.

AXES AND HANDLES—Trade has picked up during the past few days.

CUTLERY AND SILVERWARE—A particularly good business is reported this Fall.

SPORTING GOODS—Deer rifles, guns, loaded shells and ammunition of all kinds are in large demand.

WASHING MACHINES—An ordinary business continues to be done.

CHAIN—Coil chain is very firm and an advance is not improbable. We continue to quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING — Our quotations are as follows: 2-inch mesh, 19 w.g., discount 50, 10 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE— We quote the following prices: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—We quote nominally $2.25 base, but the market is open at $1.95. There are rumors of a return to former prices.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7 1-2 off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7 1-2 off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS — Some good shipments are being made.

SLEIGHBELLS—A fairly good business is being done in bells, although stocks from last Winter are said to be heavy.

FARM TOOLS—Forks are selling well and a good season has been experienced in all farm tools.

RIVETS AND BURRS—Tinned rivets are now quoted net extra 4c. per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—The market is very bare and it is not likely that there will be anything like enough produced until well on in the new year. We quote 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

WOOL AND HIDES—A ¼c. more is being paid for country hides, cured, and for rendered tallow, and the top prices are removed from wool. The market is quiet.

Hides, inspected, steers, No. 1	0 12½
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11½
Country hides, flat, per lb., cured	0 11½
Calf skins, No. 1, city	0 13
" " No. 1, country	0 12
Lamb skins and pelts	0 75
Horse hides, No. 1	3 15 3 50
Rendered tallow, per lb.	0 05½ 0 05¾
Pulled wools, super, per lb.	0 25
" " extra "	0 27
Wool, unwashed fleece	0 16
" washed fleece	0 26

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Sept. 14, 1906.

Easily the feature of the present week has been the advance of pig lead. Prices are now fully twenty cents higher than at the corresponding day last week, and a good dollar in advance of the same period last year. An abnormally large demand has taxed the world's supply and materially assisted the bulls to force prices up to these remarkable figures. It may be mentioned that this price is the highest that has been reached by pig lead on the Canadian market for at least three years. Consumers of Canadian pig will be interested to know that the Trail smelter will shortly resume shipments.

Copper is practically the same as at our last report, and unchanged quotations prevail. Tin has been fluctuating as usual, almost daily, but the prices quoted last week have not been greatly disturbed, and we have made no change in our quotations. Spelter continues to advance in Old Country markets and a scarcity has developed there. Canadian prices are the same as last week, but are considered pretty low, in existing conditions.

Pig iron values are still going up. Inquiries are very heavy, and as nearly all furnaces, both on this continent and in Great Britain, are booked for several months ahead, there does not seem to be any prospect of a decline for some time to come. Pig iron, too, has easily surpassed last year's figures, the leading grades being quoted at from $2 to $4 higher than during September, 1905.

Among the sheet metals, sheet lead is the only one to score an advance, this, of course, being a result of the big jump in pig lead.

Canada plates are very scarce at the present time, and, in fact, the demand for all classes of sheet metals is so strong that many of the leading producers are crowded with orders which cannot be filled for several months.

COPPER—No change has yet occurred in the condition of this market. We quote: Ingot copper, 21c. to 21 1-2c.; sheet copper, base sizes, 25c.

INGOT TIN—The price goes up from day to day. We are still quoting: 44c. to 44½c. per pound.

ZINC SPELTER—In spite of further advances in the Old Country, we are still quoting: $6.75 to $7 per hundred pounds.

ANTIMONY—There is nothing new to report. We still quote 27c. per lb.

PIG LEAD—A record price has been reached and we are now quoting $4.70 to $4.75 per hundred pounds.

PIG IRON — The upward tendency continues. Although we do not change quotations, they may be considered as stronger than last week. Our prices are:

"Dom.," No. 1.	$19.50 to $20.00	delivered	Montreal
Usual difference in price for lower grades.			
Ferrona No. 1	$19 50	delivered	Montreal
" No. 2	19 00	"	"
" No. 3	18 50	"	"
" No. 4	18.00	"	"
Londonderry	20.50	delivered	Montreal
Carron No. 1	23.00	"	"
" (special)	22.00	"	"
Summerlee No. 1	22.75	"	"
" No. 3 (soft)	21.75	"	"
Clarence No. 1	20.00	"	"
" No. 3	19 65	"	"
Cleveland No. 1	20.00	"	"

BOILER TUBES—We still quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15½c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Business is brisk at the following quotations: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's Best, 11c. to 11½c.

MERCHANT STEEL—The usual trade is being done. Our quotations are as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27 1-2.

Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We still quote: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON— Firmer conditions prevail this week and advances are almost sure to be made, very shortly. We still quote: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—We are quoting: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—The demand is apparently ahead of the supply, as a scarcity is reported. Quotations remain: 52's, $2.60; 60's $2.65l; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—The market remains steady at the following prices: Cokes, base size, 1C 14 x 20, $4; charcoal, base size, 1C, 14 x 20, $4.25.

TERNE PLATES—We still quote $6.85

SHEET ZINC— Although firmer in tone, the price remains unchanged. We still quote: $7.75 in casks; $8 in less than casks.

SHEET LEAD—Another advance has been scored, owing to the jump in pig lead. We quote prices: 2 1-2 lbs., 6c. by the roll; 3 lbs. and heavier, 5 3-4c. by the roll; small quantities, 25c. per hundred pounds extra.

BAR IRON—We are still quoting $2.05 base, f.o.b. Montreal.

OLD MATERIAL—Dealers' prices are: Light copper, 14½c.; heavy red brass, 14½c.; yellow brass, 11½c.; light brass, 8c.; lead, 3½c.; zinc, 4c.; machinery cast scrap, $15; wrought scrap, $13 to $14; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7¾c. to 8c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, September 14, 1906.

Advances have been made during the past week in several lines, that in pig and bar lead being the greatest. Imported pig is now quoted from $4.85 to $5 and bar at about $5.50. The increase has been in response to the big jump in foreign markets, owing to an exceptionally brisk demand which has had a visible effect on available supplies. Lead is now quoted at a higher price than has prevailed on the Canadian market for over three years and if prices are maintained for any length of time, and indications seem to point that way, quotations on solder, lead pipe, white lead and kindred lines are bound to make further advances.

The iron market continues very strong and while bars can be procured more readily than some time ago, there is still a marked scarcity in bolts and nuts and stocks in the wholesale houses need sorting up badly. Londonderry pig iron has been advanced to $23 f.o.b. Toronto and from all quarters the report comes that pig iron conditions are very stiff.

A scarcity has also developed in galvanized sheets and deliveries cannot be procured in less than eight weeks. We quote five cents higher this week and on black sheets and Canada plates an advance of 10c. is recorded.

Tin and copper remain practically the same as a week ago, the same being true of zinc spelter, in spite of the increased firmness of the last mentioned line in foreign markets.

Boiler plates and tubes show several advances owing to the increased prices of raw material which developed some weeks ago.

PIG IRON—Londonderry No. 1 has been advanced 50c. Little improvement is noted in shipments, all orders being held for delivery for several months ahead. In every quarter firmness is evident. We quote: Radnor at furnace, $33; Hamilton at furnaces, No. 1, $21.50; Londonderry, f.o.b. Toronto, No. 1, $23; Middleborough, $22.50 to $23.

BAR IRON—While deliveries are still slow an improvement is noted. Demand keeps lively and prices stiff. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Fluctuations in outside markets continue, but prices remain as before. Locally the dealers are asking from 42c. to 43c. per lb.

TIN PLATES—Trade is active with prices unchanged. We quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Stocks are short and deliveries hard to get under a couple of months. Advances have been made on black sheets and Canada plates, each being marked up ten cents, while galvanized sheets are marked up five cents.

BRASS—The market continues firm with no price changes. We quote: 23c. to 24c. per lb.

COPPER—Prices are firm and the tendency is upward. Our prices are: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—A marked jump has been made and prices have reached the highest mark since 1903. We quote $4.85 for imported pig and $5.50 per 100 for bar lead.

ZINC SPELTER—Locally buying is active, but generally the markets are quiet. Prices remain unchanged. We quote: 7¼c. per lb. for foreign and 5¾c. to 6c. per lb. for domestic.

BOILER PLATES AND TUBES — We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.50; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—Good business is being done in small lots. Prices are unchanged at 27c.

OLD MATERIAL — Dealers' buying prices are as follows: Heavy copper and wire, 15c. to 15½c. per lb.; light copper, 13½c. to 14c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.25 per 100 lbs.; heavy lead, $3.50 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $11; No. 2 wrought, $3 to $5; machinery cast scrap, $15; stove plate, $10; malleable and steel, $5; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

U. S. METAL MARKET.

From the Iron Trade Review, Cleveland, Sept. 13, 1906.

While the buying of pig iron, especially of foundry grades, continues heavy, the market of the past week has been quiet in comparison with that of the previous month. Furnaces are well sold through the first quarter, and as a rule are not actively soliciting new orders. An occasional lot of spot iron is discovered to meet the wants of a favored consumer, but prices for early delivery continue high. Some southern furnaces are offering to contract for the first half at $15 for No. 2 foundry, and heavy bookings are reported in this district. A sale of 10,000 tons of basic for delivery during the first five months of 1907 at $18.25 valley is reported. No large Bessemer sales have come to light during the week.

In a number of lines of finished materials a marked easing up is noted and better deliveries are procurable. There are reports in the Chicago district of concessions of jobbers on structural shapes and the principal producer is now able to make prompt shipment. In this locality a larger supply of semi-finished material will soon be available. In the east the scarcity of crude steel is unabated.

Ore shipments during the first week in September were extremely heavy, but a decline is inevitable from now on owing to a combination of circumstances, chief of which is the growing scarcity of cars. Certain ore producers who are finding their output heavier than their season's sales are securing an advance of from 25 to 75 cents a ton over contract rates.

Consumers of wire products are coming into the market earlier than usual, and the demand is extremely strong. Agricultural specifications in merchant steel are remarkably heavy. Steel bars are selling actively and merchant pipe and boiler tubes are in good demand. Scrap prices vary in different sections of the country, the average being about stationary.

LONDON METAL MARKETS.

From Metal Market Report, Sept. 12, 19 6

PIG IRON—Cleveland warrants are quoted at 54s. 9d., and Glasgow standard warrants at 54s. 2d., making prices as compared with last week 4½d. higher for Cleveland warrants and 4d. higher for standard warrants.

TIN—Spot tin opened easy at £184 17s. 6d., futures at £183 7s. 6d., and after sales of 100 tons of spot and 180 tons of futures, closed quiet at £185 for spot, £183 10s. for futures, making price compared with last week unchanged on spot, 17s. 6d. lower on futures.

COPPER—Spot copper opened quiet at £86 12s. 6d., futures £86 10s., and after sales of 300 tons of spot and 200 tons of futures, closed steady at £86 12s. 6d. for spot, and £86 10s. for futures, making price as compared with last week 5s. higher on spot and 3s. 6d. higher on futures.

LEAD—The market closed at £18 3s. 9d., making price as compared with last week 6s. 3d. higher.

SPELTER—The market closed at £27 10s., making price as compared with last week unchanged.

Nova Scotia Trade News.

Halifax, N.S., Sept. 12.

Just at the present time the hardware business is a little quiet, which fact is probably attributed to the approaching Dominion Exhibition at Halifax. Business, however, up to the present has been most satisfactory, and the jobbers have no complaint to offer with regard to the temporary dullness. The jobbers are now filling orders for axes and lanterns which were booked months ago for delivery early in September. Axes, single bit, are quoted at $5.50 per dozen, and double bit at $9.50 per dozen. White lead is showing tendency to advance. The difficulty over the price of nails has been amicably settled, and the prices agreed upon. Wire nails are quoted at $2.25 base and cut at $2.40 base. Turpentine is steady at 95 cents. Stocks of glass here are very light and prices are firm. Rope has been advanced one-half a cent per pound, the best manilla now being quoted at 16½ cents. Boiled oil is quoted at 63 cents and raw at 60 cents. Jobbers say that the season for builders' supplies has been the best for years.

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The city Board of Works Department has just opened tenders for eighty thousand pounds of cement as follows:

Stairs, Son & Morrow—58 6-10 cents per 100 lbs. net.

E. F. Stevens—56¾ cents.

A. M. Bell & Co.—58 cents.

Mr. Stevens' tender, being the lowest, was recommended for acceptance. The tenders were all for White's brand of cement.

Tenders for iron water pipe were opened as follows:

R. L. Wood, Philadelphia, $40 per ton (2,000 lbs.)

Stairs, Son & Morrow, $39.60 per ton (2,000 lbs.)

D. Murphy, $37.90 per ton (2,000 lbs.)

Mr. Murphy's was recommended for acceptance.

* * *

Results from the last clean-up at Beaver Hat mine showed 71 ounces of gold to 190 tons of quartz crushed.

Two blocks of gold weighing 43 ounces were brought to the city last week. The gold crushed from two and one-half tons of ore from a mine at Gold River, Lunenburg County. The mine is owned by R. E. Verge and others, of this city. The gold is valued at $800. The returns from A. J. Crease's mine at Mount Uniacke last month were 34 oz. 5 dwt. of gold, taken from a crushing of 12½ tons of quartz.

The contract for the heating and plumbing of Senator McDonald's new block at Sydney has been awarded to Thompson & Matheson, of Sydney.

The Dominion Tar & Chemical Co., of Sydney, is now building two tar stills and enlarging the pitch bed in order to meet the requirements of expanding business.

The Sydney Cement Company is just commencing the construction of a large warehouse to house their stock. This will be built of concrete. Messrs. Dixon & Falconer have the contract for both the above additions.

SUBSTITUTES FOR TIN.

In discussing the recent high prices of tin in England, L. Parry, in the London Mining Journal says that it is difficult to speak with any degree of certainty in regard to securing a substitute for ornamental bronzes, but the use of tin is, however, not an absolute necessity and its consumption for the purpose has been diminishing for some time. On the other hand, an increased amount of tin is probably now used in the manufacture of white metal ornaments—e.g. in the case of white bronzes.

Many white metal combinations are employed in making ornaments, and it is probable that the demand with regard to quality readily accommodates itself to the supply. The quality of such goods probably varies far more than the price; if tin keeps up in price for a year or two, it will probably be found that the percentage of tin in white metal ornaments will diminish considerably. With regard to white metals used as bases for electroplating with gold and silver, it has already been found possible to use aluminum; the processes are still in their infancy, but no doubt the use of aluminum for this purpose will become more and more common, the price of the two metals being now about the same. Aluminum was quoted at London on May 19 at 1s 9d per lb., or £196 per ton, while on the same date tin was £194, or 1s 8 6-7d per lb. According to Dr. Minet, the annual production of aluminum in 1889 was about 70 tons, and the price about 30 frs, per kilo. With the introduction of the electrolytic processes, the price had fallen to 3 frs, per kilo (1s 2 1-2d per lb.) in 1900, while the output had risen to 5,000 tons. Dr. Minet gives the cost of production of 1 kilo of aluminum (— 2,204 lbs.) at 2.79 frs.; of this, 1.10 frs. is put down for the cost of 2.2 kilos of alumina at 0.50 frs. per kilo. That is to say, the cost of production apart from the ore, the aluminum is 1.69 frs. per kilo of aluminum, or about 8d per lb.—about £75 a ton. In 1900 the cost of aluminum was .50 frs. per kilo, or about £23 per ton, and the total cost of production, including cost of alumina used, £124 per ton. There seems to be a very considerable margin between these figures and the present price of aluminum. Raw material in the form of clay, and costing next to nothing, exists in practically unlimited quantities, and it should certainly be possible to produce alumina of a sufficient degree of purity at very considerably less than £23 a ton. With an increased demand the output of the metal is certain to increase thus lowering the cost of production; and if the price declines to a more reasonable figure, as it may easily do, the consumption is bound to increase.

BRITISH IRON AND STEEL TRADE.

The imports of iron and steel into Great Britain for the six months ending June 30 were 721,199 tons, as against 632,854 tons in the corresponding period last year. If this rate were continued to the end of the year it would give the largest year's import record ever made. But even a greater increase over the first half of 1905 is shown in the total of iron and steel exports, which was 2,107,435 tons for 1906, against 1,739,166 tons for 1905. The value of exports of iron and steel and allied products, including machinery, was $220,000,000, an increase of about $50,000,000, or 30 per cent. over the figures for the first half of 1905. The principal item of increase in exports was in pig iron and puddled iron, from 449,760 tons to 706,867 tons, the principal part of which went to Germany. The decline in rail exports, which has been the occasion of complaint that the international rail agreement has been detrimental to British rail mills, was more than 25 per cent., or from 262,403 tons in the first half of 1905 to 191,909 tons in the first half of 1906. Tin plates fell off in exports from 186,109 tons to 177,288 tons.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Sept. 14 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

A further advance in pig lead is the feature of the market this week. Mixed paints are also advancing owing to the increases in lead and oil.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Wholesale prices continue steady but in many districts dealers are cutting the retail price. We quote: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per dozen.

WIRE — We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ½, $7.20; ⅝, $4.60; ¾, $4.30; ⅞, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47 1-2 per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1 1-2c. per lb. A decline of 1-4c.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6 1-2c. per pound.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — Prices are still quoted as follows: Cartridges, Dominion R. F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33⅓; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—Prices are: Bar iron (basis), $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—Prices are very firm. $5.25 per cwt. with a reduction of 25c. per cwt. on ton orders.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Mixed paints are being advanced owing to advances in lead and oil. We

quote: White lead, pure, $7; bladder putty, in bbls., 2½c.; in kegs, 3¾c.; than barrel lots, 92c.; linseed oil, raw 64c.; boiled, 67c.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. turpentine, pure, in barrels, 97c.; less 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

PAINT FOR SALE

100 GALLONS PAINT—Well assorted colors, manufactured by a first class Paint Co. Full information apply to Box 217, Port Hope.

DISSOLUTION OF PARTNERSHIP

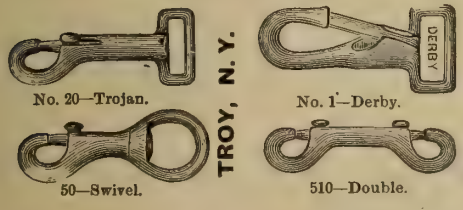
We, Fred. B. Hope, of the town of Toronto Junction, in the County of York, hardware merchant, and Frank A. Noden, of the said Town of Toronto Junction, hardware merchant, the sole members of the firm of "Hope & Noden," heretofore carrying on business as hardware merchants at Number 2 Dundas Street East, Toronto Junction, under the style of "Hope & Noden," do hereby certify that the said partnership was on the twenty-third day of June A.D. 19 6, dissolved by mutual consent.

Witness our hands at Toronto Junction, this ninth day of July A. D. 1906.

Witness Nellie Townsley

Fred. B. Hope
Frank A. Noden.

Covert Mfg. Co.



No. 20—Trojan. No. 1—Derby.

50—Swivel. 510—Double.

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

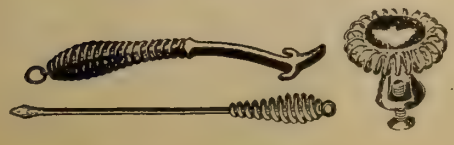
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American Shearer Mfg. Co., Nashua, N.H., USA

Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.

THE STREET DUST NUISANCE.

A novel street-cleaning appliance is at present in use in the City of Washington. It consists of a hand sweeping machine, which is worked somewhat on the principle of the carpet sweeper. The city employs 115 men, who work with hand-brooms, while 75 men operate hand-sweeping machines.

Each man handling one of these sweepers is required to sweep 10,000 square yards of pavement, going continually over the area during the day and depositing the sweepings at stated distances along the curb. To every sweeper there is a bag carrier, equipped with a pick-up machine, gathering the sweepings in bags.

This device is a two-wheeled vehicle, holding a bag upright, and fitted with a scraper attached to the handle resting on the ground, and when filled inverted into the sack. The sacks, when filled, are collected by the 10 wagons owned by the department, and hauled to the public dumps, of which there are eight.

Each sweeper is also provided with a sprinkling pot holding five gallons, with which he is required to sprinkle the area before sweeping. The force is divided into six districts of about equal extent, with 35 men in each. Every district is in charge of an inspector, provided with a bicycle, whose duty it is to see the work properly done and make a daily report of men employed, area covered and number of loads of sweepings removed.

BRONZING SEASON

means bronze business, and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON WINNIPEG, CAN.

Everything for the Painter



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS

"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?

Our guarantee protects dealer and consumer.

We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

Browning Automatic

SOLID BREECH HAMMERLESS REPEATING SHOT GUN

No. 1—12 Gauge, Take Down, 28-inch Cockerill Steel Barrel, English Walnut Stock, Matted Receiver, Rubber Butt, 5 Shots, Weight about 7¾ lbs. Retails for..... $32 00

Marlin Repeating Shot Guns

No. 17—12 Gauge Shot Gun, **Grade "A,"** 30-inch Barrel, Full Choked, Six Shots, Weight about 7⅛ lbs. List Price..... $24 35

No. 1595—12 Gauge Shot Gun, **Grade "A,"** 30-inch Barrel 6 Shots, Weight 7⅛ lbs., Full Choked, Double Extractor, Take Down Pattern. List Price..... 27 40

Winchester Repeating Shot Guns

No. 1590—Take Down Pattern, 30-inch Rolled Steel Barrel, Oiled Walnut Stock and Fore-end, Pistol Grip, Weight about 7¾ lbs., 6 Shot, Length of Stock 12¾ ins., Drop at Comb 1⅝ in., Drop at Heel 2¼ in., Full Choked, 12 and 16 Gauge. List Price..... $27 00

Automatic Shot Guns

To Suit All Tastes

THEY ARE NEATER AND MORE DESIRABLE THAN DOUBLE BARREL GUNS.

EACH GUN IS CAREFULLY TESTD BEFORE LEAVING THE FACTORY,

TRADE SUPPLIED BY

Caverhill Learmont & Co

Montreal and Winnipeg

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

CASH BOXES AND DRAWERS.

W. H. Turnbull & Son, Brantford, ask: "Kindly inform us of any manufacturers or dealers in cash boxes or drawers—not cash registers?"

Try Taylor, Scott & Co., Toronto, and the Office Specialty Mfg. Co., Wellington street west, Toronto.—Editor.

WOODEN GOODS.

E. K. Spinney, Yarmouth, N.S., writes: "Will you be good enough to advise me, if you have the information, the names of some manufacturers of barrel covers and wood liquid measures. I have been endeavoring to ascertain, without success, this information."

The G. & G. Flewelling Mfg. Co., Hampton, N.B., and the United Factories, York street, Toronto, manufacture barrel covers, while A. Root, Greenbush, Ont., J. J. Magee, London, Ont., and the United Factories, Toronto, make the wooden liquid measures.—Editor.

TIN BROOM LOCKS.

The Crown Broom Works, Vancouver, B.C., ask for the address of a manufacturer of tin broom locks.

Fairgrieves, Limited, 117 Brock avenue, Toronto, make these goods.—Editor.

WINDOW LETTERS.

Taylor Bros., Carleton Place, Ont., ask to be supplied the addresses of manufacturers of aluminum of gold-plated letters, suitable for windows.

The Canadian Aluminum Co., Chambly Canton, Que., make aluminum letters, the James Morrison Brass Mfg. Co., Toronto, make brass letters, while Patterson & Heward, 319 King street west, Toronto, and A. Stevenson, Lombard and Church streets, Toronto, sell other lines of enamel and metal letters.—Editor.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1062. Machinery.—A Yorkshire engineering firm manufacturing all descriptions of stone, marble, granite and slate machinery, circular saws, planers, polishing machinery, steam and electric cranes and pneumatic plants, invites correspondence with Canadian buyers.

1065. Iron.—A Hull firm manufacturing special composition for the protection of ships' holds and decks, also iron of every description, invite correspondence with Canadian buyers to whom samples will be sent on request.

1066. Antimony ores, etc.—A London firm are desirous of getting into touch with merchants or mine owners in Canada who may be wishing to dispose of their products, antimony, ores, etc., would be purchased if quantities available.

1067. Agency.—A Liverpool firm interested in heating apparatus, etc., are anxious to negotiate an agency in Canada for the suitable representation there of a system of ventilation.

1077. Patent inventions.—The owners of a patent invention for manufacturing bottles are desirous of interesting Canadian firms in the trade with a view to the adoption of the system. They are also desirous of disposing of their rights in patent burners for liquid fuel.

1098. Iron and manganese ore. — A firm of metal merchants in London make inquiry respecting deposits of iron and manganese ore available in Canada for work, the intention being to utilize them, if possible, for the manufacture of ferro-manganese.

1100. Fishing tackle.—A Birmingham firm dealing largely in fishing tackle wish to correspond with Canadian buyers.

1101. Sanitary tubes, etc.—Inquiry is made by a London firm manufacturing sanitary tubes and patent stoneware pipes of various kinds who desire to get into touch with Canadian importers of these goods.

1102. Fireclay goods, etc.—A Yorkshire firm manufacturing fireclay goods, white and colored glazed bricks, baths, terra cotta and faience, gullies, traps, sinks, etc., wish to correspond with Canadian users of such articles.

1103. Steel and iron.—A Belgian firm desire to form connection in Canada with importers of steel and iron in bars and plates, beams, building or structural rolled sections, ingots, billets, blooms, slabs, etc.

1106. Nails, etc.—A Yorkshire firm manufacturing all kinds of iron, steel, copper, zinc, lead and brass-cut nails, brass and iron shoe and boot rivets, cut tacks, joiners' brads and wire nails, invite correspondence with Canadian buyers.

FOUNDRY AND METAL INDUSTRIES

The Boundary Iron Works at Grand Forks, B.C., have been destroyed by fire. Loss $15,000.

The town of Carman, Man., asks tenders for an elevated steel tank to hold 60,000 gallons of water.

The Nelson Iron Works, Nelson, B.C., will build a large new works to keep up with their increasing orders.

The foundry of F. E. Middleton, Ridgetown, was badly damaged by fire. It was covered by insurance.

Net earnings of the Granby smelters during the fiscal year ending June 30, 1906, amounted to $1,800,000.

The corner stone of the Montreal Smelting & Refining Company's new plant was laid at Trout Mills, Ont., on the 10th inst.

McLean, Holt & Co., St. John, N.B., are about to put up a manufacturing plant on Courtenay Bay. The new property has a frontage of 700 feet.

The Town of Leamington, Ont., is considering a proposition to lend a Detroit company $30,000 to assist them in manufacturing automobile brass goods and trolley wheels.

It is understood in Montreal that the negotiations between the Canadian steel companies and the Dominion Government for an extension of the steel bounties will be closed in a few days, and that the Government has agreed to an extension.

It is announced that a combination of Scotch and English steel tube manufacturers to regulate the home and export business has been formed, with a view to abolishing the present keen competition. The industry has suffered incalculably since the previous agreement between the firms in this line was cancelled 18 months ago. The new agreement is wider in its scope than the old one, taking in all the firms in the United Kingdom except one Clydeside concern. It is expected that an advance in prices will soon be announced, as it is believed the agreement carries permanency with considerably increased by next season. it.

The Dominion Coal Co. have issued upwards of twenty writs in the Supreme Court of Nova Scotia against miners whom they brought out from the Old Country and who lately left their employ and went to work at Inverness. The writs are for various amounts, but include a charge for money advanced to the person and for an amount paid for the man's passage money out from England. These men are alleged to have been disappointed at the wages paid them on their being put to work, claiming it to be far below what was promised them before they left the Old Country. It is understood that those of them who will contest the suits will place their defence along these lines.

The Fall painting season is here. It's a *good* season to paint and a *good* season to use *good* paint.

For Dealer or Customer, *Sherwin-Williams Paint, Prepared*, is *good*.

Good for the Dealer because it brings him better trade, better profits, better reputation.

Good for the Customer because it brings him better quality, better results, better satisfaction.

There's the matter in a nut shell.

S. W. P. is the one *good* paint proposition for you.

Drop us a line about it.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.

Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

1686

SHERARDIZING.

Sherardizing is the name given a new process for the prevention of iron and steel corosion. While the results are the same as either hot or cold galvanizing, the method is said to be cheaper, more convenient, and gives a better coating. An interesting feature is that iron and steel can be coated with an even deposit of zinc at a temperature several hundred degrees below zinc's melting point. The first step is to free the iron from scale and oxide by any familiar method. It is then placed in a closed iron receptacle charged with zinc dust, which is heated to a temperature of from 500 to 600 degrees, turned for a few hours, and allowed to cool. On removing the iron it is found coated with a thin homogeneous covering of zinc, the thickness depending on the temperature and the length of time. The temperature required is about 200 degrees below the melting point of zinc, this low temperature rendering the process cheap as compared with the dipping process. It has the additional advantage of not deteriorating the iron or steel of small sections to the same extent as hot galvanizing; and there is no loss of zinc dust. The process is not limited to the coating of iron with zinc, since it has already been successfully applied to coating iron with copper, aluminum, and antimony. It has also been used to coat other metals, such as aluminium and copper with zinc. Copper and its alloys treated in this way, are case hardened on the surface, and can be made so hard as to turn the edge of tool steel.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

FIRE BRICK
GANISTER
CHEMICALS, &c.

All goods formerly sold by Copland & Company of Montreal

A. C. LESLIE & CO.
MONTREAL.

HAND DRILLING MACHINES

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
The Orford Copper Co.

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NEW YORK CITY

Deseronto Iron Co.
LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

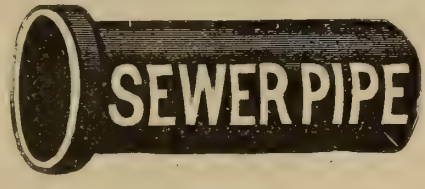
Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Perfectly Flat Galvanized Sheets
Is a marked characteristic of
GILBERTSON'S
COMET
Brand

Sold by all jobbers who are up-to-date.
It sells readily, is selected carefully; soft and smooth. Prices lower than other high-grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

THE OXIDATION OF LINSEED OIL.

It has long been known that linseed oil dries by combining with oxygen, and that in so doing it gains in weight. At least one competent authority says that in drying it gives off water and carbon dioxide; but, as this latter assertion seems incompatible with the gain in weight which all observers have recorded, the following experiment has been made to test the truth of the assertion:

Six weighed glass flasks, of about 600 c.c. capacity each, were fitted with rubber stoppers, through each of which passed two glass tubes, one reaching near the bottom of the flask and the other about one inch below the stopper. These tubes were bent, above the flasks, at right angles, so that they could be joined with bits of rubber tubing, so that a current of pure air could be drawn through the whole. To remove moisture and carbon dioxide, the air was first passed through jars filled with calcium chloride and lumps of caustic potash; and on leaving the apparatus it was again passed through a calcium chloride tube and caustic potash. One of the flasks was then filled with pure raw linseed oil, from which it was poured into a second flask, and so on until each flask had been wetted with the same oil, The flasks were drained, weighed, and then set up in series and connected as indicated; then a slow current of air was drawn through the apparatus by a filter-pump. It was anticipated that in about ten days the oil film would be dry, and then the flasks would be again weighed, also the drying tube, and the carbonic acid estimated. Considerable care was taken to make the joints tight, although, as the whole apparatus was open to the air at one end, leakage was not expected. The oil did not, howevr, uniformly wet the inside of the flasks, but the film at first formed broke up and gathered into drops, and a little pool of oil formed at the bottom of the flask. The flasks were new and clean. After a day or two the oil in the first flask began to bleach and in due course dried, as was shown by the formation of a film of linoxyn, and then dried still further, as indicated by the shrivelling and wrinkling of this film; and all this time, which was about ten days, the oil in the other flasks was not acted on. Then the oil in the second flask began to bleach, and dried; then the oil in the third flask; and, after more than two months, the oil in the sixth flask was finished. Evidently something was done to the air in passing through a flask containing a few hundred mgrms. of oil which prevented it from oxidizing any more oil. This seems remarkable, and worthy of record. Possibly it was the removal of ozone; if this should be shown to be true, it would account for the fact that oil dries more rapidly out of doors than within, and this is true whether it is in the sun or not. These flasks were not in direct sunlight, but were in a well-lighted room, and directly under a skylight. When the calcium chloride and the potash were examined, it was found that they had gained in weight far more than was possible to account for except by leakage; but this is not remarkable, as everyone knows who has tried to make joints tight for a long time; so the original purpose was defeated.

When the flasks were weighed, it was found that in no two of them was there uniform percentage increase of weight of oil; and the extremes, which were in adjacent flasks, differed so much that one had gained two and a half times as much as the other, the figures being 10-1 and 25-5 per cent. Yet it was the same oil that was put in all these flasks; and the amount which remained in the several flasks was about the same, being about 300 mgrms. After this, the stoppers were removed from the flasks, which were then hung up, mouth downwards, for several months, and occasionally weighed; no important changes developed. They were then cleaned and reweighed, and the original weights were thus verified, An attempt was made to repeat this experiment with greater care, but after a time leakage developed, and the experiment was abandoned; but as far as it went it agreed with the one described.

In connection with this, it may be well to refer to the work of G. Keppeler, in his studies on the Hargreaves sulphate process, as reported in "Chemische Industrie" for 1905, No. 5, page 173, where he says: "Oxygen, under the influence of certain treatment or of some substances, loses its property of readily effecting oxidation, and heating the oxygen reduces its oxidizing power." It will be remembered that ozone is destroyed by heat or by contact with rubber or other oxidisable matter. (Paper read before the New York section of the Society of Chemical Industry, by A. H. Sabin, and reprinted from the Society's Journal.

In a letter received from a British Columbia Customer he says:

"That Hollywood Paint of yours has exceedingly good covering qualities, much better than white lead and goes farther."

This is a general verdict from the Atlantic to the Pacific.

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

You Don't Know What We Can Do For You Until You Try Us

We can sell a machinery paint in your store where now you don't think the trade valuable enough to stock up.

How will we do it? Forward you a

MACHINERY PAINT

possessing great covering capacity, thereby giving the painter more value for his money than he ordinarily gets.

This is an established line well worth writing about.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary **floor paints,** which accumulate dirt, and rub off when washed.

JAMIESON'S Floor Enamels

dry very hard, in a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors.

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RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

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"DOMINION" BRAND

OILS GUARANTEED GENUINE.

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GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent
GODFREY S. PELTON
201 & 202 CORISTINE BUILDING. MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

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WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*

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MARX & RAWOLLE
NEW YORK
Manufacturers

BLEACHED and ORANGE

Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**

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BRANDRAM BROS. & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

WHITE LEAD IN YOUR PAINTS

Do you buy Paint?
Do you sell Paint?
Do you use Paint?

The "Brandram's"

B. B. GENUINE
White Lead Process

of corroding lead is a secret process, discovered 189 years ago and with a few improved modifications is still the best process known to-day and known only by "Brandram's."

The "Brandram"

White Lead in Ready Mixed Paints

The only White Lead in every case of Anchor or English Liquid House Paints you buy, in every can you sell, in every brushful your customers use is

"Brandram's" B. B. Genuine

The "Brandram"

White Lead Success

This White Lead we control in Canada. No other Paint can contain it, no other maker can buy it or make it. It places our products Anchor and English Liquid House Paints unquestioned in the foremost rank.

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HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg
Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 14, 1906.

The feature of the past week was a stiffening tendency in all lead products, owing to firmer markets in England. However, on account of the advent of the Exhibition season, and many vacations on the part of buyers, sales have not been very heavy.

Travelers are now commencing to take up their usual territory, and it is thought that by the middle of the month a good Fall campaign will be opened.

The southern market saw a sharp and sudden decline in temperature, during the past week, but the recovery was so rapid that few dealers were able to take advantage of the low prices, and quotations are about the same as last week.

Linseed oil has been fluctuating slightly, but not to an extent sufficient to disturb existing quotations materially. At the present time they are at the same level as was reported in our last issue.

White lead is very firm and it is hard to get deliveries. All the principal manufacturers are said to be sold up for the balance of the year, and buying in any quantity is almost impossible.

LINSEED OIL— There have been some fluctuations, but the following prices are again generally quoted: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE—The southern market has recovered from a sharp decline and quotations are now back to the following figures: Single barrel, 86c. per gal.; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6 to $6.25; No. 1, $5.65 to $5.90; No. 2, $5.30 to $5.65; No. 3, $5.05 to $5.30, all f.o.b. Montreal.

DRY WHITE ZINC— The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5½c. to 6½c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 7¼c.; 100-lb. kegs, 7½c., smaller quantities, 8½c.

RED LEAD—In common with all lead products this line continues very firm. We still quote: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—Prices remain unchanged as follows: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8 1-2c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20 1-4c in barrels.

WINDOW GLASS—A brisk turnover is the experience of the jobbers, and importers are booking large orders for delivery before the close of navigation. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.70; third break, 100 feet, $4.25; fourth break, 100 feet, $4.45; fifth break, 100 feet, $4.70; sixth break, 100 feet, $5.25. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Sept. 14, 1906.

Linseed oil has shown some weakness of late and while the market has firmed up a little the present quoted prices are

A few more of our

TRADE MAGNETS and TRADE RETAINERS

The Martin-Senour
Porch and Deck Paint
"Stands the Weather."

The Martin-Senour
Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour
Carriage Paint
It's "superfine," everything said.

The Martin-Senour
Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT

100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

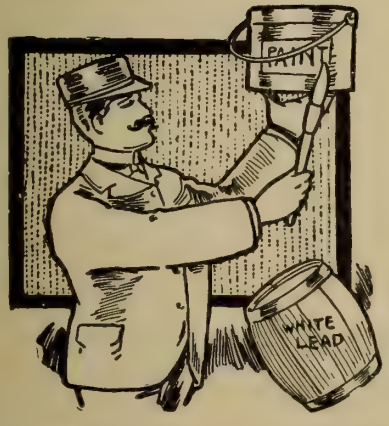
The MARTIN-SENOUR CO., Limited

"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited
HALIFAX, N.S.



RAMSAY'S PAINTS FOR PAINT DEALERS

Every line is for business getting and for money making. All made with care to bring results and to give satisfaction.

RAMSAY'S PAINTS for the House
RAMSAY'S OIL STAINS for new wood
RAMSAY'S VARNISH STAINS for over work
RAMSAY'S OUTSIDE PAINTS for the barn
RAMSAY'S CREOSOTE STAINS for shingles
Everything in "Ramsay's" for good painting

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

GALVANIZING

WE HAVE THE

LARGEST PLANT IN CANADA

AND ARE IN A POSITION TO DO

THE LARGEST WORK
THE BEST WORK
THE CHEAPEST WORK

We run 2 pots continuously, by which we are enabled to give Special Work advantages both in

Quickness and Quality

As we are large users of GALVANIZED GOODS, we can afford to

QUOTE LOWER PRICES THAN ALL OTHERS

ONTARIO WIND ENGINE & PUMP CO.

LIMITED

(Atlantic Avenue) TORONTO

THE AUTUMN

is presumably the BEST TIME to paint. After the first appearance of cold weather the flies, like the proverbial ANGELS' VISITS, become "FEW and FAR BETWEEN." The clouds of dust cease, and the absence of muggy, steamy weather facilitates paint drying, and one is in a jolly mood to wield the brush !

Take an hour in the PAINT and VARNISH department and note in your "WANT BOOK" deficient lines of DRY COLORS, COLORS IN OIL, COACH COLORS, WHITE LEAD, WAGGON PAINT, WOOD STAINS, HOUSE AND CARRIAGE VARNISHES, BUGGY and SLEIGH paints, READY-MIXED PAINTS, especially the FLOOR PAINTS. Now turn to BARN PAINT, STOVE PIPE VARNISH, ALUMINUM AND GOLD PAINT, Look into ASBESTOS STOVE LINING, KALSOMINE, and don't forget the PUTTY.

One or **two** lines should be singled out and pushed **every day** by what is called in England "the **introduction method.**" This means: after a customer has made an ordinary purchase, you tactfully and "with winning grace" show him a small tin, say, of the **Canada Paint Company's aluminum paint,** and remark, "Have you seen our **silvery aluminum paint ?**" Show it off by painting a few strips of stove pipe iron. **Don't** be too obtrusive, but enlarge upon its merits. Now hand out a **C. P. Co.'s liquid paint folder** and sweetly invite the customer, him or her, to "**come again !**" Change your specialties **each day,** or at least **every other day.** Keep a **bright look out** for **casual telephone orders,** and make a list of your **largest regular buyers,** and call them up, at least **once a week,** for **"anything on the list, please ?"**

Having done all this, **mail** a **nicely assorted** order to where it will be **appreciated,** that is to say to

THE CANADA PAINT COMPANY

LIMITED

largely nominal, and perhaps a trifle high. Turpentine is firm with no change. It is difficult to make any forecast of what turpentine will do, as reports from primary markets change daily.

White lead is firm and scarce, and indications point to even firmer conditions. Pig lead is away up and all lead products are as a result affected. Business in general lines of paint is quieter but an impetus is looked for in October and November.

WHITE LEAD — Ex Toronto, pure white, $6.30; No. 1, $5.92 1-2; No. 2, $5.55; No. 3, $5.30; No. 4, $5.05 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.50; ditto, in kegs of 100 lbs., $5.75.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.;No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 55c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 91c.; 2 to 4 barrels, 90c., f.o.b. point of shipment, net 30 days. Less than barrels, 96c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL— English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

WHITE LEAD PRICE CUTTING.

"We have been offered pure white lead at $5.60" is the cry that has met paint and oil travelers throughout the country during the past month or so.

Not many months ago it was almost impossible to buy a hundredweight of white lead in Toronto, even were one willing to pay the highest market price, and while this condition has been modified somewhat as the season has advanced, there is by no means any surplus of lead in Canada, and with the exception of the one quotation referred to, not the slightest sign of any weakening in price. In addition to this, pig lead has been advancing in price for some time past. In view of the fact that the corrosion of lead takes from eight to eleven weeks, besides being a costly process attendant with waste of material, one wonders upon what hypothesis a firm is working to make a cut of from fifty-five to seventy cents a hundredweight.

It is said that the quotations given at $5.60 are "subject to having the lead at the time the order is received," and that in most cases when it comes to "delivering the goods" this proviso is taken advantage of. The whole matter would seem like a joke were it not for the fact that there is a danger of breaking a legitimate price that is none too high to allow merchants to live and continue in business.

COVERING CAPACITY OF PAINT.

In estimating the price of a job it is necessary to have some idea as to the quantity of material required, but no definite and accurate amount can be laid down that will apply to any work, says an Australian exchange. Some very dry and hungry work would absorb a much larger quantity of paint than other new and smooth material might. On two different tests made by an expert it was found that for one, five and two-thirds ounces per yard was used for the priming, with two and two-thirds ounces for the second coats; while on another trial under different circumstances, the first coat took five ounces and the second coat fifteen ounces per yard. For general work, however, in estimating, it may be taken as a guide only that one pound of paint will cover one yard three coats.

EXTINGUISHING BENZINE FIRES.

Although water is useless for extinguishing oil fires, yet wet rags applied to the burning parts (of motor cars, for instance) will excluse air and stop the fire. Where the parts are inaccessible to this treatment, sand or flour may be strewn over the burning oil, or a mixture of 15 parts of sal ammoniac, 5 of common salt, and 20 of bicarbonate of soda, all ground fine and sifted, may be used in the same way. Where the doors and windows of the room in which the fire occurs can be closed this should be done, and several bottles of ammonia smashed on the floor. The ammonia vapor will quickly put out the strongest flame, if air be excluded.

NOVELTIES FOR THE HARDWAREMEN

Readers desiring the addresses of the manufacturers or jobbers of the articles described, or any additional information, can secure the same from the Editor of HARDWARE & METAL.

NEW MARLIN GOODS.

The Marlin Firearms Company, New Haven, Conn., are now placing on the market the Marlin repeating shotgun, model 21, take down, straight grip, made in grades "A," "B," "C" and "D," also Marlin Baby Featherweight Repeater, model No. 18, .22 calibre, which is now made take-down by using a thumb screw for a tang screw.

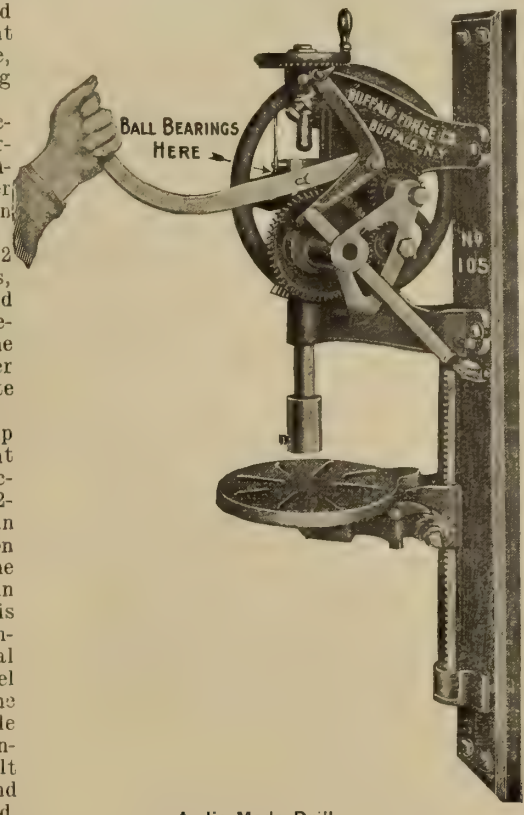
Model 18 is an entirely new construction from muzzle to buttplate. The operating parts engage directly with one another, without intervening links or other connections to complicate and weaken the construction.

The rifle handles, single-shot, the .22 short, long and long-rifle cartridges, black and smokeless, with solid and with mushroom bullets; it regularly repeats with the short cartridges; the long-rifle carrier makes it a repeater with the long-rifle cartridges, accurate and effective up to 200 yards.

Shooters who prefer the straight grip stock and shooters to whom the straight grip and pistol grip are equally satisfactory, will welcome the Model 21, 12-gauge, take-down, repeating shotgun with straight grip stock. While made on the same system as the Model 19, the straight grip feature allows a saving in the cost of construction, therefore it is offered at a lower price, while maintaining exactly the same quality of material and workmanship throughout. The Model 21 has all the superior merits of the Model 19. The solid top frame and side ejector insure safety, comfort and convenience; the peculiar Marlin breech-bolt keeps out bad weather—rain, snow and sleet—also dirt, leaves, twigs and sand. The barrel is a clean, perfect tube with a uniform distribution of metal on all sides, allowing uniform expansion when fired and producing the full, round, evenly distributed pattern for which these guns are famous. The barrel is made extra heavy at the breech, resulting in increased range and penetration.

A JIG-MADE DRILL.

The Canadian Buffalo Forge Co., Montreal, has got out a new series of blacksmiths' drills, Nos. 101 to 105, which supplements its line of over 60 styles of drills. The general design of the drills is adapted to fastening to a post or wall with lag screws. The



A Jig-Made Drill.

largest one, No. 105, is shown in the accompanying cut. Each drill of the series is provided with ball bearings on the spindle, to take up the thrust and to avoid friction. It is remarked that in this feature the company has broken away from what seems to be the time-honored custom of placing the ball bearings on the slowly revolving feed mechanism, and has placed the thrust bearing on top of the high speed. No. 101, the smallest of the series, will drill a 1-in. hole in the centre of a 13-in. circle, and has a feed run of 3¼ in. The No. 105 has a capacity to drill a 1½-in. hole in the centre of an 18-in. circle, and a length of feed run of 4 in. The weights of the several drills range from 98 to 145 lbs. The manufacturer guarantees the drills for five years from date of purchase.

VALUE OF ASSOCIATED EFFORT.

Editor Hardware and Metal: "Associations as at present obtain amongst the plumbing trade are not an effective means of direct profit," are the concluding lines of your correspondent, Anon, in your issue of the 1st inst.

In thus writing he overlooks the credit of his discount account. Is it not palpable that owing to increased purchases the solvent buyer adds proportionately to his discount ability? This is an indirect gain the value of which cannot be minimized. And what is the cause of this improved condition? Is it general prosperity reflecting itself particularly? Partly so, but not wholly. In truth, if he delves a little deeper into the subject he will find that this improvement is nearly entirely due to the associated effort of the master plumbers. He has shown that influences hitherto have not successfully blended. It is neither convenient nor proper now to detail delinquencies. But has he shown that confidence cannot be restored and maintained?

Every compact pre-supposes its violation; constructive ability must have its co-relative destructive ability. To direct is useless, unless you have the means to insist. The conditions which soaked the enthusiasm of the master plumbers of Ottawa have passed into oblivion, and those who were urged to accentuate them have gone there too. Between the altruistic position of the master plumber and his material position a gulf exists. To fill it and make the reward fit the effort is a task calling for immediate action.

The individualistic mind with foresight is always optimistic. It revels in the worst throes of competition — never daunted, always sustained by the feeling that the fittest survive. To such a one it is a sacrifice, a costly blunder, to lose himself in the whirlpool of collectivism. After all, circumstances govern even such men.

Big fleas have little fleas on their backs to bite 'em,
And little fleas have lesser fleas, and so on, ad infinitum.

Sept. 5, 1906. NEVER DESPAIR.



Marlin Baby Featherweight Repeating Rifle.

Marlin Repeating Shotgun, Model 21.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Piate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed
Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The sawmills of the W. J. Hesson Company at the Soo were destroyed by fire. Loss $10,000.

Schram & Brown have commenced the manufacture of cement brick by a new process at Medicine Hat.

The ratepayers of Calgary will vote on a by-law to raise another $10,000 for the municipal power plant.

The Village of Hastings will vote to grant a bonus of $5,000 to the Peterborough Boiler & Radiator Co.

Lawson & O'Gara, architects, are asking tenders for a warehouse to be built in Calgary for the W. R. Brock Company.

The Ames-Holden Company have increased their capital to two and a half million, and will build a new factory to cost $200,000.

Three new banks are expected to open in Calgary. They are the Bank of Hamilton, Bank of Toronto and Eastern Townships Bank.

The Peterborough Steel Rolling Mills Company is asking the City of Peterborough for a bonus of $6,000 and a right-of-way for a siding.

The increase in duties on agricultural implements imported into Australia is likely to seriously affect the Massey-Harris Company, which concern has for years done an enormous trade with the sister colony.

The Dominion Construction Company, of Montreal, have the contract for the new transformer building for the Canadian General Electric Company at Peterborough. The building and equipment will cost about $250,000.

The largest generator ever made in this country has just been made ready for shipment to British Columbia from the works of the Canadian Westinghouse Company, of Hamilton. The purchaser is the British Columbia Electric Railway Company, of Vancouver.

Companies Incorporated.

The Winnipeg Paint & Glass Co. have applied for letters patent to increase their capital stock from $250,000 to $500,000.

The Benjamin Electric Manufacturing Co., incorporated under the laws of the State of Illinois, have been granted a license to manufacture in Ontario.

P. J. Powers Co. have been incorporated under Dominion charter with a capital stock of $45,000 for the purpose of carrying on a general foundry business and take over the business of Powers & Co. The provisional directors are P. J. Powers, M. Lannon, T. McBrearty, Maxime Vian and Lorenzo Dolpe, with head office at Ottawa.

The Iroquois Motor Car Company has been incorporated under Dominion charter with a capital stock of $96,000 for the purpose of manufacturing and dealing in automobiles, motor boats and vehicles. The provisional directors are J. F. Mills, D'Arcy Scott, Alex. Griffiths, G. W. Sutherland, J. H. Crow, W. H. Crother, R. Cooper, G. G. Brown and E. A. G. Pew, with head office at Welland.

BUILDING NOTES.

Strathcona, Alta., will have a $15,000 public school.

A. S. Corbett, Olds, Alta., will erect a $15,000 hotel.

Vegreville, Alta, will have a new school to cost $10,000

Didsbury, Alta., will build a public school to cost $18,000.

R Secord, of Edmonton, purposes building a $35,000 residence.

High River, Alta., Presbyterians purpose erecting a $10,000 church.

The American Tobacco Co., Montreal, will erect a six storey building.

The Merchants' Bank will put up a $10,000 building at Camrose, Sask.

Spout, Waldron & Co., Minneapolis, will build a flour mill at Lethbridge, Alta.

Thomas McCaffery, Calgary, has the contract for the Holy Cross Hospital at $30,000.

P. J. Hansen has the contract for building a school at Mather, Man., to cost $6,000.

Vancouver's building permits amounted to $2,333,665 during the first eight months of this year.

The Keystone Amusement Co., Pittsburg, Pa., will build a theatre on Richmond street, Toronto.

The Lethbridge Coal Mines Co., Lethbridge, Alta., will improve their plant to the extent of $75,000.

Building operations in Wolseley, Alta., include the following: Presbyterian church, town hall, Banbury's new hotel, the Perley block, Hall's block and a new Bank of Toronto building.

BRITISH CEMENT TRADE.

The British cement industry generally is just now in a very flourishing condition, the German competition from which English manufacturers have suffered so much having now terminated. The demand for cement has recently

grown enormously, and manufacturers have unfilled orders on hand sufficient to ensure employment for months ahead. This is to some extent attributable to the requirements in connection with the rebuilding of San Francisco In this respect it is interesting to note that, whereas in 1905 only 11,590 tons of cement were sent to the United States, already, in 1906, nearly 61,000 tons have been exported to that country. A more comprehensive combine is, it is said, likely to be formed among the Thames and Medway manufacturers with a view to maintaining prices.

CANADIAN MANUFACTURERS IN JAPAN.

Alex. MacLean, Canadian trade agent at Yokohama, Japan, writes :

"What impresses the observes and the inquirer at first sight is that Canadian manufactures are not here either on view or in prospectus. There is nothing to suggest the name of Canada—perhaps I should not say nothing, since being refreshed a day ar two ago by the sight of two dray loads of Enderby, B.C., flour so heavy that the attached horse-power was unable to take them up grade to a little Japanese bakery where, from personal knowledge I can say bread is made of a uniform excellence quite up to the Canadian standard.

"This flour would be evidence of the samples and sample orders mentioned in my review of 'Canadian flour in Japan' as showing ability to compete if supply could be assured. However, I have to repeat that there is nothing to suggest the name of Canada, either in the warehouses and shops, or in the advertising columns of the newspapers. The scenic beauties of hillside and plain along the routes of travel are blemished conspicuously by reminders of the brands and blends of Scotch whisky, various foods for infants, etc., and many other foreign and domestic necessaries; but of this blemishing there is none done, possibly because of aesthetic scruples, on Canadian account.

"These lines will apply to practically all lines of Canadian manufacture and production. I have stated often in these reports, in substance, that with a few exceptions everything that Canada grows and makes is represented here in the course of every-day trade, but not of Canadian production. The inference is that Canada does not yet feel the urgency of looking to the Far East for market, because her present markets, home and foreign, are absorbing her output. That there are exceptional examples, in the form of correspondence with this office, of a desire to learn the conditions in the Japanese market and to take the advantages offered, if any, shows that there is a somewhat lively interest felt and operating, which augurs well; but that interest has not yet taken much of a tangible trade form.

Activity of Japanese Markets.

"I notice in the current news that a large cargo, stated at 6,000 tons, of steel rails has been despatched from Sydney on the Atlantic Coast of Canada, via Cape Horn, to British Columbia on the Pacific Coast. That may be regarded as a notable event; but it is only an expression of the activity of the home market. I know the Canadian situation too well to infer from that event that Canadian steel manufacturers are prepared to export their product to Japan, although the transportation distance via the Suez route must be shorter. There will be early future railway extension in Japan, and in Corea and Manchuria under Japanese influence. This, in any event, and without reference to the talked-of change of gauge and the consequent re-equipment of the present 5,000 miles of railway in Japan. With this prospect in view, and prompted by the advertisement of a Canadian Locomotive Company in an East India engineering journal, I wrote to the company in question to the effect that I had assumed that manufacturers of railway plant in Canada would be too much occupied by the home requirements to be concerned with export, but that I had seen their advertisement and would infer from it that they were looking for business, and that I would be glad to place the facilities of this office at their service. In due time their answer was received, to the effect that I was correct in my assumption that locomotive builders in Canada were not in a position at present to take up the question of export work, because of the large volume of business at home. Their foreign advertising was simply for the purpose of keeping their name before the public in the event of their being able to handle export work at some future time.

Direct Representatives a Necessity.

"Directly representing Canadian manufacture, I have knowledge of two agents only sent out within the two years of my experience here, prepared to arrange for business in their respective lines. The first called at this office on his arrival and stated the determination to get business here if it could be done. He spent within a few days of a year, partly in China ports, but mostly in Japan; and upon leaving for home was evidently satisfied with the result. The second has been here three days at this time of writing. He has come after nearly two years of correspondence that will not be fruitless since it has resulted in his coming, with the probability already that he will succeed in establishing his specialty in this market. Let it be understood from this, and much that I have said in former reports, that it does not follow that because Japan is not a hungry fish ready to jump at the first or any fly, she will not take bait that is expertly and temptingly placed before her.

"Every large manufacturing concern in Canada, to whose management it may appear that there should be business available in this country, should regard the cost of sending a special and highly capable agent out here as too small a matter to be considered. The two I have mentioned represented each only one line of manufacture. But I do not see any reason why one capable agent should not represent several lines of manufacture, thus distributing the cost."

Saskatoon council have made a contract for cast iron water pipe for their new water system with the Canada Foundry Co. The tender was about $20,650.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

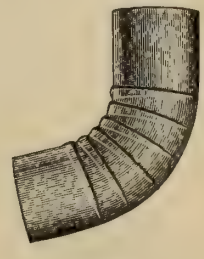
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Paroid Roofing Will Make Money for You

READ THIS:

Thousands of dealers all over Canada and the United States are making with Paroid one of their most profitable lines. If you are not selling Paroid it will pay you to get our proposition.

Why Paroid is the Best Ready Roofing Made

Paroid is the best quality of ready roofing made. Railroads, manufacturers and farmers all over Canada and the United States are using it in place of shingles, tin, iron and other kinds of roofings, because it lasts longer and costs less.

We make Paroid from start to finish—we make our felt—the most important part of the roofing, while other manufacturers buy their felt where they can get it cheapest. That's the principle reason why Paroid lasts longest. We could not stand back of Paroid if we did not make the felt.

Paroid is **soaked** and coated with a thicker, smoother, more pliable and durable coating than is on other ready roofings. Send for samples of Paroid and compare it with other kinds. You can see and feel the difference.

Paroid is applied with the **only** anti rust-proof cap made. It insures a tight roof. Other roofs often fail because the cap rusts out. Paroid will not crack and break in cold weather. It is adapted for all kinds of buildings and will outlast other ready roofings.

How We Help You

Our advertising plan has doubled the sales of our dealers this year. It helps to sell their other lines, too.

Send for our proposition and we will mail advertising matter and samples to every likely user of roofing in your town. It will not cost you a cent and can't help bringing you orders. We'll send you all the electrotypes and special things you can use. We'll write letters to prospective customers and send our salesman to help you land orders. Write, telegraph or telephone at our expense at any time.

The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

It won't cost you a cent to try out our proposition and we stand back of every roll of Paroid you sell.

Sign your name to a postal to-day and we'll send you full particulars and samples.

F. W. BIRD & SON

Makers

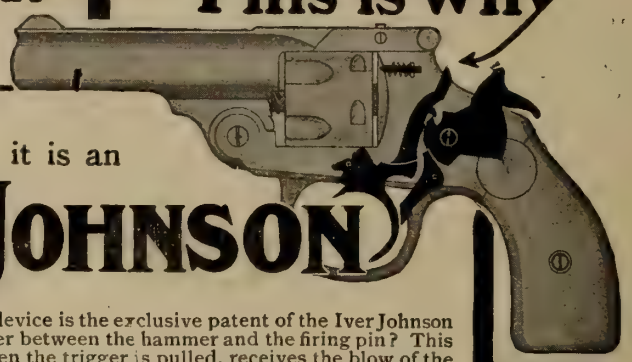
Factory and Office:

Hamilton, - Ontario

Established U.S.A., 1817.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

DEMAND FOR DEAD FLIES.

A ton of dead flies was the strange cargo a vessel from Brazil unloaded recently at London, England. Dead flies are admirable food for chickens, birds in captivity and captive fishes. The river Amazon abounds with flies. Brazilians float down the stream in boats and scoop in millions of the flies which circle in dense clouds just above the water's edge. The flies are killed, dried thoroughly in the sun and packed in bags. They are then shipped. Dead flies constitute one of the richest of foods for animals. For chickens the flies are mixed with other ingredients, such as millet and corn. By themselves the flies are too rich, but their power of nourishment is so great that a small quantity of them has a most beneficial effect. Two years ago the Brazilian Government stopped the exportation, being afraid that the fish in the rivers would suffer by being deprived of this food. But the prohibition has been removed. Formerly dead flies sold at 10 cents a pound, but the demand has grown and the supply so lessened that 30 cents a pound is now charged.

WHAT THE HARDWAREMAN SELLS

The following lines may contain a suggestion for some of our country friends :

Ladies, yes, and gentlemen, too,
Here is something to interest you.
I've opened a store, and it won't take a minute
To tell you most of the things that are in it.

You haven't much time to spare, I know—
But pocket this list before you go.
It may bring to mind something you need,
And the prices are right if you only read.

There are brooms and brushes, and window mops,
Clothes lines and reels and cotton ropes ;
Washboards and wringers and chopping trays,
And washing machines for washing days.

Tubs and boilers, and buckets, too :
Everything up-to-date and new.
Preserving kettles and roasting pans,
Dairy pails and creamery cans.

Everything made of enamel and tin ;
A butter mold or a rolling pin.
Knives and forks and spoons and plates,
Crayons and pencils and children's slates.

Tacks and nails and screws and locks,
Mirrors and choppers and whips and clocks.
Axes and hammers and boxwood rules;
Shovels and spades, and other tools.

There are hundreds of other things as well
Stored on the shelves of which I could tell.
I have the goods, if you have the "tin,"
So let us at once to business begin.

Winnipeg, Sept. 1. . . . . D.G.R.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

ARTICLES FOR SALE.

CORNICE brake and a number of other tinsmith's tools in first-class condition for sale cheap Chesney & Smiley, Seaforth, Ont.

BUSINESS CHANCES

HERE is what you want—a tinsmithing and plumbing business in sunny Alberta town, with 1,200 population; no opposition; $3,000 will handle business; lot and building 14 x 36; last year's business $8,000; act quick, good reason for selling. Address, S. Case, HARDWARE AND METAL, Winnipeg. [35]

WELL selected stock of hardware, stoves, tinware, tinshop tools, etc. In first-class section of Ontario. Good reasons for selling. Stock about $4,000. Apply Box 549, HARDWARE AND METAL, Toronto. [39]

SITUATIONS VACANT

FURNACE MEN WANTED — Highest wages are offered to competent furnace men in the largest cities in the west; also splendid openings for mechanics with a general knowledge of steam fitting and furnace work. Apply to The Pease-Waldon Co., Limited, Winnipeg, Man.

WANTED—Hardware salesman with about four years' experience. Write at once with references. Good position for the right man. Apply to The Bond Hardware Co., Limited, Guelph, Ont. [34]

WANTED—Capable young man with fair knowledge of mechanics and good appearance as city traveller in Winnipeg. Good position for right man. Box 57, HARDWARE AND METAL, Winnipeg. [35]

WANTED—First-class tinsmith, must understand furnace work, steady job to right man. Apply stating age, experience and salary expected. Bandman preferred. Good town in Alberta. Box 553, HARDWARE AND METAL, Toronto. [38]

WANTED—Broom and Whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 554, HARDWARE & METAL, Toronto.

SITUATIONS WANTED

HARDWARE clerk, with nine years' experience, wants position with hardware firm. Can give best references. Box 554, HARDWARE AND METAL, Toronto.

WANTED—A position as traveling salesman by young man with thorough knowledge of hardware. Now employed on the road. Eastern territory preferred. Box 47, HARDWARE AND METAL, Winnipeg.

WANTED—Position as salesman or Traveller in hardware lines, carriage goods or paints (manufacturing or general wholesale). Age now 47; thirty years experience as traveller, retailing and jobbing, have travelled all over Canada; good references. Apply to HARDWARE AND METAL. [37]

WANTED position in west by retail hardwareman; eight year's experience; general and builders' hardware, stoves, etc.; understands ad. writing and window dressing; can give best reference. Address 544, HARDWARE AND METAL, Winnipeg. [36]

See That Plate?

ISN'T IT A BEAUTY?

That's only one of the seventy-five perfect pieces which make up our beautiful Louis XIV Classification.

Every piece is of the same harmonious design. Many patterns and arrangements to suit all ceilings and tastes.

Every piece fits. A pleasure to erect.

Better try us—if you haven't already joined the happy throng.

We make a full and complete line of

ROOFING, SIDING, CORNICES, SKYLIGHTS etc.



PLATE No. 1,000, 24"x24" and 24"x48"

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.



TRAVELER WANTED.

GOOD position open for party of exceptional ability to sell a complete line of up-to-date stoves and furnaces in Manitoba and Northwest, a line well known. Excellent opportunity One with furnace experience preferred. Address in confidence Box 550, HARDWARE AND METAL, Winnipeg.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

GET THE BEST

BUY QUICK SELLERS and INCREASE BOTH PLEASURE and PROFIT

LARGEST ASSORTMENT MADE

For sale by Jobbers — Send for 1906 Catalogue

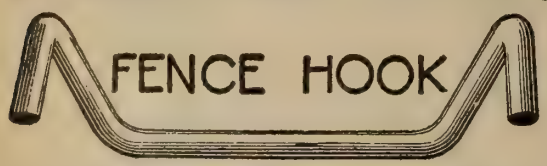


The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited. — LONDON, ONT

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

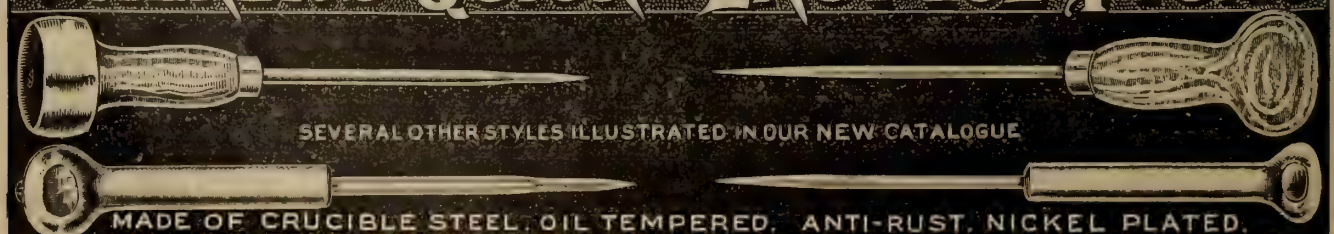
General Contractors' Supplies.

F. HYDE & CO.

31 WELLINGTON ST.

MONTREAL

WALKER'S QUICK AND EASY ICE PICKS



MADE OF CRUCIBLE STEEL, OIL TEMPERED, ANTI-RUST, NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, **easily applied**, and of **uniform** and **durable** quality. Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" ***FARLEY WORKS, SHEFFIELD, ENG.***

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

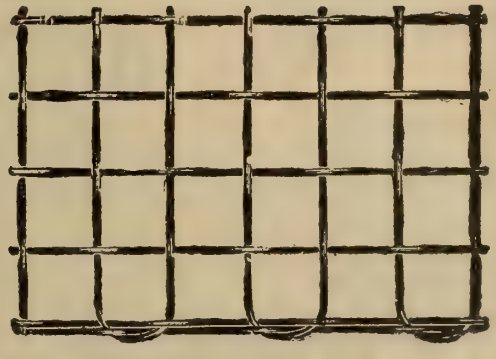
We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works

MONTREAL

WIRE CLOTH



Special Regalvanized Cloth for Apple and Fruit Drying.

Stock widths—24-30 and 36 inch. Other widths and meshes made to order.

Also ½-inch Galvanized Netting. Stock widths—24-30 and 36-inch. Stock lengths—25 and 50 yards.

Also Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.

THE STANDARD IDEAL SANITARY CO., LIMITED

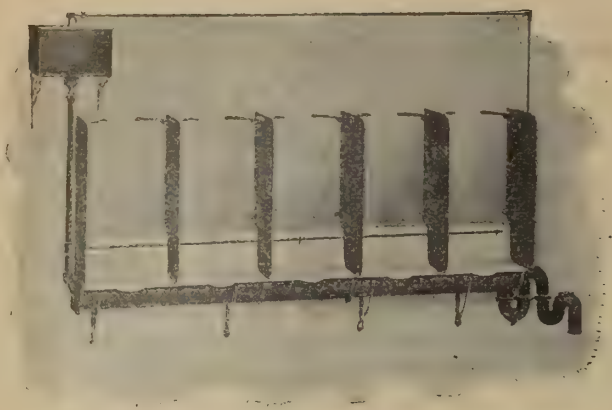


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.

RETURNED SEP 22 1905 Montreal Office Book 55 29 42

The Genuine **HANCOCK INSPIRATOR**



has advantages not contained in the ordinary Injector.

Being a double-tube machine it doubly insures perfect working capacity.

It lifts higher than the single tube Injector. Works under a wider range of pressures.

Requires no throttle valve to operate under varying pressures.

Can be used as an Ejector if desired.

All parts interchangeable. Fully guaranteed.



Steamship Telegraph Apparatus

RETURNED SEP 22

The James Morrison Brass Mfg. Co. Limited

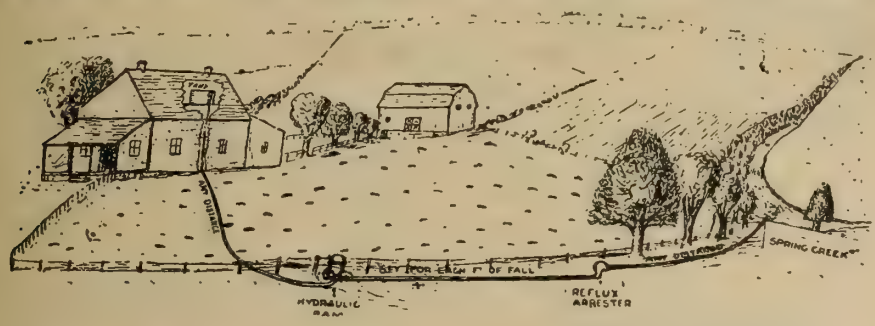
Manufacturers of **Marine Brass Work**

Engineers' and Plumbers' Supplies **Toronto**

PLUMBING AND STEAMFITTING

HYDRAULIC RAM ON FARM.

I have a spring on side of hill which runs 2 1-2 gallons water per minute. Amount of fall in 30 rods is 4 feet. (1) Would that run a ram? (2) Describe by drawing the ram in detail, and how it would be put in a barrel. (3) Give any other necessary information to put one in. (4) Is barrel best placed in spring or off a distance from it? (5) What proportion of water should be elevated 25 feet high? (6) Where can the best rams be procured? Distance to send the water, 25 rods, to elevation of 25 feet.



The "Reflux Arrester" is a special device sometimes used when the fall is slight compared with the horizontal distance from supply to machine. A tank serves the same purpose, situated between supply and machine, in such a position that the pipe from tank to machine lies on a slope of about 1 in 6. Neither is necessary in this instance.

In reply to the above question, Prof. J. B. Reynolds, of the Ontario Agricultural College, Guelph, writes in the Farmers' Advocate:

In the circumstances here specified a hydraulic ram would work satisfactorily. It would be advisable, on account of the length of supply pipe, to make it somewhat larger than is usually specified. The supply pipe should be, I think, one inch in diameter. I enclose herewith a drawing, showing the relative positions of the supply of water, the supply pipe, the machine and the discharge pipe. It is not necessary to have a barrel or tank to contain the water at spring, though, perhaps, it is generally advisable to do so. The water may be collected at the spring in a barrel or tank, and the supply pipe carries the water from the barrel to the machine. The supply pipe should not be perpendicular in any event, but laid on a slope of not more than one foot in six. In this particular instance the fall is four feet in three rods. This fall is sufficient to work the machine, provided, as I said above, the drive pipe is sufficiently large. It would be advisable, further, to lay the pipes, both the drive pipes and the discharge pipe, underground two or three feet deep at least, in order to lessen the danger of freezing in case the machine should stop working at any time during cold weather. Clean water, of course, is necessary— that is, water free from coarse matter which may clog the valves or pipes. There are many details respecting the working of the machine which can be learned only by experience. Anyone who handles a hydraulic ram soon learns to control the length of the stroke and other particulars. A machine having a water supply of four feet fall, and being required to lift water twenty-five feet, will deliver about 10 per cent. of the amount supplied to it. The quantity of water mentioned by the correspondent, namely, two and a half gallons per minute, would run only the smallest size machine—No. 2. The machine would probably pump about 15 gallons per hour when working at its full capacity. Most of the windmill and power manufacturers handle these pumps and they can also be secured from R. McDougall Co., Galt, Ont.

HANDY TOOL KIT.

A novelty for plumbers and fitters has been put on the market by the H. Mueller Mfg. Co., Decauter, Ill., and New York City, it being the handy tool kit shown in the accompanying illustration. They are probably the first to group these tools and present them to the trade in a strong, neat, compartment box, for convenience in keeping and carrying, and because of its novelty and general usefulness we believe it will be of universal interest to our readers. The kit consists of a centre punch, round punch, diamond point chisel, cape chisel, cold chisel, and a combination calking chisel, arranged in a serviceable compartment box, having the top and bottom lined with sole leather to prevent injury to the tools or box. The box has a strong swiveled handle and the top is removed by a half turn, and will not jar loose or give way. All the tools gre made of high-grade § octagon steel, tempered and hardened at measured temperatures, insuring absolute uniformity of temper. To make sure these tools are all they should be, each one is given a severe practical test, and every one is sold on the Mueller unconditional guarantee.



Mueller Handy Tool Kit.

NEW PATTERN OF STEAM TRAP.

The latest pattern of steam trap is especially adapted to handle large amounts of condensation and will stand high pressure. In a recent test, it discharged 33,000 pounds of water per hour under a pressure of 21 pounds per square inch. In a later test, it handled 46,000 pounds of water per hour at a pressure of 40 pounds per square inch. This capacity is especially valuable in

large steel plants, where heavy condensation in the headers, or "slugs" of water from foaming boilers, are discharged from the separator, and sometimes flood the steam trap. The method of operation is as follows: When condensation has reached the high-water line, the bucket fills, sinks and opens the small auxiliary valve. The pressure under the main valve is thus relieved, and it is forced down and opened instantly by the internal trap pressure upon its upper surface. The bucketful of water is then siphoned out of the bucket, which, rising, closes both the valves and the operation is repeated. No wire drawing is possible, as the trap is always wide open or closed tightly. As it opens or closes without jar, there is no danger of starting joints or pipes and causing leakage in vacuum-pan or other work. Aside from the valve mechanism, which works equally well at all pressures from 0 to 250 lbs. per square inch, the trap contains other mechanical features which are interesting. It has few moving parts, and when once put in position, does its work without further attention. The valve and the seat are located above the high-water level, out of the way of dirt and sediment, which enter with the water. They may be inspected or replaced in a minimum of time by unscrewing the cap. The trap is manufactured at Cleveland, Ohio, being designed to withstand high internal pressure, each one being tested to 1,000 lbs. per square inch, hydrostatic pressure, before leaving the shop.

THE PLUMBER'S APPRENTICE.

The modern apprentice has often proved himself a twin brother to the traditional Irishman's flea. If not exactly of the same species, his fleeing propensity has more than once suggested a decided likeness. The need of the apprentice is unquestioned. He fills a place from the beginning to the end of his career which makes his existence and training a matter of vital importance to the trade. How otherwise can skilled labor be maintained? asked W. C. Johnson at the Sheet Metal Workers' convention at Indianapolis. How during his training can the many and varied services which lead up to the skilled workman, and which are in their way as important to the conduct of the trade as are the services of the trained workman, how shall these services be performed unless the apprentice to whom they belong is in evidence?

The important question follows, how can we secure, retain and develop the apprentice until the issue is realized in the workman who honors his trade and in turn is honored by those who have the benefit of his services? Experience has taught the difficulty of the answer, and at best we cannot attempt more than simply suggest something which may help in the solution of the problem.

The parties interested in the development of the apprentice have so much to do with the successful completion of his career that we shall confine ourselves in this paper to these parties.

The Apprentice Himself.

He must have a two-fold conviction that he will be an honor to the work and the work honor him. The boy should feel that he is capable of learning the trade and show it in his interest in its details and in his determination to master them. Such a spirit is an honor to any station. The trade itself must in his view be worth his pursuit. A trade which has no attractions for a boy is the worst pursuit he can follow. His apprenticeship degenerates into one continuous protest against service, and if continued prophesies final failure. For successful careers give us the boys who enter the shop with the feeling that they will both give and receive. Give us a high purpose to succeed and receive in a trade knowledge the possession of which is a matter of rightful pride.

The parent or guardian is an important factor in the development of apprenticeship life. He should stand between the boy and his troubles. In his ignorance and inexperience the boy sometimes needs the counsel and the will of authority to hold him in place. The impulsive spirit of youth must find its check in the advice of those whose settled convictions and habits make them competent to steer the lad until he has passed the point of danger. That boy is to be pitied who has no such authoritative counselor, and whose lament in later life has sometimes been that he was left to act for himself.

A PERTINENT QUESTION

The question asked in Hardware and Metal of Aug. 11, reproduced below, has brought a goodly number of replies from readers in nearly every Province in Canada. The replies make interesting reading and will be published in our issue of September 29.

In the meantime we repeat our offer to give a year's subscription to every plumber or fitter sending a reply considered worthy of publication as well as an honorary prize of $5.00 to the one sending the best answer. Send in your answers.

The question is as follows:

If you were installing a hot water heating plant having 500 sq. feet of Radiator, and a boiler rated to handle the same amount, and you were asked by your customer if there would be any advantage in installing a larger sized boiler either in the interest of better service or economy in the consumption of fuel, and if so, why? What would you say?

The Associated Workman.

In all pursuits there are men of opposite extremes in their attitude toward their associates. For that workman who refuses the apprentice his kindly counsel there should be no place, save as necessity requires his services. The narrow, unsympathetic, jealous, persecuting spirit of some workmen toward the apprentices who will take their places when they are dead leads one to come very near hoping that the change would come soon. On the other hand the man, who is also a workman, and who is "a man for all that," whose clear recall of his own days of struggle and whose heart sympathy for his embryo fellow craftsmen fans the fire of resolve in the halting boy's heart and gives him a new outlook as to his future possibilities, he alone meets his accountability in the class called to work for the boy's upbuilding.

The employer may play a most important part in developing the apprentice's life. To the employer the final appeal is made. His word is presumably law. He is supposed to direct service and whatever will most effectively secure it. Hence the consideration of the manipulation of tools is not his only duty, but also along with this, supervision of moral character. Character often puts a premium upon efficiency which lack of character discounts. A surly, dishonest, foul-speeched workman, whatever his skill, may pass current with those of his class, but if we mistake not will be rejected by a still larger class whom it is the employer's highest interest to serve. The employer therefore who trains his apprentice not only in mechanical labor, but in the spirit with which he performs it, will win both for the boy and himself all the time.

There is no good reason why this quartette—the apprentice, the parent or guardian, the associated workman and the employer—should not unite in such harmony as to give new meaning and dignity to apprenticeship life. This paper suggests their work in part only. That part rightly performed by each participant must eventuate in a product which from the best standpoint is a workman of whom no one need be ashamed.

RECIPES FOR PUTTIES.

Putty for iron objects.—Ten parts of iron dust or filings are mixed with three of bleaching powder, and enough water to make a workable paste. This is applied to the parts to be cemented, which are then placed together and subjected to pressure for about twelve hours, by which time the mass will have set hard.

Oilproof putties.—(1) A mixture of ferric oxide and water glass will give a very strong putty, which, however, is slow-setting and brittle. (2) Marble dust, powdered glass, and water glass make a putty that is not acted on by oil, but easily breaks. (3) Red lead and water glass, mixed, set very slowly but become quite hard, and can be thoroughly recommended. (4) A mixture of marble dust and water glass sets as hard as marble. (5) Cement, marble dust and water glass form a putty which behaves like hard sandstone. (6) Zinc oxide and water glass make a useful mixture. (7) Zinc oxide, marble dust, and water glass give a hard, solid putty.

Armenian putty.—This mixture is largely used by oriental jewellers. It is prepared by dissolving 10 parts of mastic in 60 parts of absolute alcohol, on the one hand, and 20 parts of fish glue in 100 of water, under gentle heat, 10 parts of 50 per cent. spirit being then added. The two are well mixed together by stirring, and then incorporated with a solution of 5 parts of gum in 25 of 50 per cent. spirit. Finally the mixture is concentrated to about 170 parts by moderate heat on the water bath.

JOURNEYMEN PLUMBERS MEET.

The Journeymen Plumbers' and Steamfitters' International Convention will meet in the Labor Temple, Toronto, on September 17. From three to four hundred delegates are expected.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 14, 1906.

No changes in the price of any branch of the plumbing supply business have occurred this week. All lines are in splendid demand, and quotations are very strongly maintained at their present level.

Iron pipe orders are now being filled with greater regularity, as the rolling mills have pretty well recovered from the effects of the recent strike. Although prices on this line are very firm and the demand is heavy, no advances have been recorded.

RANGE BOILERS—Local jobbers are turning over good quantities in this line. Our prices remain as follows: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—The record price now being commanded by pig lead has resulted in firmer conditions on the lead pipe market. For the present, however, we are still quoting: 15 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS — Conditions are unchanged. Quotations remain as follows: Discounts on all sizes of nipples up to 6 inch, 67½ to 70 per cent.

IRON PIPE—Although a scarcity in some sizes continues, deliveries are now being made more promptly than for some time past. We give the following prices and discounts: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Firmer conditions prevail this week. We are quoting as follows: Standard soil pipe, 50 p.c. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER — Conditions are unchanged this week, but in view of the high price now being paid for pig lead, an advance is considered a strong possibility. We still quote: Bar solder, half-and-half guaranteed, 24c.; No. 2 wiping solder, 21c.

ENAMELWARE—We continue to quote following prices: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65, special $18.65; plate E11 and E21, 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quantity, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.: special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, September 14, 1906

Prices in all branches continue the same as last week. Business is good, and the prospects are that next month will show a large increase in the output. The approaching end of the Summer has made customers anxious to get their goods before a change of weather comes. Heating supplies are especially active, and the amount of business being done shows that the steam and hot water heating trade is steadily increasing in volume.

LEAD PIPE — Prices are without change but still firm. Lead pipe, 8c., discount 15 per cent.

SOIL PIPE AND FITTINGS — No change since the increased discounts of last week. We quote: Medium and extra heavy pipe and fittings, 65 and 10 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Prices are uniform throughout the trade. We quote: Black, 1-in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67 1-2 per cent.; cast iron plugs and bushings, 67 1-2 per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 1-2 per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS — Prices are the same; business good. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—There are no changes from last week's prices. We quote as follows: Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE — Quotations are as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $14.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.90. Fittings extra.

NEW INVENTIONS.

J. O'Neill, New York, N.Y., has a new invention which relates to heating systems in which a by-pass is furnished about the radiators to maintain the circulation when these are closed, and where under certain conditions the movement of the heating fluid is liable to be somewhat throttled at points and surge laterally through the return openings and meeting the flow-water, diminish or neutralize the circulation. To obviate these difficulties and furnish an arrangement having but few fittings and in which a proper circulation is insured are the principal objects of the inventor.

N. Tobias, Kingston, Jamaica, has invented an apparatus having reference to metal tools and implements. The object is the provision of a new and improved stock and die arranged to permit convenient and accurate cutting of right and left hand single threads of the same or different pitch.

A recent invention by L. Kramer, Evansville, Ind., and F. L. Kramer, East Orange, N.J., provides a construction of a water closet seat wherein the greatest possible amount of strength will be obtained, together with economy in labor and material. In order to strengthen the structure, glue or its equivalent is applied at the tongue-and-groove connections to the keys and dowels. The grains of the wood are also run to obtain a maximum of strength.

WATER AND LIGHTING SYSTEMS.

The ratepayers of Selkirk, Man., will vote to raise a sum of money to install a system of water works in the town.

The Town of Moosomin, Sask., asks for tenders for a complete system of water works.

Port Arthur will expend $50,000 on their electric power plant.

The Towns of Souris and Boissevain, Man., contemplate installing water works systems.

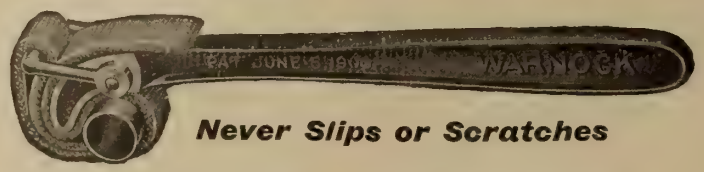
Battleford, Sask., contemplates installing a water works system at an estimated cost of $30,000.

ACTIVE SALESMAN

Can be secured by inserting a "want ad." in HARDWARE AND METAL. Your advertisement will be read by travellers, clerks and stove dealers in all parts of Canada. The man you want may be in Vancouver, Winnipeg, Halifax, Toronto or Montreal. HARDWARE AND METAL will reach them all.

Rates, payable in advance—2c. per word first insertion, 1c. per word for subsequent insertions.

THE WARNOCK WRENCH



Never Slips or Scratches

For Use Where All Other Tools Fail.
Send for Sample.

Warnock Mfg. Co., Worcester, Mass., U.S.A.

Sure Business—Get It

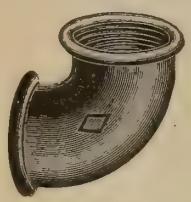
My assistance means sure business for you.
Because I am the man who ***does attend*** to wants in

STOVES, FURNACES, HOT-WATER BOILERS, RADIATORS, ENAMELLED BATHS, SINKS, LAVATORIES, CLOSETS, ETC.

I have a proposition for you. Secure it!

ORLANDO VICKERY

178-180 Victoria Street *TORONTO, CANADA*



THE MATERIAL
in
Diamond Brand Fittings

is absolutely first-class.
No wonder they are called for!

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

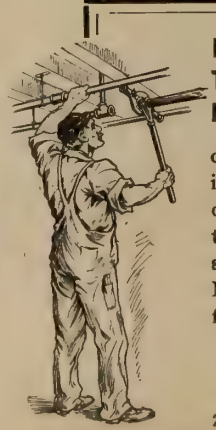
THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

BERLIN, - ONTARIO
Selling Agents for Canada



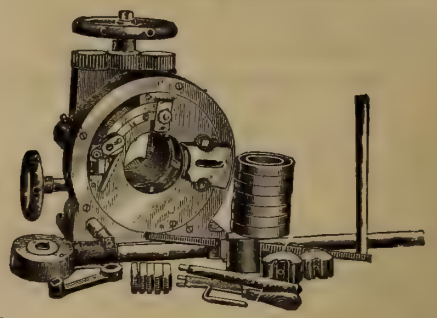
For Threading Pipe in Position

close to walls or ceilings, in corners, in ditches or wherever there is a limited space, Armstrong's Ratchet Attachment fills the bill admirably

Write us for prices.

THE ARMSTRONG MFG. CO.,
292 Knowlton St., Bridgeport, Conn.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

96% Copper and Tin

Don't Leak *None Better*



Work Easy *High Grade*

GUARANTEED 5 YEARS

What more do you want?

GLAUBER BRASS MFG. CO.
CLEVELAND, O.

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

Price cutting doesn't worry the man who sells the Oxford Boiler

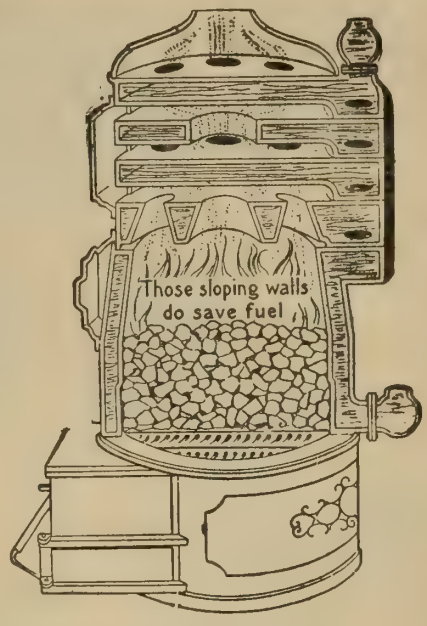
Some dealers worry more over cut-price competion on heating jobs than there's any real need for,—they wouldn't have to worry it they handled the Oxford Hot Water Boiler.

The way it's designed, the way it's built and the way its makers help the dealer clinch sales—all make it the one boiler that price-cutting never can bother.

Because nobody who finds out why the Oxford Boiler has hollow-triangular grate-bars, insloped fire-pot walls, and a double-deep bell-flued first water-section is at all apt to let a lower bid tempt him,—it's too plain that the Oxford Boiler will save money every day there's a fire in it.

Once you are equipped with the Oxford selling points and the Oxford selling help—nothing like either in any boiler you know but the Oxford—you'll get the kind of jobs that pay, and get them easier than you think possible.

Your name and address on a post card will bring that which will show you why it must pay you to push



The Heating System with Twelve Betterments

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

176

NOTICE.

We are issuing a booklet which we know will be of interest to all practical plumbers. Write and we will be pleased to mail you one.

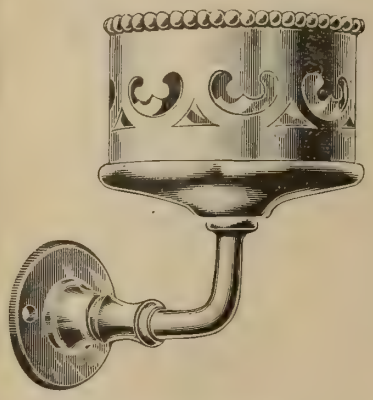
UNITED BRASS MFG. CO.
CLEVELAND, OHIO, U.S.A.

TORONTO

HIGH GRADE

BATHROOM FIXTURES

GIVE PERMANENT SATISFACTION



No. 185—Tumbler Holder

This tumbler holder is a beauty, with solid beaded edge and inside tumbler support.

Our Catalogue shows some cheaper ones; but the only difference is in construction.

The quality and finish of all our goods are first-class.

We want you to have our Catalogue "B2" for refereh.ce.

THE CARRIAGE MOUNTINGS CO., LIMITED
TORONTO

MADE IN CANADA

TORONTO

The Ability to Perform



Do you see that boiler there? That's the DAISY IMPROVED.

It's construction is very simple, making it possible for anyone to do the operating.

DAISY BOILERS

last longer than other kinds. The material from which they are made is more genuine, the principle on which they are made is most meritorious. The people who make them are more experienced.

Wouldn't you like to be a Daisy Dealer? Drop us a line.

We can ship promptly any quantity of Iron Pipe, Cast and Malleable Fittings, Brass Goods, General Heating Essentials

CLUFF BROTHERS

Lombard Street, TORONTO

Ontario Agents for

Warden King & Son, Ltd., - Montreal.



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices.

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Kerr's "Copper-Alloy" Disc

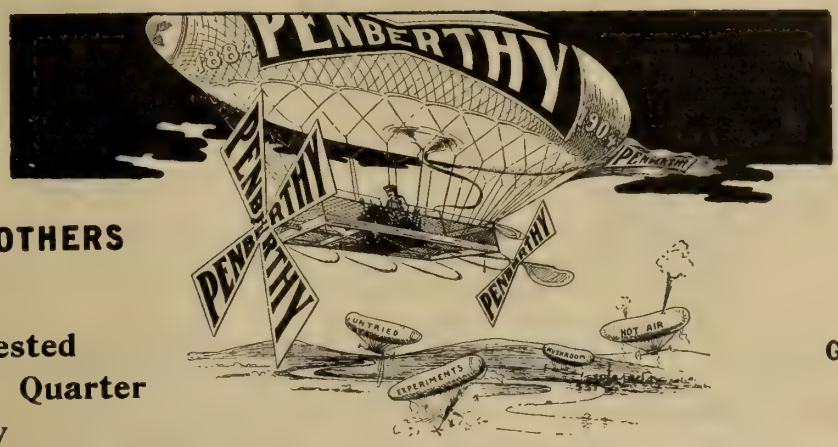
GLOBE VALVES

are superior to any other disc valves on the market for high steam.

This is a very superior valve, at a moderate price.

The KERR ENGINE CO.,
Manufacturers Limited

WALKERVILLE - ONTARIO



WE KEEP SAILING ABOVE ALL OTHERS

Tried and Tested for Nearly a Quarter of a Century

BY **HALF A MILLION ENGINEERS**

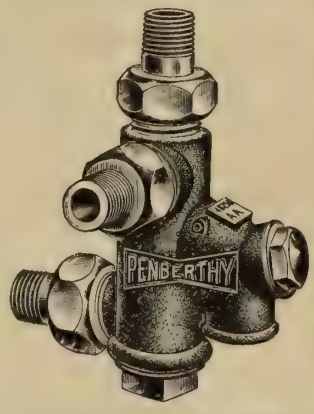
SHOULD WE NOT BE PROUD OF

The Reputation of the Penberthy Injector?

ARE YOU STOCKING THEM, MR. DEALER?

MANUFACTURED BY PENBERTHY INJECTOR CO., Limited, Windsor, Ont.

GENUINE



AUTOMATIC INJECTOR

FAIRBANKS VALVES



Our Globe, Gate and Check Valves

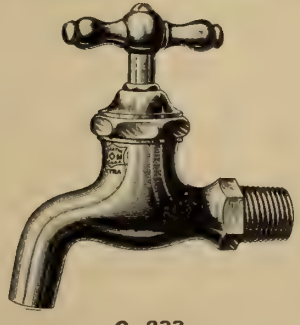
are made in weights suitable for all pressures.

Send for Valve circular

THE CANADIAN FAIRBANKS Co., Ltd.

MONTREAL TORONTO WINNIPEG VANCOUVER

Mueller Extra Pattern Compression Bibbs



C–233

The washer in Mueller Extra Compression Bibbs is encased full depth in a recess or cup in the stem disc, which prevents it from spreading or getting ragged.

THE MARK OF DECATUR H⬡M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS

UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

That Name "McARTHUR" Means a Lot to the "Anxious-to-Get-Along" Dealer

Our goods are Magnetism for a new business, Stability for an old business.

If you want to win trade or hold trade, get on the "order" side of

"BLACK DIAMOND"



TARRED FELT

"JOLIETTE"
"CYCLONE"
SHEATHING

and our Ready Roofing, Building and Wrapping papers.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Sept. 14, 1906

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27	0 27

BOILER AND T.K. PITTS.

Plain tinned, Spun..... } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$43 00	$44 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	3 75
I.C., special sizes, base	4 00
20x28	7 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge	7 50	
" " 26 "	7 50	8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
'I' " warranted		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11½
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
to 10 gauge	2 45	2 50
14 gauge		2 70
17 gauge		2 30
18 "	2 30	2 35
20 gauge	2 30	2 45
22 "	2 30	2 50
24 "	2 30	2 60
26 "	2 35	2 75
28 "	2 40	2 90

CANADA PLATES.

Ordinary, 52 sheets	2 65
All bright "	3 70
Galvanized Canada Plates, 52 sheets	4 10

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

Fleur-de-Lis.		Gordon Crown.	
16 to 20 gauge	3 45	3 95	
22 to 24 gauge	3 70	4 00	
26 "	3 95	4 20	
28 "	4 20	4 50	

Apollo.

10¾ oz. (American gauge)	4 25
28 gauge "	4 00
26 " "	3 75
24 " "	3 50

	Queen's Comet.	Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.			7 00
" ¼ " "			5 85
" 5-16 " "			4 45
" ⅜ " "			3 75
" 7-16 " "			3 50
" ½ " "			3 25
" 9-16 " "			3 20
" ⅝ " "			3 20
" ¾ " "			3 10
" 1 " "			3 00
" ¼ " "			3 05

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c. count 40 p.c.

Jack chain, brass, single and double, dis-

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	20 50	21 50

Bars.

Cut lengths, round, ¼ to ⅞ in.		26 00
" round and square,		
Cut lengths, 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	25 00
Plain, 14 oz.	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

ZINC SPELTER.

Foreign, per 100 lb	6 75	7 25
Domestic " "	5 75	6 00

ZINC SHEET.

5-cwt. casks	7 75
Part casks	8 00

LEAD.

Imported Pig, per 100 lb	4 70	4 75
Bar, " "		4 70
Sheets, 2½ lb. sq. ft., by roll		0 06½
Sheets, 3 to 6 lb. "		0 05½

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$19 65		17 65
5 feet "	20 65		18 65
5½ " "	22 15		20 15
6 " "	24 90		22 90
Plate E II			
5 feet 2½ in. "	19 15		17 15
5½ " 2½ " "	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c. & 10 p.c.	
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 20 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 6C nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 09	¼ inch	2 92
⅜ "	2 09	⅜ "	2 92
½ "	2 42	½ "	3 27
¾ "	3 05	¾ "	4 20
1 "	4 37	1 "	6 02
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 10
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 70 per cent.

Jenkins' Globe Valves, discount 42½ per cen

No. 1 compression bath cock	net		1 75
No. 4 " "	"		1 90
No 7 Fuller's	"		2 35
No. 4½ "	"		2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208 2 25

Square head brass cocks, discount 65 per cent

" " iron " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	net	25 00
" 35 "	"	29 00
" 40 "	"	33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity, Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20,00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittigs, dis. 60 65 and 10 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

Light pipe and fittings, per 60 cent. off.

CLAUSS BRAND DOUBLE SWEDGED BLADE POCKET SCISSORS

Fully Warranted

Hand forged from finest steel. Welded on our Composition Metal. Hardened in water. Tempered by Natural Gas. Full Crocus Finish and nicely nickel plated.



The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

SOLDERING IRONS.

½-lb.	per lb.	0 37
1-lb. or over	"	0 34

SOLDER.

	Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 24	0 25
Wiping	0 21	0 23

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.	Per 100 lbs
Pure	6 25
No. 1	5 90
No. 2	5 65
No. 3	5 30
No. 4	5 05
Munro's Select Flake White	4 75
Elephant and Decorators' Pure	6 50
Monarch	6 30
Standard Decorator's	6 50
Essex Genuine	6 25
Brandram's B. B. Genuine	5 75
"Anchor," pure	7 50
Sterling Pure	6 00
Ramsay's Pure Lead	6 00
Ramsay's Exterior	6 00
Crown and Anchor, "pure	5 75
Sanderson Pearcy's	6 00

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5¼	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" " Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints.....gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.		
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 56c. per lb., f.o.b., Eastern Canadian Points.
Shellac, T.N. orange, etc., 49 to 53c, f.o.b., New York.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.: American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.00 per 100 lb.; buck, seal and ball, $8.00; net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60
Machine Bolts, all sizes, ⅜ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, conepoint	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per ent
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston at Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.
Plain or Corrugated.

2-inch	per 100 feet		3 00
3 "	"	"	4 00
4 "	"	"	5 25
5 "	"	"	6 75
6 "	"	"	9 00

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in.	"	0 95	1 65
English	"	2 00	4 00

DOOR SPRINGS (COIL).
Chicago Spring Butt Company.
Chicago Door Springs, 25 per cent.
Reliance Door Springs, 25 per cent.

DRAW KNIVES.
Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.
Hand and Breast.
Millar's Falls, per doz., net list

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per ce t.

FAUCETS.
Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.
White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.
Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Size United Inches.	Window Star Per 100 ft.	Box Price. Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.
Marking, Mortise, Etc.
Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.
1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

HEAD HALTERS.

Jute Rope, ⅜-inch	per gross	9 00
" " ½ "	"	10 00
" " ⅝ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1½ "	"	5 20
Web	"	2 45

HAMMERS.
Nail.
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.
Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.
English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.
C. & B., discount 40 per cent., revised list.
Hoe.
C. & B., discount 40 per cent., revised list.
Saw.

American	per doz	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.
Canadian, discount 40 per cent.

HANGERS.	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HANGERS, BARN DOOR.
Chicago Spring Butt Company.
Chicago Friction Hangers.....5 per cent.
Chicago Oscillating Hangers.....5 "
Chicago Big Twin Hangers.....5 "

HARVEST TOOLS.
Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.
Henderson & Potts' "Anchor Brand"

HAY KNIVES.
Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.		
Heavy T and strap, 4-in., per lb.		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½
Light T and strap, discount 65 and 5 per cent.		
Screw hook and hinge—		
to 70 in.	per 100 lb.	4 50
12 in. up	"	3 25
Spring, No. 20, per gro. pairs		10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

SPRING HINGES.
Chicago Spring Butt Company.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago (Ball Bearing) Floor Hinges, 40 and 5 per cent.
Garden City Fire Engine House Hinges, 12½ per cent.
Chicago Saloon Door Spring Hinges, 12½ per cent.

HOES.

Garden, Mortar, etc., discount 60 per cent.			
Planter	per doz.	4 00	4 50

HOLLOW WARE
Tinned cast, 35 per cent

HOOKS.
Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.
Wrought hooks and staples Canadian discount 60 per cent.
Wire.
Hat and coat, discount 62½ per cent.
Belt ..... per 1,000 .... 0 60
Screw, bright, discount 62½ per cent.

HORSE NAILS.
'C' brand, 40, 10 and 7½ per cent. off list } Oval
M.R.M. Co. brand, 55 per cent. } head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.
F.O.B. Montreal

M.R.M.'Co. brand, base	3 65
New Pattern "P B" horseshoes	3 50

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.
Discount 50 per cent.

KEYS.
Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American ..... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz.		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.
Discount, 60 per cent.

LADDERS, EXTENSION.
Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LOCKS.
Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am.	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.
Iron and Brass.
Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.
German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.
Discount 25 per cent.

NAILS.	Cut.	Wire.
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	0 85	2 50
No. 1	0 85	
No 1573	0 75	

NAIL SETS.

Square, round and octagon,	per gross	3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	75
Plumbers	"	....	3 00

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.)
Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.
Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PLANES.
Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.

STANLEY PLANES

No. 2	1 55
" 3	1 65
" 4	1 80
" 5	2 07
" 6	2 68
" 7	3 00
" 8	3 60

Net List prices.

POULTRY NETTING.
2-in. Mesh, 19 w.g., dis. 50, 10 and 5 per cent
All others 50 per cent.

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00	9 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Results Speak Loud *in Hardware and Metal Want Columns. They are widely read. Give it a trial.*

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

PUNCHES.

Saddler's per doz.	1 00	1 85
Conductor's "	3 00	15 00
Tinners', solid per set		0 72
" hollow per inch		1 00

RAKES.

Wood per doz. net 1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's		12 50
Carbo Magnetic		15 00
Griffon Barber's Favorite		10 75
Griffon No. 65		13 00
Griffon Safety Razors		13 50
Griffon Stropping Machines		13 50
Lewis Bros. "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 35 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 10½
Pure Manilla	0 15
"British" Manilla	0 11½
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet per doz.	0 60
" " 60 feet "	0 75
" " 72 feet "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete each	0 75	2 75
" frame only each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century $6 25
" " No. 1 Maple Leaf 5 25
" " Happy Medium 4 25
" " Watch Spring 4 25
" common frame 4 00

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb 0 31

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish per doz.	8 75

3 in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood per doz.	3 25	4 00
" iron "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 80 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose	$17 50		$16 30
Bear	15 00		15 30
Fox	12 50		14 30
Black Cat	10 00		13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492 per doz.	1 90	2 25
" No. 493 "	2 40	2 55
" No. 494 "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	2 75
Plain	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita per lb.	0 28	0 60
Hindostan "	0 06	0 07
" slip "	0 09	0 09
Labrador "		0 13
" Axe "		0 15
Turkey "		0 50
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		25 00
" under 40 lb., "		28 00
" 200 lb. and over		31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85,	12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and spanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.

German per doz.	4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress per lb	0 33	0 45
Staging "	0 27	0 35

VISES.

Wright's		0 13½
Brook's		0 12½
Pipe Vise, Hinge, No. 1		3 50
" " No. 2		5 50
Saw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent.
List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING.

Galvanized barb	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 45
" No. 11	3 10
" No. 12	2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES

Round, re-acting per doz.	59 00
Square "	48 00
Eclipse, per doz	36 00
Dowswell "	72 00
New Century, per doz	48 00
Daisy	

WRINGERS.

Leader, 11 in. per doz.	32 00
Royal Canadian, 11 in. "	29 00
Royal American, 11 in. "	29 00

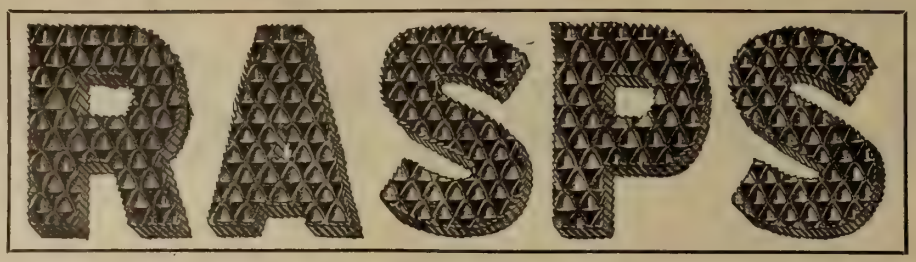
Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Acme Can Works ... 53
American Shearer Mfg. Co ... 37
Armstrong Mfg. Co ... 58
Armstrong Bros. Tool Co ... 17
Arnsen, Andrew ... 15
Atkins, E. C., & Co ... 9
Atlas Mfg. Co ... 12

B

Barnett, G. & H. Co ... outside back cover
Barrett, Jos., & Sons ... 68
Batty Stove Co. ... 12
Bell, Thomas, Sons & Co ... 43
Bird, F. W ... 50
Birkett, Thos. & Son Co ... 23
Bowmanville Foundry Co. ... 37
Brantford Roofing Co. ... 9
Burr Mfg. Co ... 12
Business Systems ... 16

C

Cameron & Campbell ... 24
Canada Foundry Co ... 12
Canada Iron Furnace Co ... 41
Canada Metal Co ... 12
Canada Paint Co ... 46
Canada Paper Co ... 12
Canada Smelting Works ... 41
Canadian Buffalo Forge Co ... 2
Canadian Bronze Powder Works ... 43
Canadian Fairbanks Co ... 61
Canadian Heating & Ventilating Co ... 21
Canadian Sewer Pipe Co ... 41
Canadian Shovel & Tool Co ... 4
Carriage Mountings Mfg. Co ... 60
Caverhill, Learmont & Co ... 7
Chicago Spring Butt Co ... 1
Clauss Shear Co ... 63
Cluff Bros ... 60
Consolidated Plate Glass Co ... 48
Consumers' Cordage Co ... 10
Contract Record Co ... 19
Covert Mfg. Co ... 37
Crain, Rolla L ... 19
Cumming Mfg. Co ... 11

D

Dana Mfg Co ... 23
Davenport, Percy P ... 68
Davidson, Thos., Mfg. Co ... 4
Dennis Wire and Iron Co ... 19
Deseronto Iron Co ... 41
Dieckmann, Ferdinand ... 49
Dominion Cartridge Co ... 10
Dominion Wire Mfg. Co ... 13
Dorken Bros ... 64, outside front cover
Dowswell Mfg. Co ... 52

E

Eadie, H. G ... 41
Enterprise Mfg. Co. of Akron, Ohio ... inside back cover
Enterprise Mfg. Co., of Pa ... 13
Erie Specialty Co ... 52

F

Fenner, Frederick ... 43
Forman, John ... 60
Forwell Foundry Co ... 58
Fox, C. H ... 18
Francis-Frost Co ... 21
Frothingham & Workman ... 6

G

Galt Art Metal Co ... 51
Gibb, Alexander ... 18
Gibsone, J. B ... 18
Gilbertson, W., & Co ... 41
Glauber Brass Co ... 58
Grautoff, B. A ... 15
Greening, B., Wire Co ... 53
Guelph Stove Co ... 16
Gurney Foundry Co ... 59, 21
Gutta Percha and Rubber Mfg. Co ... outside back cover

H

Hamilton Cotton Co ... 15
Hamilton Rifle Co ... 51
Hanover Portland Cement Co ... 17
Harris, J. W., Co ... 14
Hart & Cooley Co ... 68
Heinisch, R., Sons Co ... 17
Henderson & Potts Co ... 44
Heney, E. N., & Co ... 68
Hobbs Mfg. Co ... 22
Hope & Noden ... 37
Howland, H. S., Sons & Co ... 5
Hutton, Jas., & Co ... 18
Hyde, F. & Co ... 52

I

Imperial Varnish and Color Co ... 42
International Portland Cement Co ... 17

J

Jamieson, R. C., & Co ... 43
Jardine, A. B., & Co ... 41
Johnson's, Iver, Arms and Cycle Works ... 50

K

Kemp Mfg. Co ... 24
Kerr Engine Co ... 60

L

Lamplough, F. W ... 19
Leslie, A. C., & Co. outside front cover, 41
Lewis Bros., Limited ... 3
Lewis, Rice, & Son ... inside front cover
Lockerby & McComb ... 53
London Foundry Co ... 9
London Rolling Mills ... 15
Loughead, J. S., & Son ... 12
Lufkin Rule Co ... inside back cover

Mc

McArthur, Alex., & Co ... 62
McCaskill, Dougall & Co ... 43
McClary Mfg. Co ... 22
McConnell, R. J ... 37
McDougall, R. Co ... 68
Macfarlane, Walter ... 13

M

Maple Leaf Harvest Tool Co ... 8
Martel-Stewart Co ... 19
Martin-Senour Coing Mill Co ... 45
Merrell Mfg. Co ... 58
Metal Shingle and Siding Co ... 14
Metallic Roofing Co ... 39
Millen, John & Son ... outside back cover
Mitchell, H. W ... 18
Morrison, James, Brass Mfg. Co ... 54
Morrow, John, Machine Screw Co ... 17
Mueller, H., Mfg. Co ... 61
Munderloh & Co ... 65

N

Newman, W., & Sons ... 37
Nicholson File Co ... 66
North Bros. Mfg. Co ... 1
Nova Scotia Steel and Coal Co ... 41
Novelty Mfg. Co ... 20

O

Oakey, John, & Sons ... 41
Ontario Lantern & Lamp Co ... 19
Ontario Tack Co ... 40
Ontario Wind Engine and Pump Co ... 45
Orford Copper Co ... 41
Oshawa Steam & Gas Fting Co ... 58
Owen Sound Wire Fence Co ... 23

P

Paterson Mfg. Co ... 64
Pearce, Frank, & Co ... 18
Pelton, Godfrey S ... 43
Penberthy Injector Co ... 61
Peterborough Lock Co ... 9
Peterborough Shovel & Tool Co ... 14
Phillips, Chas. D ... 17
Phillips, Geo., & Co ... 53
Pink, Thos ... 11

R

Ramsay, A., & Son Co ... 45
Reid, David, & Co ... 18
Robertson, James Co ... inside back cover
Roper, J. H ... 23
Round, John, & Son ... 17

S

Samuel, M. & L., Benjamin, & Co ... 2
Scarfe & Co ... 13
Scott, Bathgate & Co ... 18
Seymour, Henry T., Shear Co ... 17
Shantz, I. E., & Co ... 58
Sharratt & Newth ... 12
Sherwin-Williams Co ... 40
Silica Barytic Stone Co ... 17
Stanley Works ... 15
Stairs, Son & Morrow ... 66
Standard Ideal Sanitary Co ... 54
Standard Paint and Varnish Works ... 43
Starr Mfg. Co ... 19
Steel Trough and Tank Co ... 12
Stephens, G. F., & Co ... 37
Sterne, G. F., & Son ... 18
Stewart, Jas., Mfg. Co ... 18, 20

T

Taylor-Forbes Co ... outside front cover
Thompson, B. & S. H., Co. outside back cover

U

United Brass Mfg. Co ... 59

V

Vickery, O ... 58

W

Wallace Barnes Co ... 60
Warnock Mfg. Co ... 58
Welsh Tinplate & Metal Stamping Co. ... inside back cover
Western Wire Nail Co ... 52
Wilcox Mfg. Co ... 14
Winnipeg Paint and Glass Co ... 37
Wright, E. T., & Co ... 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

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Round, John, & Son, Montreal.
Silberstein, A. L., New York.

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Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell Toronto.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions
Bradstreet Co.

Firearms and Ammunition.
Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.
Marlin Firearms Co., New Haven, Conn.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Montreal Rolling Mills Co., Montreal.

Glaziers' Diamonds.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Maple Leaf Harvest Tool Co, Tillsonburg, Ont.

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers.
Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Copeland-Chatterson Co, Toronto.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Bell, Thos, Sons & Co, Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg. Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shellac
Bell, Thos., Sons & Co., Montreal.

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co., Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA



Trade Mark

"LION"

BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and past. form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,

Montreal, Quebec

Wrought Steel Registers

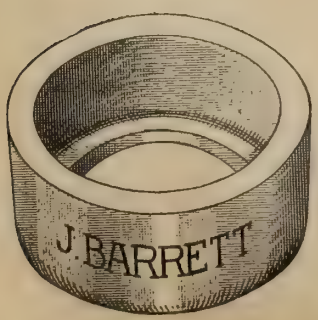
Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers

HART & COOLEY CO.,

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H. & C., No. 100.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of overdue accounts a specialty.

PERCY P. DAVENPORT

Chartered Accountant

622 McIntyre Block, - WINNIPEG, MAN.

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.



HOLLOW-WARE

PRESSED, STAMPED, and MACHINE-MADE

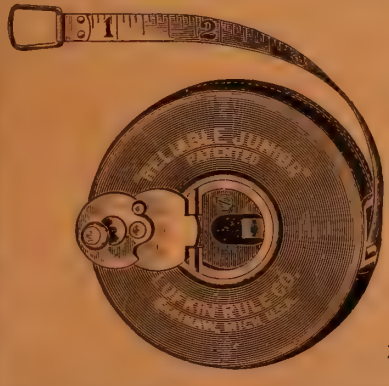
ENAMELLED, TINNED, GALVANIZED and JAPANNED

We manufacture every description of Hollow-ware and we guarantee that every piece is made wholly on our own premises. Our average weekly capacity, is over 700,000 pieces, of Tinned, Galvanized and Enamelled ware. Our Enamelled ware is of superior durability and finish, and is guaranteed free from any poisonous substances.

Let us have your name for our illustrated lists

The Welsh Tinplate & Metal Stamping Co., Ltd.

LLANELLY, WALES



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—220 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"White's" Brand Portland Cement

Ordinary Commercial or Lump Whiting

Machine Powdered Whiting

Gilders' Whiting (a Superfine Grade)

Paris White (an Extra Superfine Grade)

Lump Chalk

Prices to Import on Application to

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

Agents for

The Associated Portland Cement Manufacturers (1900) Limited

London, England

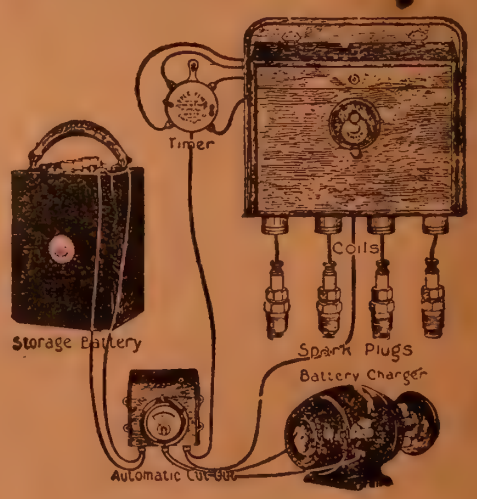
WORRY IRRITATION LOSS OF TIME

is the inevitable result of defective irregular ignition whether it be in Gas Engine, Automobile or Motor Boat.

THE 1906 APPLE IGNITION SYSTEM

avoids all this and also saves the expense of renewing battery cells.

Study this illustration showing the dynamo for generating current and storage battery for holding it; with other accessories giving **a sure spark; a hot spark, a live spark, each time, and at the time it is wanted,**



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JOHN MILLEN & SONS, LTD.

321 St. James St. **MONTREAL**

132 Bay Street **TORONTO**

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, SEPTEMBER 22, 1906 NO. 38.

ANVILS BITS
HENRY BOKER
MANUFACTURER OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
PLYERS VICES
For Sale by Leading Wholesale Houses.

FLEUR DE LIS.

"FLEUR DE LIS"

is no longer a stranger, but has proved its claim to be at least equal to any brand except **"QUEEN'S HEAD."** Quality guaranteed and price low.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers Canadian Branch.

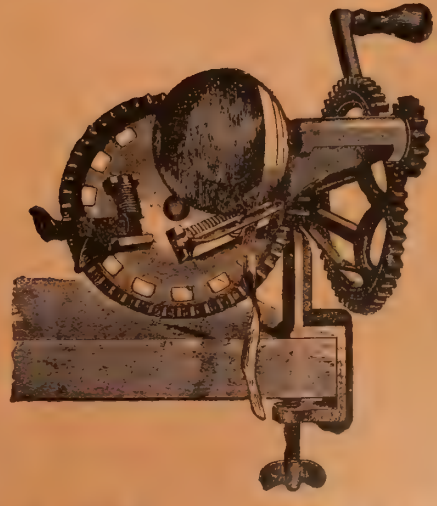
PECULIARITIES

are characteristic of the

HUDSON PATTERN APPLE PARERS

—that is **virtue peculiarities**. This parer works better, suits better, sells better than any other apple parer you ever saw.

And it is guaranteed to perform correctly all the time.



Speak to Mr. Jobber or write to

TAYLOR-FORBES COMPANY, LIMITED

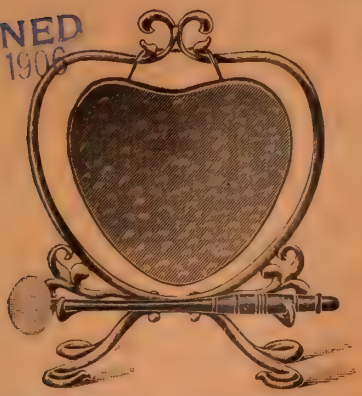
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Head Office and Works, GUELPH, ONT.

AGENCIES:
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W. A. MACLENNAN, Vancouver, B. C.

See Classified List of Advertisements on Page 67.

Fancy Brass Goods

RNED
2 1906



BRASS DINNER GONG

RETURNED
SEP 22 1906



BRASS CRUMB SCOOP and TRAY

RETURNED
SEP 22 1906



BRASS CLOCKS

RETURNED
SEP 22 1906



BRASS KETTLE and STAND



COFFEE PERCOLATOR

RETURNED
SEP 22 1906



BRASS KETTLE and STAND

Write for prices and Catalogue

RICE LEWIS & SON

LIMITED

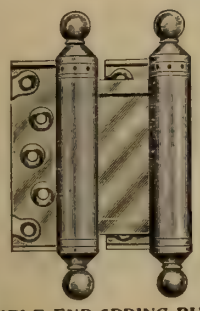
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

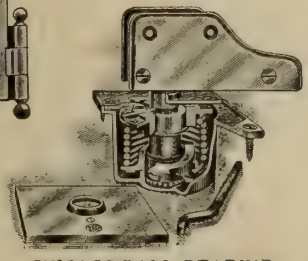
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of **WINCHESTER** and **DOMINION**

Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

OTTAWA, ONT.

Other Tools are very Good Tools, but

"YANKEE TOOLS"

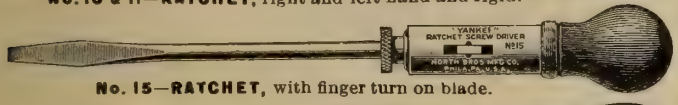
ARE BETTER

SCREW DRIVERS

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.



No. 10 & 11—RATCHET, right and left hand and rigid.



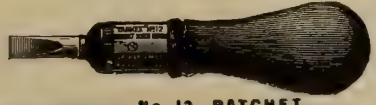
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " (heavy pattern)
No 20 " " right hand only.



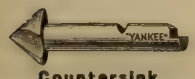
Chuck and 8 Drill Points for spiral ratchet screw driver.



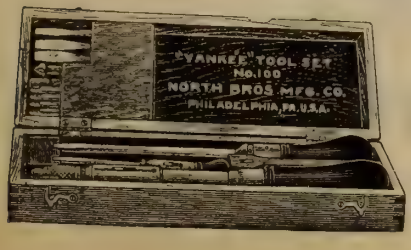
No. 12—RATCHET, with stub blade



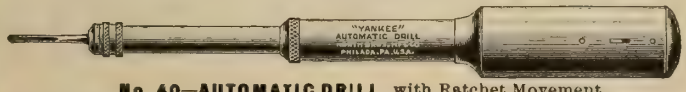
No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.



DRILLS



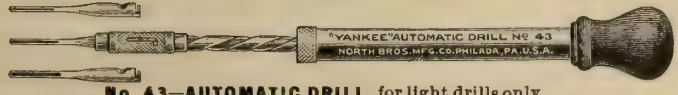
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW **"YANKEE"** TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

Save the Duty

Canada to-day manufactures as good shot gun shells and cartridges as is possible to make anywhere.

No manufacturer can test, gauge or inspect their product more carefully than the Dominion Cartridge Company. The result is satisfactory ammunition.

Specify Crown, Sovereign, Regal or Imperial Shells and secure dependable ammunition.

WRITE US IF YOUR JOBBER DOES NOT SUPPLY YOU

Dominion Cartridge Company Ltd.,

4 Hospital Street, MONTREAL

UNITED STATES	AUSTRALIA	JAPAN	MEXICO
ENGLAND	NEW ZEALAND	ARGENTINE	BRAZIL

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

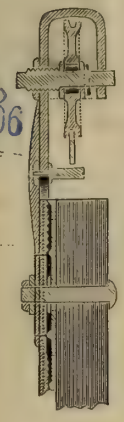
Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

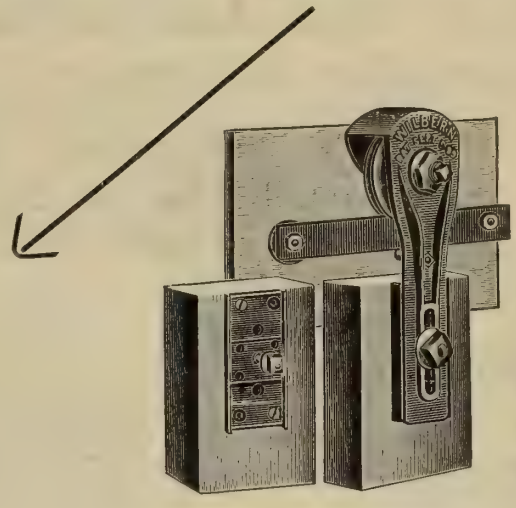
TORONTO

Here You Are—Read



RETURNED
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to Montreal
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Page No. 65
aaw.

THREE POINTS THAT STRIKE HOME



SEP
to mont
Cut Book
Page No. 6

1. The *Wilbern* Barn Door Hanger *will not jump the track,* but is the only Stay-on Hanger that *doesn't require a special track.* It will fit any make, style or size of flat track.
2. A door that has sagged and is scraping the floor, can be raised by one nut; other Hangers must be taken off the door to allow adjustment.
3. Any thickness of door can be drawn snug with the barn, or a door that binds can be drawn away from the barn.

The Wilbern is made of malleable iron and will carry a 1,200-lb. door, is roller bearing on a cold rolled shafting axle, and packed one pair in a box, complete with screws and bolts.

The other fellow hasn't got the Wilbern yet—now's your time to buy.

For further particulars, ask our travellers, or write

LEWIS BROS., Ltd.

Montreal

OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY

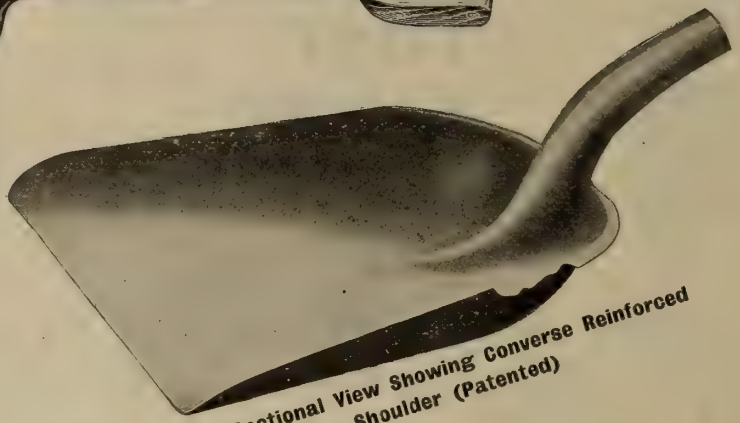
SCOOPS

Grain, Coal, Locomotive, House Furnace

MOOSE
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA.
MANUFACTURER

1st Grade





Sectional View Showing Converse Reinforced Shoulder (Patented)

BLACK CAT
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA.
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4th Grade



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



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The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

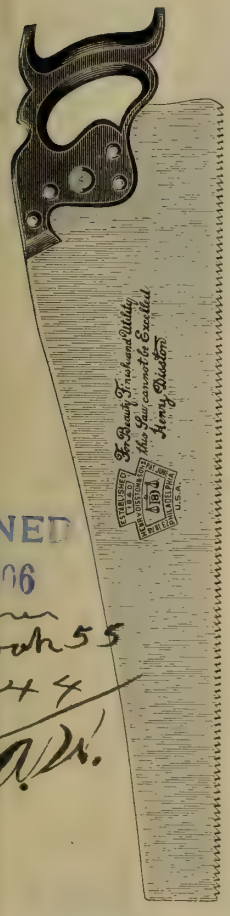
Wholesale Only

Henry Disston & Sons' Saws

RETURNED SEP 22 1906



Cross Cut Saws

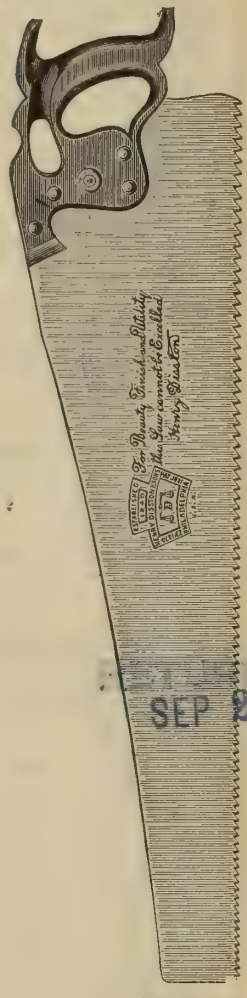


Panel and Hand Saws

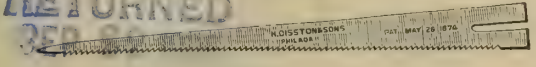


Established 1840

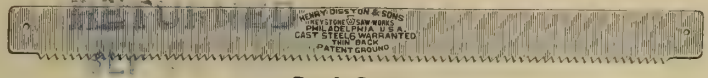
Quality Tells



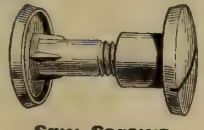
Rip Saws



Compass Saws



Buck Saws



Saw Screws



Panel Saws



Saw Screws

For other lines of Henry Disston & Sons' goods see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory: Dufferin Street, Toronto, Ont.

We Ship promptly

Have you a Demand FOR Extra Good Chain?

F. & W.



Then sell Edge's.

Edge's Chain

is made of the best refined iron.

It will carry heavier loads and stand greater shocks than any other chain on the Canadian market. We have sold it since 1878, and have found it always uniform in quality and strength.

We recommend it for stump pullers, lumbering purposes, cranes, derricks, anchors, etc.

STRENGTH OF CRANE CHAIN

Size, in.	Working Load, lbs.	Breaking Strain, lbs.
3/16	672	2,576
1/4	1,120	4,928
5/16	1,792	7,280
3/8	2,464	10,080
7/16	3,360	13,776
1/2	4,480	18,144
5/8	6,720	26,880
3/4	9,520	39,200
7/8	12,320	39,280

In stock up to 1 1/2 inch.

Ask Our Travellers

to tell you about our

Black Champion



Michigan Half and Full Wedge Patterns

line of axes, and get their prices. You will need to replenish your stock soon for the Winter trade.

Dunn's Clipper and **Black Champion** axes are two good makes to handle. They are made of good material, properly shaped and tempered, and the prices are right. We have handled these axes for almost a generation and their quality continues good.

Dunn's Clipper



New England Pattern

HARDWARE F. & W. Limited, MONTREAL

(FROTHINGHAM & WORKMAN, Limited)

COMMUNITY SILVER



Flower de Luce Table Fork



Flower de Luce Bouillon Spoon



Flower de Luce Cold Meat Fork



Flower de Luce Tea Spoon

has style and appearance of sterling.

Guaranteed for 25 years.

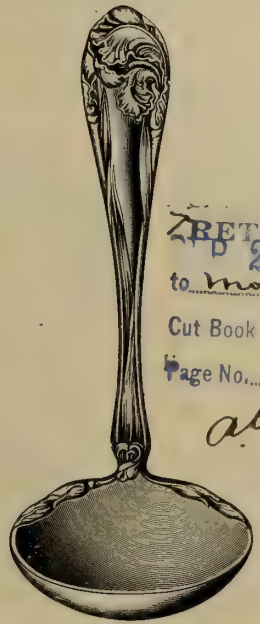
This Flower de Luce pattern is extremely rich in ornamentation.

Something different to the common every day kind.

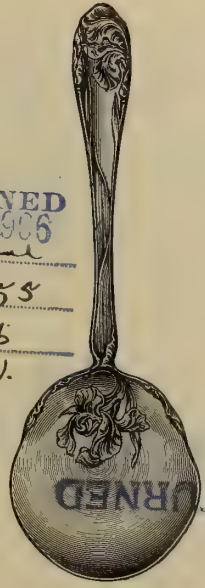
It will sell quickly and please your customers.



Flower de Luce Sugar Shells



Flower de Luce Ladle



Flower de Luce Berry Spoon

Caverhill Learmont & Co

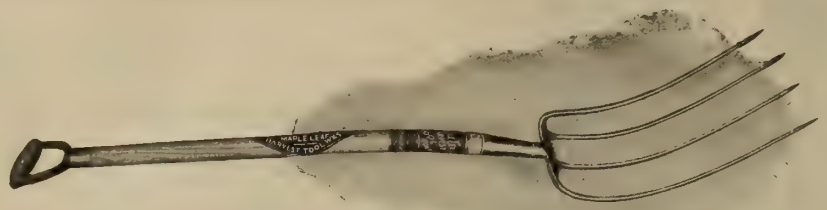
HEADQUARTERS FOR SILVERWARE

Montreal and Winnipeg

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



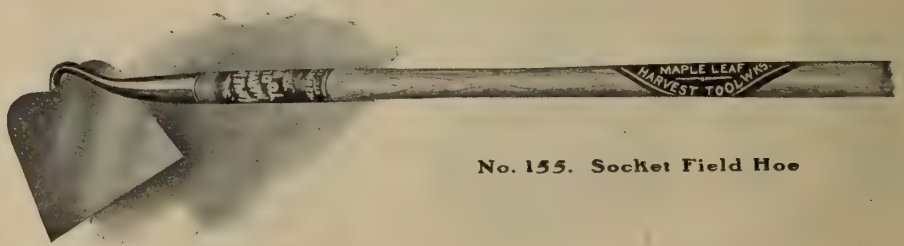
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



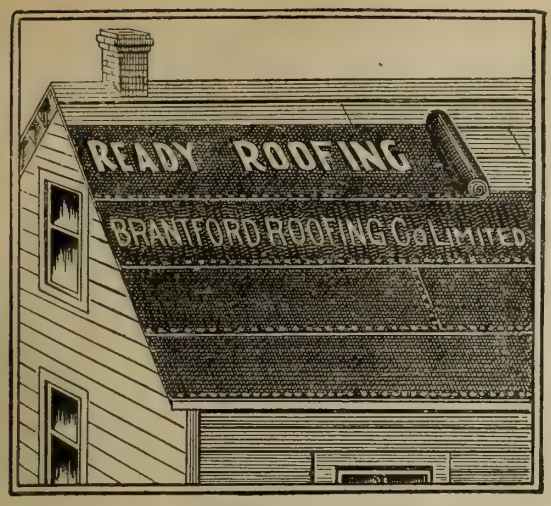
No. 155. Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



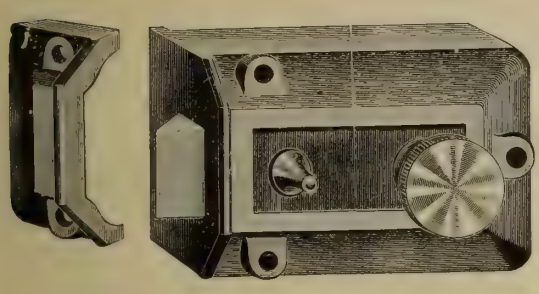
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EASILY APPLIED.
FIRE-PROOF, ALKALI-PROOF, WATER-PROOF.
ELASTIC, STRONG AND DURABLE.
STEEP OR FLAT ROOFS.

Get Sample and Circular and Price

BRANTFORD ROOFING CO., LIMITED
BRANTFORD, ONTARIO

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

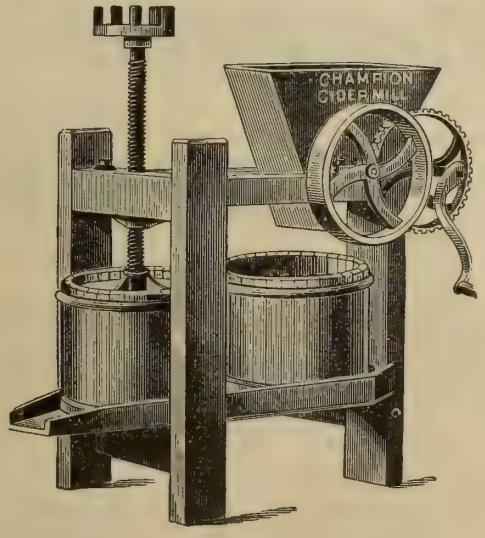


IT CUTS NAILS

Our new Nest of Saws contains a Compass, Keyhole and Metal Cutting Blade—fitted to an adjustable handle.
Indispensable to every Carpenter, Plumber, Electrician, Gas Fitter—or where nails are in the way. At your Dealers or write for Saw Sense Booklet. Tells all about it.

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Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skeins,

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

QUALITY COMES FIRST



in a Revolver. If you do not wish to sell a customer a second time, then it might pay you to offer him a cheap and worthless weapon on which you make a big profit. If you want his future trade, sell him the famous

H. & R. REVOLVER

Recognized as the greatest revolver value for the money. H. & R. Revolvers are noted for their accuracy, safety and durability. Made of the best obtainable materials, in a factory fitted with the most improved modern machinery, operated by highly skilled mechanics, each one is rigidly inspected to insure absolute freedom from flaws of any kind. Every part is accurate to the thousandth of an inch. H. & R. Revolvers are free from shake or rattle, and if treated with ordinary care will last a lifetime and can always be depended on. When you sell one you make a friend of your customer, and he'll come again to buy cartridges or other goods he may need in your line. If you have never handled these goods, it is to your interest to put in a stock at once. They are the kind that don't stay on the shelf, and that make satisfied customers.

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Also Makers of Single Guns

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

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Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
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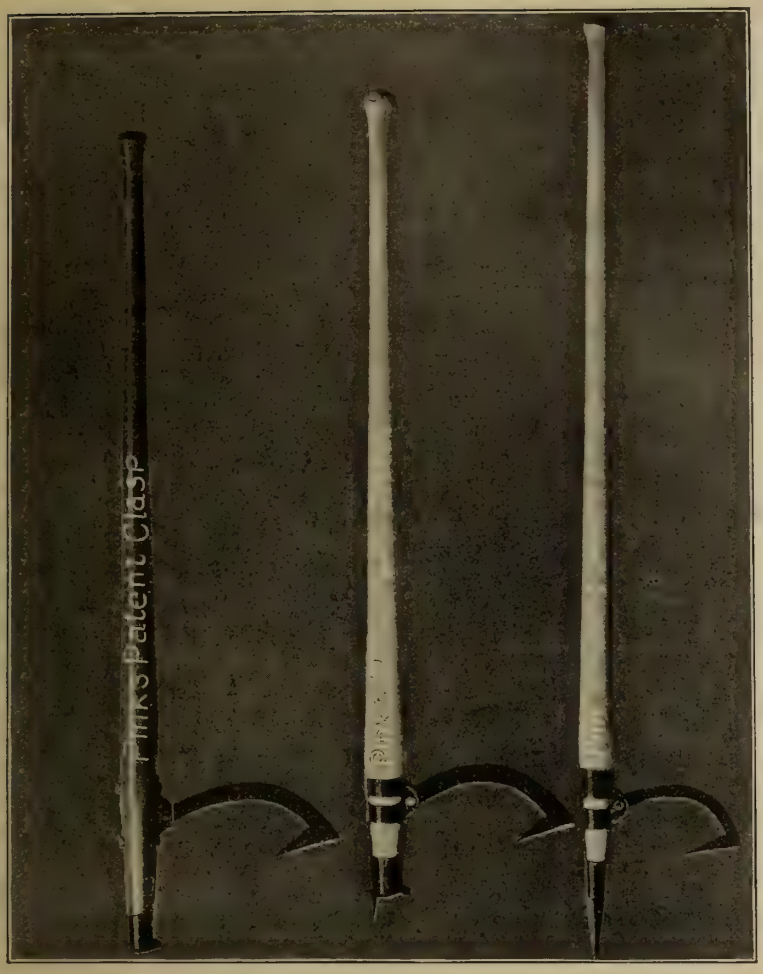
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CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

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TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

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Long Distance Phone No. 87

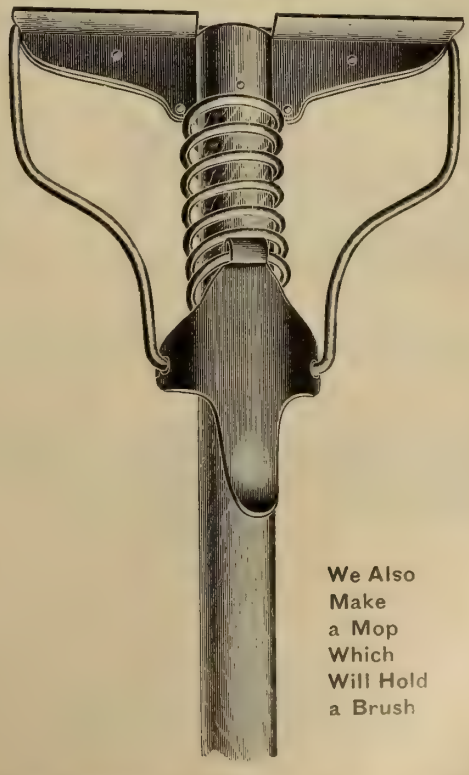
THOMAS PINK

Pembroke, Ont., Canada.

THE OLD RELIABLE

As the Fall Trade is now opening up, people will be asking for the "BEST" and it's up to you, Mr. Dealer, to supply the demand.

The "BEST" Mop



We Also Make a Mop Which Will Hold a Brush

Made of Steel
Easily Operated
Unbreakable

Cannot Get Out of Order

For Sale By All The Leading Jobbers

Western Representatives:
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MADE BY

The Cumming Manufacturing Co., Limited

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TRADE MARK
This design a guarantee of quality.

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IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

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J. S. LOUGHEAD & SON, SARNIA, ONT. Mfrs. of Hubs, Spokes and Bent Goods.

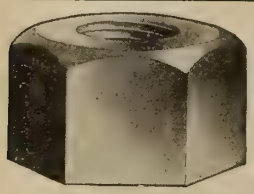
We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.



We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

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COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws *Thumb Screws*
Set Screws *Machine Screws*

SPECIAL DISCOUNTS TO THE TRADE

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Head Office and Works: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

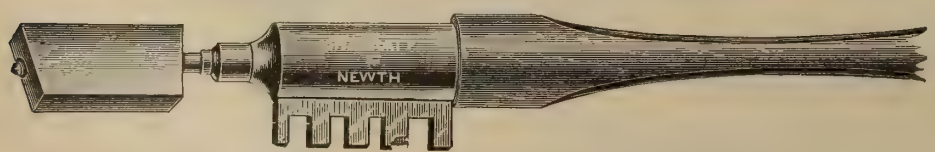


Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

STEEL



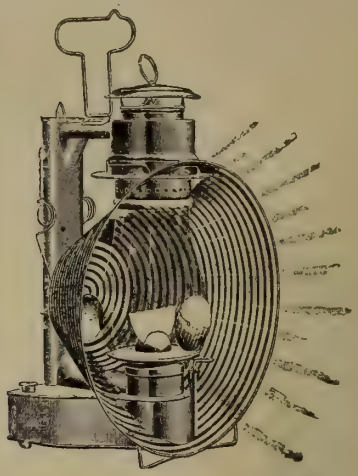
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Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

The Steel Trough and Tank Co., Limited, - Tweed, Ontario

E. T. WRIGHT & CO., Hamilton Canada

Manufacturers of the largest line of lanterns under the British flag. We make lanterns for the farmer, the artisan, the horseman and the railway company. Ask for and accept only WRIGHT'S make of lanterns. They are the best.



No. 20, Searchlight, Pattern 1905



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers

ATLAS MFG. CO.,
New Haven, Conn.,

A Good Counter for Sale

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak.

Size, 2 feet 2 inches wide, 3 feet deep, 15 feet long.

The MacLean Publishing Co., Limited
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Advertising Assistance Is Quite Valuable these Days

Competition makes all of us hustle. The more we know about our particular line of business the less we feel competition.

A merchant may be a wise buyer and an unwise seller.

We have a book that teaches merchants how to sell their goods—400 pages on practical salesmanship.

The book is called

Successful Advertising How to Accomplish It

1 copy will only cost you $2.00.

Secure the book while you have great need for it.

MACLEAN PUBLISHING CO., Limited
DESK A.
10 FRONT ST. EAST, TORONTO

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FIRST—The knowing how —that's Knowledge.
SECOND—The necessary facilities—that's Equipment.
THIRD—Wanting to do it —that's Disposition.

THAT'S OUR PART

THERE IS ONE THING NECESSARY TO THE PURCHASE OF THE BEST LAMPS

Get our Radiant Shelby or Brilliant.
They Give the Greatest Amount of Light at the Least Expenditure of Electrical Energy.

THAT'S YOUR PART

WRITE US TO-DAY
ONTARIO LANTERN & LAMP CO., Ltd.
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DOMINION WIRE MANUFACTURING CO., LTD. MONTREAL

WIRE
WIRE NAILS
SCREWS
STAPLES
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BRIGHT WIRE GOODS
SPRING COTTERS
STEEL WIRE BARREL HOOPS



Locomotive and Grain Scoops in all sizes; also House Furnace Scoops and Coal Shovels. Quality and workmanship fully guaranteed.

Send for our Illustrated Catalogue.

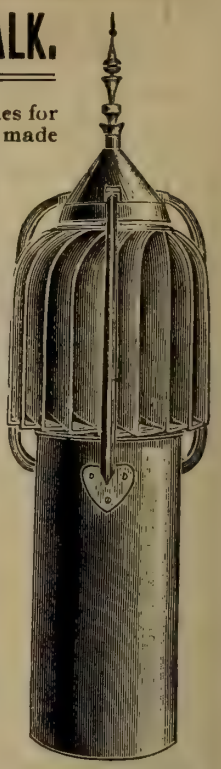
FOUR BRANDS:

"PETERBOROUGH"
"LUNDY"
"IRWIN" and
"HILL"

The Peterborough Shovel and Tool Company, Limited

PETERBOROUGH, ONT.

A COMMON SENSE TALK.



AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

Ottawa, May 30th, 1901.
Ottawa University.
Messrs. J. W. HARRIS CO., LIMITED, Montreal.
Dear Sirs,—Your "Aeolian" Ventilators placed on our University since three years have given us entire satisfaction. BROTHER NORMAND.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS
General Contractors . MONTREAL



Wilcox Parlor Door Hanger

No. 106

Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

Write for prices and full description

WILCOX MFG. CO. OF ONTARIO, Limited, London, Can.

CLASSICAL METAL CEILINGS

are a necessity in every store. They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like you to get a copy of our beautiful Catalogue.

METAL SHINGLE & SIDING CO., Limited

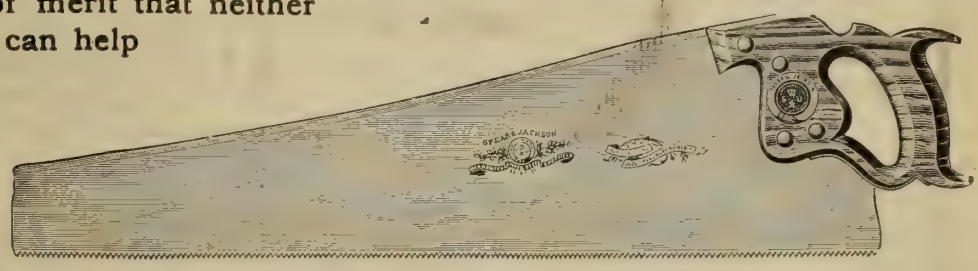
Preston, Ontario

The "Come-of-its-own-accord" Business is the Kind that Pays You Best

When a dealer sells one of our **HANDSAWS**

he lays tracks for a host of sales. That comes as a result of our handsaws having such an abundance of merit that neither dealer nor consumer can help seeing it.

The demand for handsaws is controlled by the supply — of quality. We have an unlimited supply.



No. 87—"Silver Steel," patent ground, hollow back, highly tempered and finished blade.

NOTE: Besides all kinds of Saws, we manufacture Canada Webs, Files, Edge Tools, Shovels, Forks, etc.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic address: **"Spear, Sheffield"**



Starr LADIES Skates

have been made right here in Canada for 40 years. The "Canadian Girl" knows them—likes them—and buys them.

10 different styles for Ladies, Men and Children.

YOU can get just WHAT you want—WHEN you want it—when you handle STARR SKATES and "MIC MAC" and "REX" Hockey Sticks.

Write for new 1907 Catalogue — and prices.

Starr Manufacturing Co.
Limited
DARTMOUTH, N.S.
Canada
Branch Office, - Toronto, Ont.

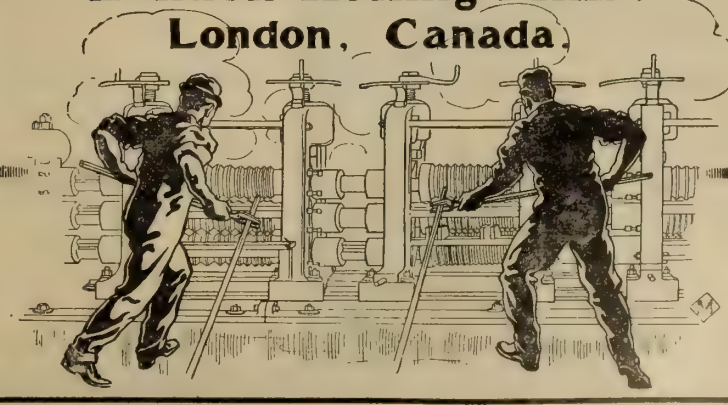
Working Iron in Common or Refined Bars

London Bars are made in the following sizes:

Flats, - - - -	7/16 inch to 4 inch x 3/16 inch to 1¼ inch		
Round Edge Tire,	1 inch to 3 inch	Rounds,	3/16 inch to 2¼ inch
Squares, -	¼ " to 2¼ "	Ovals,	½ " to 1½ "
Half Ovals, -	½ " to 2½ "	Half Rounds,	½ " to 2¼ "

54

London Rolling Mills
London, Canada



TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Are you interested in any of the lines that are advertised? A Post Card will bring you price list and full information. Don't forget to mention Hardware and Metal.



Do You Care to Make Savings in Your Purchasing?

And also give entire Guarantee on Your Sales.

We are leaders in Sporting Goods Requisites and carry everything in this line

Snow Shoes

of the best Indian make. **Extra quality gut.**

Childs' Tufted,	*9 x 30,*	price per doz. pairs			*$15.00*
Boys' "	*10 x 33,*	"	"	"	*17.50*
Ladies' "	*11 x 36,*	"	"	"	*20.00*
Club, Plain,	*12 x 42,*	"	"	"	*22.50*
Men's "	*14 x 42,*	"	"	"	*25.00*
Shanty, "	*16 x 48.*	"	"	"	*27.50*



New Victor

SINGLE BARREL 12 and 16 Gauge **SHOT GUN** **$3.45**

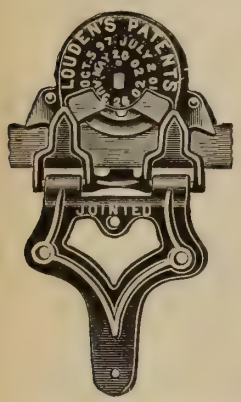
PRICE IN CASE LOT

10 in a case. Quantity less—10c. extra on each gun.

This Gun is as fully guaranteed as any single gun made. For close, long range shooting they have no superior.

Write for Our Trade Price List

A. E. BREGENT, 192 East St. Catherine St., - MONTREAL



Louden's Standard Jointed Barn Door Hangers

CANNOT JUMP THE TRACK.

They always run easily and give satisfaction.

Everyone who uses them is more than pleased.

They also have track cleaners which throw all obstructions off the track, instead of letting them wedge under the wheels, as other hangers do. This feature is fully covered by our patent.

They will run on any 1¼ x 3/16 Barn Door Track.

Like all other Hangers that we make, they are the best that are made.

LOUDEN MACHINERY CO., Guelph, Ont.

We make the largest and best line of Hay Tools on earth for either field or barn.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.



Why Sit in Darkness

when first-class Lamps for all purposes may be had from the Rochester Lamp Co. at prices that are right?

The

Queen City Inverted Gas Lamp

Newest and Best of All.

ASK FOR PRICES.

THE ROCHESTER LAMP CO TORONTO

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A combination that everybody must have.

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

Silver Plated List **$22.30**

Best Nickel Silver List **$14.00**

JOHN ROUND & SON, Limited

MANUFACTURING

CUTLERS AND SILVERSMITHS

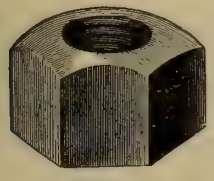
MONTREAL

Factories *SHEFFIELD, ENG.*

Established *1847*



Size of Case 16¼-in. x 14½-in. x 2¼-in.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

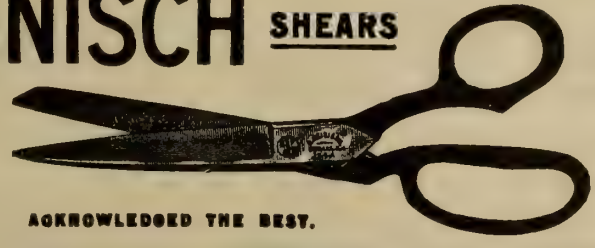
Manufacturers of

Set and Cap Screws, Special Milled Work, Engine Studs Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONT.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipment.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO Limited

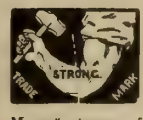
Head Office

Ingersoll, Ontario.

Walter Mills, General Manager

Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

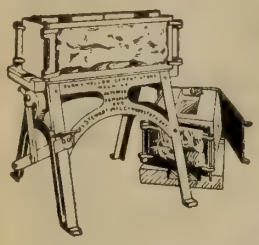
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

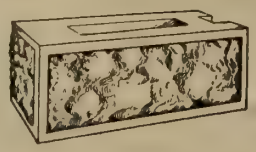
Emlyn Engineering Works
NEWPORT, MON., ENGLAND



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS

Made only by thoroughly experienced workmen. 10 years as glass cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent: J. B. GIBSONE, P.O. Box No. 478, MONTREAL

From whom users of Glaziers' Diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.



If You

pin your faith to

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

you will find that good will come of it.

Get our attention on your particular case by a bit of correspondence.

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents and Brokers

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

DAVID REID & CO.

MANUFACTURERS' AGENTS

22 Stanley Block, - Winnipeg, Man.

Invite correspondence from firms wishing representation in Winnipeg who are makers of the following goods:—Bar, hoop, and sheet iron; galvanized, plain and corrugated iron; steel of all kinds; tinplates; sheet lead and zinc; ingot tin; iron pipe and fittings; black and galvanized soil pipe and fittings; carriage springs and axles; bolts, nuts and rivets; anvils, vises, forges, and smiths' bellows; spades and shovels; wire and cut nails; enameled hollow ware; paints, oils and varnishes; Portland cement; roofing materials; stoves, ranges, furnaces, etc., etc.

30 Years' experience in Hardware and Iron trade.

ONE CENT

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.

ARMSTRONG TOOL HOLDERS



TRIED IN THE BALANCE

by years of hard use in the world's machine shops

Armstrong Tool Holders

have made good every claim.

They will save for you 9 out of every 10 pounds of Tool Steel you are now using in Forged Tools.

Also Save

All Forging and 70 per cent. Grinding.

Catalog Free. Tells other advantages of our system.

ARMSTRONG BROS. TOOL CO., "The Tool Holder People."

106 N. Francisco Ave. CHICAGO, U.S.A.

IMITATIONS ARE UNSATISFACTORY ——INFRINGEMENTS ARE UNLAWFUL

To Manufacturers Agents

"A client of ours seeks an agent for his goods in Canada and proposes to advertise in Hardware and Metal if we succeed in finding the person or firm wanted. What can you do in this matter?"

The above letter from one of the MacLean Publishing Company's European representatives is a sample of many received by us.

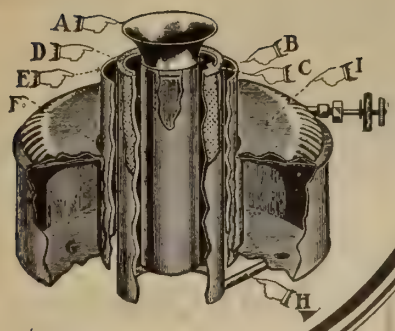
We have suggested several names to our representative for submission to the manufacturer, but our list of available representatives is necessarily confined to those we know to be reliable.

One of the best methods of getting in touch with concerns desiring new representatives in Canada is to place a small card under the heading "Manufacturers Agents and Brokers" on one of our advertising pages. We keep a list of others on file but a card appearing every week adds strength and may help to land a splendid agency.

The cost is nominal. Write us.

HARDWARE & METAL

MONTREAL ***TORONTO*** ***WINNIPEG***



THE ALUMINUM OIL HEATER

More Than a Million in Use

The only Oil Heater absolutely safe because the only Oil Heater equipped with a perfect Safety Burner. Note the construction of our Grand Safety Burner.

A—Flame spreader. B—Air space outside wick tube. C—Air space inside wick tube. D—Wick. E—Outside casing to Burner. F—Air space between front and outer casing. G—Fount for oil. H—Feed pipe. I—Shield resting on top of fount with air space underneath.

No odor, no smoke, no perforations to clog up, no danger. A furnace for heat. Radiates heat like a base burner from sides, bottom and top. Wick taken out and replaced in a minute. Any child can re-wick it.

We guarantee every Aluminum Oil Heater to give satisfaction or refund money. Isn't this the heater you want to sell to your customers ?

The demand for Aluminum Oil Heaters this year is double that of last. People are not satisfied with anything but the best. That's why. Be on the safe side—let the other fellow have the trouble.

Get your orders in quick—you can't get in touch with a good thing too soon. We are making prices that bring the everlasting smile.



LEWIS BROS., Ltd.

MONTREAL TORONTO OTTAWA WINNIPEG VANCOUVER CALGARY

EMERSON & FISHER, Ltd.

ST. JOHN, N.B.

SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

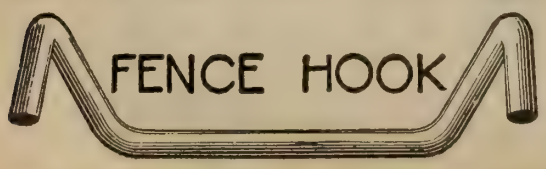
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES

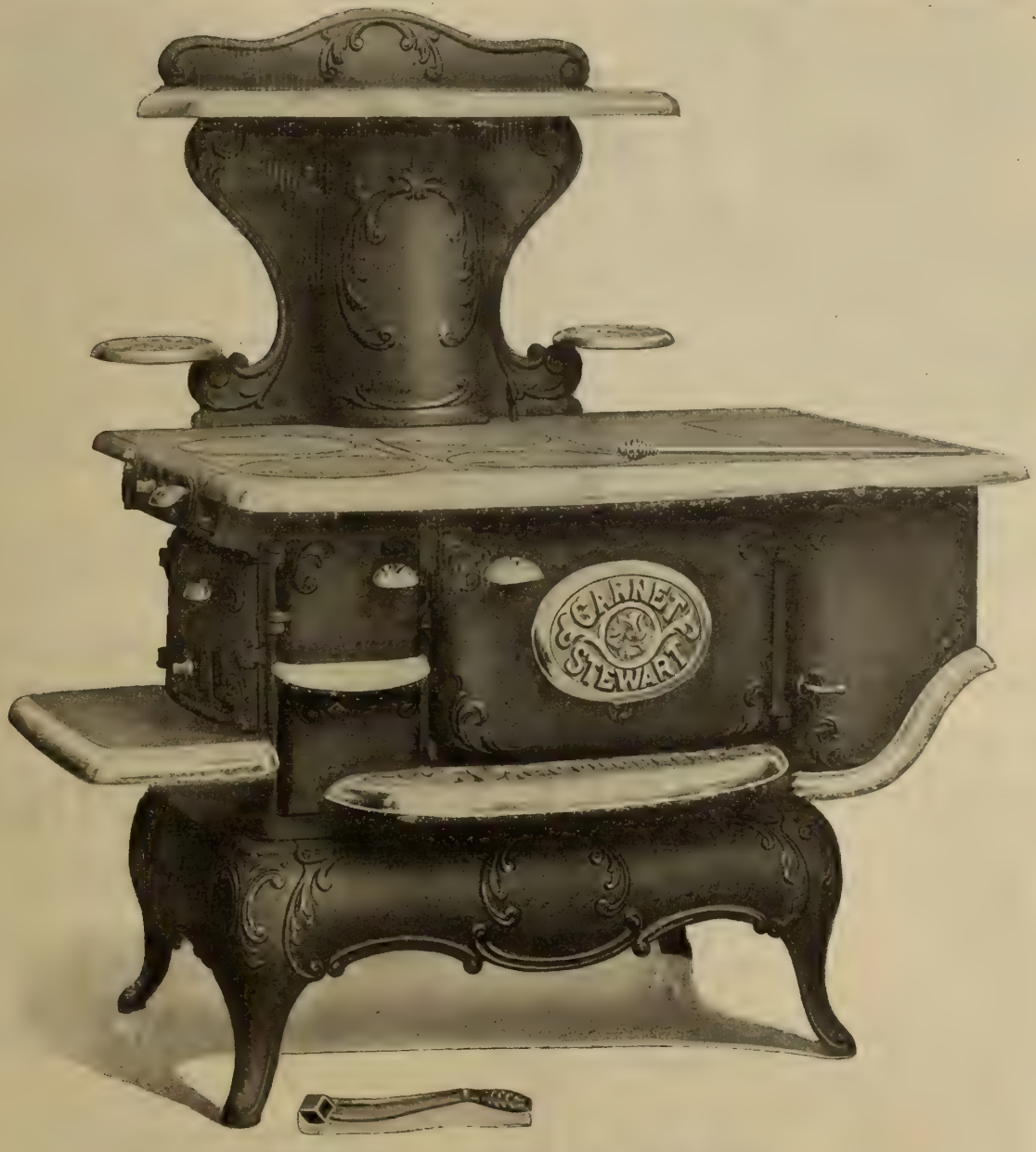


WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT

Persons addressing advertisers kindly mention this paper.

"Good Cheer" Ranges



THE "GARNET"

Plain but not severe. Just enough ornamentation to give it the most artistic appearance of any range in the market. Prospective buyers will not pass by your door if the "**GARNET**" is on view inside. All loose nickel—readily removed when range is to be polished, and such an easy one it is to keep bright and clean. Square oven, 18x18x12. Fine firebox, with all cast linings. Grates, etc., removable without disturbing linings or waterfront. A splendid operator in every way, and, in fact

IT'S JUST RIGHT

The JAMES STEWART MFG. CO.

LIMITED

Western Branch:
Foot of James Street, WINNIPEG, MAN.

WOODSTOCK, ONT.

"BEST GOODS AT RIGHT PRICES" (OUR MOTTO)

THE PERFECT IDEA CAST RANGE FOR COAL AND WOOD



Is the only range that can be equipped with gas attachment on the back holes. This attachment does not interfere with the working of the range for winter use, when other fuel is to be burned.

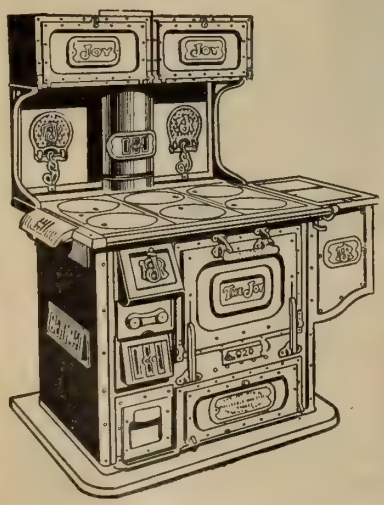
Throughout, it is a beautifully finished and perfectly fitted high-grade range.

Prospective buyers will be attracted by the appearance of the "Perfect Idea," and convinced by its workmanship.

Write for Catalogue.

THE GUELPH STOVE CO., Limited, GUELPH, CANADA

WESTERN CANADA



We are now carrying a stock of

Joy Malleable and Steel Ranges

at Winnipeg, for shipment to points in Manitoba, Saskatchewan and Alberta, either in local or mixed cars. Many dealers in these Provinces have secured the agency for

The Joy

If we are not represented in your town, let us get together, on the best MALLEABLE Range proposition in CANADA.

JOY MFG. CO., 32 Humberside Ave., TORONTO

TEES & PERSSE CO., Western Distributors, Winnipeg

CHAS. H. FOX, Agent for British Columbia, Vancouver

TAKE NOTICE

that dealers who handle our

Furnace Cement and Stove Putty

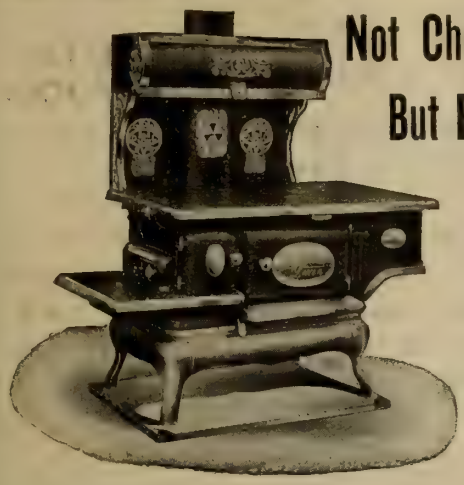
find little difficulty in making sales, little difficulty in making profit. Should you be anxious to get on the right side of the right business, we shall be pleased to hear from you.

SCARFE & CO.,

Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.



Not Cheap, But Economical

There's a vast difference between a range being economical and being cheap!

A cheap range usually misses a link in the quality chain, and if it burns a small amount of coal, or a large amount, the heat is the same.

On the other hand, an economical range is designed not to be miserly with coal, but to be saving. Every piece burned has to account for itself in the oven, or on the top.

If you get our Booklet you will notice there are a tremendous number of references to **THE EMPIRE QUEEN RANGE** as an Economical Range. These references are the result of actual experience.

What Better Argument Do You Want?
What Better Range Do You Want?

The Canadian Heating & Ventilating Co.
OWEN SOUND, Ontario Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.
THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE
TRADE MARK

You need a safe and serviceable article in your store for repairing and lining stoves and ranges.

And for laying fire-brick in boiler furnaces.

Ark-El-Ite Abestos Stove Lining

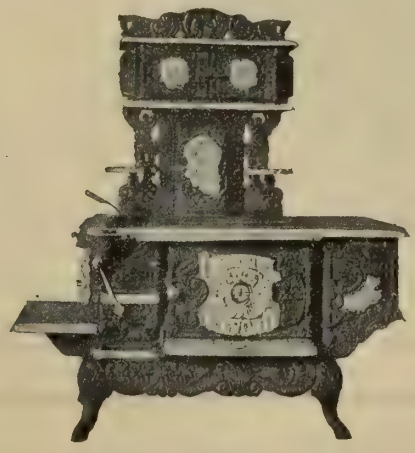
is the necessary article and it sells at the necessary price.

BENJAMIN MOORE & CO. LIMITED
Successors to
The FRANCIS-FROST CO., Limited
Toronto, Canada

The Range That Wakes Up Trade

Many a dealer who thought his trade wouldn't buy a really high-class range has learned better this year; and it's the Imperial Oxford Range that showed him his error.

It's a pretty poor community that won't buy this range, once our selling-help gets to work there and the range itself is somewhere in sight.



There are so many things about an Imperial Oxford that make a woman realize how little price matters if one gets real value.

The Imperial Oxford oven, for instance,—the diffusive flue construction that it's so easy to see must make this range bake with absolute certainty of perfection.

The oven-flue has sold ranges where people had never bought anything but cheap cook stoves.

Doesn't your trade need a tonic as good as this? Wouldn't it make a differance you'd like if we were at work stirring up business for you right now?

We're ready with the selling-help at this end,—the Imperial Oxford is as ready as ever, too, is a better range than it ever was, too,—

Are you about ready to ask questions?

The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton
The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

115



Series No. 518

"FAMOUS" AIR-TIGHT HEATERS

Made in three series, Nos. 185, 518 and 510

"Famous" Air-tight Heaters are made from only the best grades of planished iron, and are carefully put together.

Have anti-rust coated, polished sheet-iron body, heavy sheet steel linings, and cast-iron pipe collar.

The screw-damper for opening or checking the draft is perfectly air-tight when closed, and will shut the stove up so tight that fire can be retained for hours without going out.

These stoves are made in very small and very large sizes, so that a size can be had to suit any sized place.

As shown by the accompanying cut, series 518, have highly polished nickel rails and cast-iron tops, while all lines have ornamental urns.

"Famous" Air-tight Heaters are handsome enough for any house

THE McCLARY MFG. CO.

London, Toronto, Montreal, Winnipeg, Vancouver, St. John, Hamilton

"EVERYTHING FOR THE TINSHOP"

WINDOW GLASS

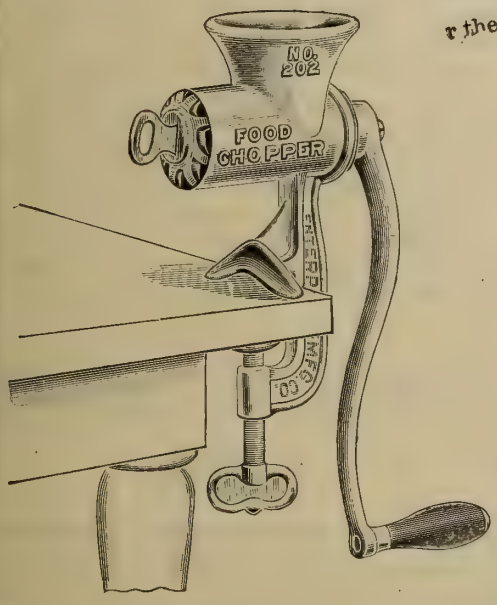
Our immense trade demands that we have 20,000 cases of window glass constantly in stock. That big stock saves time when you are in a hurry.

When you have special orders to fill or tender on send us your specifications. We are always pleased to quote prices. We can supply you with anything in glass for building purposes.

PROMPT SHIPMENT

The Hobbs Manufacturing Co., Limited

London Winnipeg Toronto



this year.

PERSONAL. — The hardware dealer who is not making a handsome profit selling Enterprise Meat and Food Choppers will learn something to his advantage by addressing the undersigned.....

We are breaking all records in sales of Meat and Food Choppers. If you are not selling more

Enterprise Meat AND Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

People are afraid now of packing house products.

They want to chop their own meats.

They are buying Meat Choppers from the dealers who are pushing them. Get in line !

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA, U. S. A.

NEW YORK BRANCH : 10 Warren Street. SAN FRANCISCO BRANCH : 318 Market Street

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited
WOLVERHAMPTON

HARDWARE AND METALS
OF ALL DESCRIPTIONS

HEAVY GOODS SHEETS, PLATES COIL CHAIN, Etc.

Garden Shears Wire Netting

JAMES BARBER, Era Works, Sheffield

Finest Quality
TABLE AND POCKET CUTLERY
RAZORS, CARVERS, Etc.

Write for quotations to

J. H. ROPER
Canadian Representative
82 St. Francois Xavier Street, MONTREAL



Merit brings the Dealer Reward

These are prosperous days for "Dillon" dealers. Business is brisk. Custom is satisfactory.

The price of

DILLON HINGE-STAY FENCE

has something to do with it, but the real cause is the merit of the fencing.

THE DILLON is devoid of unessentials, or parts destined to rust, break or come loose.

THE DILLON is easily erected. This is a great talking point in making sales.

Hadn't you better enquire about "THE DILLON"

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal. Messrs. Christie Bros. Co., Limited, Winnipeg.



An Exhibition Bargain

All the cases which we built for our exhibit at Toronto Exhibition have been sold with the exception of the one illustrated herewith.

This case is 11 feet long, 8 feet 6 inches high and 12 inches from front to back, fitted with 243 Bennet Steel Shelf Boxes. Size as follows: 20 boxes 3x3, 70 boxes, 6x3, 72 boxes 5x3, 12 boxes 10x3, 12 boxes 15x3, 4 boxes 15x6, 6 boxes 10x6, 35 boxes 6x6, 12 boxes 5x6.

This assortment of boxes has been found very practical and convenient for the Hardware trade.

All the wood in this case is oak, green oak finish. The pulls are nickel. All the boxes are interchangeable thus four boxes 3x3 could be put in place of one 6x6.

There is a very handsome cornice on this case about 8 inches high.

The net price for this case is $140.00, F.O.B., Toronto.

Cameron & Campbell
TORONTO

HE PUT a Want Ad. in Hardware and Metal at 2 cents a word and got his clerk in short order. Moral: You should try our "want" column. It will astonish you!

PRESERVING KETTLES FOR PARTICULAR PEOPLE . . . .



KEMP'S "Onyx" "Diamond" "Pearl" "Garnet"

Enameled Preserving Kettles suit discriminating customers

Every Piece Guaranteed. We Can Ship Promptly.

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

Manufacturers Endorse Mutual Insurance

Convention at Winnipeg Organizes Two Mutual Companies—President C. C. Ballantyne Urges Tariff Reform.

Several hundred members of the Canadian Manufacturers Association attended the convention held at Winnipeg this week, the second gathering to be held in the western metropolis. Following the convention, the majority of the delegates will visit the Pacific Coast and make a hurried trip through all the western provinces.

After addresses of welcome were delivered and replied to, President C. C. Ballantyne delivered his presidential address, making a distinct impression upon the delegates by his pleasing, though forceful manner and by the strength of the arguments presented by him.

President Ballantyne's Address.

Mr. Ballantyne opened with a reference to the large and satisfactory increase in Canada's foreign trade. The total trade was $73,046,000 in excess of 1904-05, the exports increasing $53,270.-000 or some $20,000,000 more than the imports. A gratifying feature was that the imports of British goods had increased more proportionately than imports from the United States. The speaker attributed the exodus of young Canadians to the States to the lack of towns and factories, and the inducements and opportunities they afforded.

"To-day the situation is completely changed," he continued. "We have begun to study our own resources. What do we find? Not only that nature had fitted us to be a great agricultural nation, but that our mines, our forests, our streams and our waterfalls destine us to stand in the front rank of the manufacturing countries of the world; that here, within our own borders, we have all the raw materials for the world's great industries, the necessary industrial opportunities for all our sons and daughters, and the greatest and best market for the products of our farms. Our neighbors to the south have recognized this even sooner than we ourselves. To-day they are returning to us our own.

"It is for us to say whether we will continue to purchase our manufactured goods in the United States, or put just a little more tariff on certain lines, and make the factories in the States build plants in Winnipeg, Saskatoon, Moose Jaw, Calgary, Medicine Hat, Regina, Edmonton or any other of the many centres in our great western prairies which have advantages to offer, and by this means keep the population we are getting. Last year our dutiable imports from the United States amounted to $94,200,167, the large percentage of which was manufactured goods, and might just as well have been made in Canada. As it is, the United States farmers, workmen, manufacturers and other citizens have just that much of our money that should have been kept at home.

The Fiscal Policy.

"It must be a matter of gratification to all patriotic Canadians that the fiscal policy has ceased to be a matter of partisan controversy. The leading politicians of both political parties now recognize the necessity of protecting Canadian industries of all kinds, and we may hope that when the members of our Dominion Parliament are called together in November to consider the revision of the tariff they will set aside all old prejudices and look at the question from the broad standpoint of Canadian interests, that they will consider what policy will best develop the varied resources of our country, give profitable employment to all classes of our people, and maintnin and advance the prosperity that now exists.



C. C. BALLANTYNE, of the Sherwin-Williams Co., Montreal, Retiring President of the Canadian Manufacturers' Association.

"We are sometimes asked what we mean when we say Canadian manufacturers do not demand a prohibitive tariff against the United Kingdom, but that we must at least have sufficient protection to put our Canadian manufacturers on an equivalent footing with those of Great Britain. Perhaps our meaning may be better understood when I cite the case of one of the members of our association who had large factories in Montreal and London, England. The difference in the wages paid in these two great factories of England and Canada is remarkable. Figures taken from the pay rolls, and strictly accurate, show that common labor is 82 per cent. higher in Canada than in England, gang leader or sub-foreman 70 per cent. higher, boys (16 to 18) 85 per cent. higher, machinists 64 per cent. higher, carpenters 40 per cent. higher, girls (by the hour) 33 1-3 per cent. higher, and girls (piece work) 66 2-3 per cent. higher.

"Are not these figures alone sufficient to show the necessity of maintaining an equalizing tariff against British goods? But if, while giving our manufacturers fair play in competition with British manufacturers, we make our tariff so high against all foreign countries that our surplus requirements, above what our own factories can supply, will be obtained from British manufacturers, a vast amount of money which now goes to enrich foreign nations will be turned into the pockets of British manufacturers and their workingmen."

Western Possibilities.

Mr. Ballantyne referred to a memorial presented by the Medicine Hat Board of Trade to the Dominion Tariff Commission to the effect that if the tariff were high enough to shut out the great influx of American goods, many United States manufacturers would start branch factories in Medicine Hat. The latter would not be the only town in the west to benefit by this policy. The possibilities of Winnipeg it would be difficult to exaggerate.

"To accomplish this," the president proceeded, "we want a strong Canadian policy that will benefit both east and west. What action the Government will take at the coming session of Parliament we cannot say, but we believe that the Government will give us the best and strongest Canadian tariff that we have ever had, and one that will give thorough protection to every Canadian industry."

Flaxseed was referred to as an article of great importance to the farmers of the west, but owing to its being on the free list was not produced to any great extent. The United States farmer produced 29,000,000 bushels of flaxseed during the last fiscal year, compared to a little over half a million bushels in Manitoba and the Northwest Territories which are better adapted for its growth than any country in the world. Canadian flaxseed was shut out of the American market on account of a duty of 25 cents per bushel. Under these circumstances he asked: "Why do not our Canadian farmers ask our Government to place a duty on flax entering Canada and thus give them the home market which they are justly entitled to? There

is from a million and a half to two million bushels of flaxseed consumed in Canada annually by our Canadian linseed oil crushers, and why should a million bushels or more of foreign seed be used instead of buying 'Grown in Canada' flaxseed, and grown right here in the west, the best that can be produced?

Provincial Taxes.

President Ballantyne entered a strong protest against the growing tendency among the provinces to impose commercial travelers' taxes and commercial corporation registration fees. He believed this to be a wrong and a short-sighted policy, and thought that steps should be taken to harmonize "the trade legislation in the different parts of the country and make an end of the senseless discrimination of one province against another."

In conclusion, President Ballantyne delivered a splendid peroration alluding to the proud destiny awaiting Canada. He said: "It seems but yesterday that we were a comparatively unknown people; to-day the name of Canada is on the lips of every country in the world, and thousands are hurrying to our shores to find new homes on our great prairies or in our busy towns and cities.

"We are gathered at the gate-way of the greatest wheat-producing area in the world. West of us 171,000,000 acres of arable farm lands are waiting for the plough. Of this immense territory only about 4 per cent. is as yet under cultivation. If we cultivate only one-quarter of it our granaries will contain more than four times the requirements of Great Britain, the world's greatest market.

Canada's Varied Resources.

"Resources of every kind are at our hand. The mines, the forests, the seas, the farms and factories of Canada are all beckoning labor and enterprise from every part of the globe, offering not only healthy conditions and comfortable homes, but a citizenship which, in the freedom of its thought and institutions, is as broad and free as our great dominions themselves.

"Great as these resources are, they are all enhanced by our splendid position in the empire and the world of commerce. Nature has destined us to be a great producing country. Let us not forget that we possess the shortest routes to Great Britain on the east and the Orient on the west. We lie between the east and the west. We hold the strategic position in time of war, and we will hold the commercial supremacy in the time of peace. In the great Imperial preferential movement to which we are moving on, and in the commerce of the world, Canada must play an important part, and the life of this great association must be woven into her development from year to year.

"What a great task; what greater opportunities! To develop all our industries hand in hand, to cultivate and maintain a national co-operation between our now scattered provinces, to weld and strengthen the bonds which bind us to the other portions of the Empire, and all the while to keep pure and healthful our moral and political life. If we are faithful to the trust imposed in us we need have no fear of the future."

Mutual Insurance Endorsed.

The mutual insurance committee's report was particularly interesting. The action taken in adopting it and choosing provisional directors for the two companies to be organized was probably the most important work of the whole convention.

Two losses during the year amounting to $24,552 were reported to have been adjusted. Policies were examined and risks inspected for 145 members, affecting an aggregate insurance of $10,771,994.

"It is almost impossible," the report said, "to present a statement that will convey an intelligible appreciation of the results of the work thus outlined, so much of it being intangible and difficult to place under any given heading, but in so far as a record is possible it may be thus summarized:

"(1) 146 insurances arranged and new schedules printed.

"(2) Direct annual saving in insurance premiums of $17,904.91, through improving risks or rearranging business.

"The committee think it well to record as a matter of interest that of the 271 members dealt with since February 1, 1905, having insurance in force to the extent of $20,457,788, losses have been sustained by three members involving a gross loss payment by the insurance companies of less than $1,500, and of these only one necessitated the services of the department in its adjustment. We have represented six other members in adjustments, but in none of these interests had the insurances of the members received prior attention. It is necessary to mention this division to explain a seeming inconsistency in the record of losses adjusted as previously given.

"The very trifling losses sustained by the 271 members whose business has passed under the supervision of the department is a remarkable showing, but it can only be accepted as an incident worthy of note rather than an experience from which definite conclusions may be safely reached.

"If the facts point to any conclusion at all it is in emphasizing the belief prevalent amongst manufacturers in Canada that the losses sustained by them in recent years do not warrant the high rates they are charged. Statistics are not available to make this belief an absolute certainty; the fire insurance companies themselves are the only source from which such figures can possibly be obtained, and, as they have never yet supported the contention so often repeated that 'Your class of risk does not pay' by the production of any confirmatory evidence of actual results, we can only accept the best evidence obtainable and form our opinion and judgment accordingly."

The failures of negotiations with the Fire Underwriters for permission to place risks with independent companies was recorded, and the necessity of ceasing to do a brokerage business with tariff companies pointed out.

Two Mutual Companies.

The report then referred to the executive council deciding to establish two mutual companies for the underwriting of risks in the senior and junior mutuals and of sub-standard risks on the lines of companies forming the National Association of Factory Mutuals.

In reply to communications to members 301 return agreements duly signed promising definite support to the proposed companies in sums varying from $1,000 to $100,000.

Thirty-four write approving the formation of the companies, and promising full support when organized if conditions are satisfactory.

Seven write discouraging the formation of the proposed companies.

"The 301 members sending definite agreements promise an aggregate insurance in each of the two companies of $2,371,000, of which about $1,250,000 will be available at the outset. Adding support from the members who have written, but who have not signed definite agreements, it is quite apparent that the two proposed companies will have at inception a minimum available insurance of at least $1,500,000 in each company, or three times the sum upon which it was thought the companies might safely commence operations.

"The insurance committee, after an experience of 18 months, unhesitatingly declares that the department is a valuable, if not necessary, addition to the services the association is in so many ways rendering to the members. The record of the work performed by the department, as shown herein, leaves no room for doubt but that each succeeding year will demonstrate its advantages to an increasing number of the members. It will be borne in mind that much expense has been incurred and time occupied in the investigations that have ultimately resulted in the development of mutual insurance plans, and with the time that will now be available to the manager it is reasonable to expect that increased activity will follow in directions to which only limited time has been given in the past.

"The committee, therefore, recommended that this meeting approve the continuance of the insurance department under plans to be approved by the executive council from time to time, and that the finance committee be authorized to provide whatever deficiency may arise in the expenses over the revenue of the department under such limits and restrictions as it may deem advisable.

"The revenue of the department for the year has fallen short of the expenses of the same period by $873.19."

Changes in Law Wanted.

It was recommended that the association ask for a change in the Insurance Act of Canada, to provide for:

(1) The incorporation and licensing of mutual fire insurance companies.

(2) The adoption of a paid, definite, and invariable standard insurance policy, protecting both the interests of the insurer and insured.

(3) The rejection of the aggregate liability assumed by fire insurance companies in cities and towns, so that in the event of large conflagrations the amount of such aggregate liability may be within the resources of the company to discharge.

The membership of the association was reported at 2,104, as compared with 1,839 last year. Of this total 1,257 were in Ontario.

P. H. Burton was named as chairman of the Toronto company and J. H. Burland chairman of the Montreal company.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B. Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

ELIMINATING UNFAIR COMPETITION.

An address by Grant W. Porter before the Illinois Retail Hardware Association

I don't believe that there is a man in this whole assembly with a perfect character, or that there is any one here but who at some time or another has transgressed or selfishly usurped the rights of others to a greater or less degree. However, it is not necessary to attain perfection to conceive it. Therefore I am speaking as one aggressor to another upon this subject of unfair competition, which, if modified or eliminated, will be beneficial to us all.

No doubt there are a great variety of opinions as to just what unfair and disastrous competition is. Some of us would define as "unfair" that which others would call shrewd business tactics; and certain business methods would be alternately commended and condemned by the number of this association. But it seems to me that the meat of the whole question, stripped of its technical coloring, is motive. Motive seems to be capable of modifying or intensely changing the effect, good or bad, of any act born out of it.

Good done with a purpose is much more beneficial and effective than a favor accidentally rendered, and an act committed through an evil purpose or motive is proportionately worse in its effect than the same act unintentionally done.

My conception of fair competition is that when business is obtained in a legitimate profit through the environment, social standing or business ability of the dealer or his representative. Therefore, I would define as unfair and disastrous to all parties concerned, any aggressive competition which does not get business at a profit, and also, profit or no profit, where business is obtained by defaming the character of your neighboring dealer. We are all in business for the same purpose or motive. And that purpose is just and beneficial not only to ourselves but incidentally to the community in which we live. Because institutions are necessary to the existence and welfare of any community; and a business institution which does not show a profit is transitory and unsafe, and an unsafe institution is a menace and an infection to the community in which it exists.

Profit Necessary.

Our trade expects to pay and we are entitled to receive a legitimate profit, and unless we can show at the end of each year a satisfactory increase in our assets, we become discouraged and sad, apprehensive of conditions even worse than at present, and unfit to cope with the ordinary obstructions which baffle us at every turn and determine to a large degree our final failure or success.

Now, if we believe we are entitled to a profit, we have a right and are bound to grant and demand that our neighbor have and maintain the same privilege. If he is entitled to a profit on his merchandise, we are morally bound not to deprive him of it by selling his customers their goods at cost, and he is morally obliged to reciprocate, to the mutual benefit of both.

Business obtained by giving the profit to your customer, because of trade jealousy, puts the dealer in much the same light as the dog with a bone in his mouth looking into the stream. He drops the bone and grabs for its shadow, and when too late realizes what his jealousy has cost him.

Which is the more businesslike proposition—to work hard and give your profits away, because you want to down your competitor; or, sell your goods at a profit and let your competitor have a share of the business? To me it is an acknowledgement of defeat and inferior business ability for a dealer to give his goods away to get business. Don't sell goods with a club; use your brains. Cultivate that experience and ability which enable a man to satisfy his customer and sell his goods at a profit at the same time.

When unfair competition exists there is only one remedy for abolishing it. You must organize the business methods and moral tendencies of dealers' increase.

Each must realize that the yoke which he has helped to place around his own neck is fastened to a load not worth the hauling. Each must be made to see that all he can do is to back up and pull his head out from behind—he never can get his body through—then leave his load in the mire, and forget about it. Pick up your original motive as a business man, the one which you so entirely forgot in your desire to inflict an injury on your fellow dealers, and carry it to the end. The rank words of hate must be uprooted and the spot sterilized by common sense and fair-mindedness.

Local Associations.

The principal benefit to be derived from our local association is the sterilized effect it has upon this rank growth. But, gentlemen, if you keep fertilizing at the same time, you can never kill it off. Don't think that because you joined the association that you are converted. Don't think that because you can grasp in friendship the hand of a dealer miles from you—a dealer whom you never knew as a competitor—that you are out of the rut. No, sir! Not until you can walk into your competitor's store across the street with a "Good morning, John," and mean it.

Mere membership in our association means nothing unless we are men enough to bury our differences. Each must make up his mind to do something and to lay upon the sacrificial altar some of his selfishness. Usually it costs a man something, in dollars and cents, or nervous energy, to do the right thing; but here is a proposition that usually pays a man in coin to be fair, and it costs him money to be unfair.

Every year millions of dollars in profits are strewn broadcast by business men because they desire to be unfair to their competitors. Are we so desirous for the enmity of our fellow-dealers that we are willing to pay for it? Are we to continue to sell goods through malice or are we going to sell for a legitimate profit?

Free Trade With a Vengeance.

The other day a customer came to my store and said to me: "Mr. Porter, I have a furnace to be repaired, out of your district, so I am going to do the work myself; But I want you to give me an order downtown, so that I can buy the repairs that I need at your price." I said, "Do you think that would be fair? What do you suppose I I would think of a dealer on the north side who would grant what you ask, to fix a furnace in my locality? Do you suppose, if I knew it, I would have the same regard for his welfare as before? I am sorry that you ask it, and I must absolutely refuse."

That would be free trade with a vengeance. If a man steals a purse from the pocket of another and gives it to a friend, does that mitigate the theft? If we deprive our competitor of his profit simply to make a sale, we are moral robbers. I have just one new thought and can embody it in three lines — the great commercial trinity:

Justice to our customer.
Justice to our competitor.
Justice to our firm.

AN INTERESTING TALK.

"An evil that our association will have to combat soon," said a prominent Ontario retailer the other day, "is the sale of goods to private customers by jobbers. In many cases architects work in with the jobbers and appear to get a percentage on the business they turn over. Anyway, private parties building houses get their hardware direct from the jobbers, the architect arranging that

they can go to the warehouse and select the styles desired. Then the nails are thrown in along with the hardware. This is unfair competition of the worst kind."

"Another matter which should be complained about is the actions of jobbers travelers in coaxing corner groceries in the suburbs to stock up with a keg or two of nails, hoping that a larger order for other goods will follow. In many cases, too, a paint card will be put in a grocer's window, the grocer not carrying any stock at all, but being told by the traveler that any quantity can be secured by telephoning the wholesale whenever an order is landed. We cannot object to jobbers selling to anyone establishing a straight hardware store, but we have a right to expect that the jobbers will protect us from competition from men in other lines who merely use hardware, enamelware or paints as baits to draw trade to their store.

"The jobbers must stand by the retail trade if they expect to continue in business," he continued, "and we in return should stand by the wholesale trade instead of buying so much from manufacturers. The jobbers are losing trade to the manufacturers every day and if present conditions continue the number of jobbers must inevitably grow less. The Retail Hardware Association has been organized none too soon if the hardware trade is to be continued in old established channels. I know some traveling salesmen are knocking the retail association, but they will soon see that the Retail Hardware Association will be the salvation of the jobbing trade if it is properly supported and handled. The Wholesale Hardware Association



J. R. BAXTER

of Baxter, Paterson & Co.,
Manufacturers' Agents, Montreal.

has been a good thing for the jobbers and our association can be made of equal value to the retail trade if we keep on growing as we have done since we organized last Spring."

ASSOCIATION KINSHIP.

That the efforts of self-seeking politicians in building up walls of racial hatred can be nullified by trade organizations is well proven by the following interesting letter forwarded by Mr. Lariviere, of Montreal, who made so many friends amongst his English-speaking fellow hardware dealers at the recent convention in Toronto. Mr. Lariviere came prejudiced—he went away one of ourselves and all who met him look forward to meeting him again at future trade gatherings. He writes:

"Permit me to offer you my sincere thanks for the notes you have made in my favor in the report of the convention of the Ontario retail hardware dealers.

"I feel exceedingly pleased with my visit and my acquaintanceship with my cousins in Ontario. I was a little prejudiced, this opinion having been formed by what I had read in the Ontario papers, specially the News; for in reading your Toronto papers, we would presume that anything that is French (even French-Canadian) is not worthy of consideration.

"I am pleased to say, however, that in knowing one another better this opinion is quickly corrected and we feel at home amongst the hardware dealers of Ontario just as well as in our city of Montreal. I really do not think I have deserved all you have said of me in your valuable article. Surely I never expected such a long report and so accurate and well-made as you have succeeded in writing.

"I again offer my sincere thanks for the courtesy you and the other members of the association have shown me during my stay amongst you and hope to have the occasion of meeting them all soon. With my best regard, believe me, dear Sir,

FRED C. LARIVIERE.

Montreal, Sept. 14, 1906.

ENTERPRISING AGENCY FIRM.

St. Antoine street, Montreal, which is rapidly assuming a leading place in the wholesale section, has been selected as the location for their offices and warehouse by Baxter, Paterson & Co., the enterprising firm of manufacturers' agents, who have succeeded in securing numerous excellent agencies. As the result of a three months business trip in England, Scotland, and the continent, they have been appointed sole Canadian representatives for Geo. Angus & Co., manufacturers of leather and Balata belting; Walter Macfarlane & Co., Saracen Foundry, Glasgow, manufacturers of ornamental castings and soil pipe; William Bain & Co., fencing manufacturers; Cundall Gas Engine Co., England, and numerous others. They have also made special arrangements with the Nicholson File Co., Port Hope, to manufacture for them the highest grade file, branded "B.P." Thus Baxter, Paterson & Co. will be able to sell all kinds of machinery, engines, fire appliances, and engineering and mill supplies.

Baxter, Paterson & Co. have gone about the organization of their business in a logical manner, and they are fully entitled to success. J. R. Baxter was born in Scotland twenty-eight years ago and received an English education in theoretical and practical engineering. For the past four years he has been in Canada, making a special study of commercial conditions here. During this time he has been connected with a number of prominent Montreal firms in the business, and is well known both in business and social life. Mr. Baxter will have charge of the practical and selling end of the business.

Wm. Paterson, the other active member of the firm, is twenty-nine years of age. He was born at Bathgate, Scotland, and received his early education in the academy of that place. Mr. Paterson has also been connected with the practical side of engineering, his ex-



WM. PATERSON

of Baxter, Paterson & Co.,
Manufacturers' Agents, Montreal.

perience, which extends over ten years, having been gained in Glasgow and Montreal, during which time he acquired a thorough knowledge of office management. In Montreal he was for a number of years engaged with B. & S. H. Thompson & Co. He will assume the office management, and will look after the financial end of the business.

Baxter, Paterson & Co. have secured fine premises at 102 St. Antoine street, Montreal. They will have a frontage of 65 feet on that street and 25 feet on Cathedral street. Three floors and a basement will be at their disposal, for storage and display purposes.

FOUNDRY FOR SYDNEY.

Some business men of Sydney, C.B., have organized a company to establish a foundry there. The company will be capitalized at $20,000 of which $8,000 is already subscribed.

PRACTICAL PHILOSOPHY.

When the outlook is not good, try the uplook.

Have the courage to appear poor and you disarm poverty of its sharpest sting.

If a man expects and believes great things of himself, it makes no odds where you put him.

The man who has lived longest is not the man who has counted most years, but he who has enjoyed life most.

If a man were to place himself in an attitude to bear manfully the greatest evil that could be inflicted on him, he would suddenly find that there was no evil to bear.

HARDWARE TRADE GOSSIP

Quebec.

Barrette & Godbout, electricians, have registered at Quebec.

E. Prouix, Montreal, has taken over the plumbing business of Prouix & Paquin.

R. B. Cherry, of Sargeant & Co., New York, was in Montreal on business a few days ago.

K. Monahan, general merchant, St. Lin, visited some of the Montreal jobbers this week.

Frank H. Scott, manufacturers' agent, Montreal, paid a brief business trip to Toronto recently.

Chas. Langley Evans, of the Massey-Harris Co., Brantford, is visiting in Montreal this week.

R. H. Crawford, contractor and builder, Huntingdon, was a visitor among the Montreal trade this week.

A. E. Kemp, of the Kemp Manufacturing Company, Toronto, visited Montreal on business this week.

Mr. Plumb, of the Eagle Lock Company, Terryville, Conn., called on the Montreal trade this week.

The annual meeting of the Allis-Chalmers-Bullock Company, Montreal, was held in that city on Wednesday.

D. A. McKay has accepted the position of traveler for Baxter, Paterson & Co., manufacturers' agents, Montreal.

W. T. Hampton, Montreal representative of Edgar Allen Steel, will sail for England on the "Empress of Ireland."

His numerous friends in the trade will be glad to learn that J. H. Bell, of Mattawa, is steadily improving in health.

H. W. Aird, secretary of the Canada Paint Co., Montreal, represented his company at the C.M.A. convention at Winnipeg.

Mr. Bissonette, of Bissonette & Freres, general merchants, St. Sebastien, was in Montreal on business during the past few days.

R. J. Younge, general sales manager of the Canadian Rubber Company, Montreal, is attending the C.M.A. convention in Winnipeg.

Sam Brewer, secretary of Thos. Robertson & Co., Montreal, has returned to his desk after a pleasant vacation spent at Point au Chene.

E. K. Watson, of the E. K. Watson Co., manufacturers' agents, Montreal, is in Winnipeg, and will be absent in the west for some weeks.

J. B. Campbell, of the Acme Can Works, Montreal, left last week to attend the convention of Canadian manufacturers at Winnipeg.

J. M. Curry, secretary-treasurer of Rhodes, Curry & Co., Amherst, N.S., was a caller at the Montreal office of Hardware and Metal on Monday.

The Sayer Electric Company, Montreal, has opened a branch on St. Lawrence street, for the convenience of their customers in the north-east section.

Hardwaremen were well represented at the Methodist conference in Montreal. Among others, M. S. Madole of Napanee and W. W. Chown of Belleville were noticed.

C. F. Comer, hardware merchant, Calgary, who is at present in Toronto attending the Sovereign Grand Lodge of Oddfellows is expected in Montreal on Monday.

Quinlan & Robertson, Montreal, are the lowest tenderers for the lock and dam to be constructed at St. Andrew's Rapids near Winnipeg, at a cost of about $500,000.

During the Ottawa exhibition, Caverhill, Learmont & Co. opened a sample room on Sparks street, where J. H. Meikle was assisted by J. R. Terrill, W. A. Woods and J. R. MacKay.

A. W. Humphries, Parkhill, president of the Ontario Hardware and Stove Dealers' Association, was another of the lay delegates to attend the Methodist conference at Montreal this week.

Among the hardwaremen noticed in Montreal by Hardware and Metal during the week, were: J. A. Paquin, St. Eustache, V. Leger, Valleyfield; C. Labelle, Three Rivers, and G. Gelinas, Sorel.

Mr. Hymmen, son of Peter Hymmen, hardware dealer, Berlin, Ont., spent a short time in Montreal this week. Mr. Hymmen was accompanied by his mother, and is taking the Quebec and Saguenay trip.

J. W. Smith, of the Smith & Ferguson Co., hardware merchants, Regina, Sask., spent the week in Montreal as a delegate to the Methodist general conference. Mr. Smith made the trip by water from Port Arthur and on the return journey will visit relatives in Toronto and Waterloo, Ont.

Ontario.

W. N. Lemon, painter, Kingston, has assigned.

James Lunny, iron founder, Hintonburg, has assigned.

W. G. Davis, plumber, Sarnia, has sold out to T. F. Clark.

B. D. Labar, blacksmith, Essex, has sold out to Arthur Wagner.

John Douglas, Wroxeter, was a visitor in Toronto during the week.

W. J. Clark, electrical supplies, Stratford, is going out of business.

C. J. Werner, Dunnville, has sold out his stove and tinware business.

H. E. Moore, Oakville, called on the Toronto jobbers a few days ago.

P. T. Barry & Sons, Wallaceburg, have sold out their hardware business.

G. Wells, of Wells & Wells, Dresden, called on Toronto jobbers recently.

Mr. Telford, Jr., Markdale, called on Toronto hardware jobbers this week.

N. L. Stewart, manager of the Guelph Stove Co., was in Toronto during the week.

John Penfold, Jr., Guelph, was a visiting hardwareman in Toronto this week.

W. A. Mitchell, hardware dealer, Kingston, was in Toronto during the week.

Mr. Peaker, of Peaker & Son, Brampton, spent a few days in Toronto during the week.

A. R. Garland, hardware dealer, Portage La Prairie, Man., spent a few days in Toronto this week.

Archie Black, who has been for fifteen years with A. Westman, hardware dealer, London, has severed his connection.

T. L. Moffat, of the Moffat Stove Company, Weston, is on a trip to the west with the Manufacturers' Association.

John Hillhouse, Clifford, called on hardware jobbers in Toronto this week, coming down with the Oddfellows throng.

I. N. Wait, hardware merchant, Picton, was a buyer in Toronto during the week, besides taking in the Oddfellows' convention.

Geo. F. Bradley, of the hardware firm of Bradley Bros., Hamilton, was married Tuesday evening to Miss Marguerite W. L. Hutton.

W. J. McMurtry, St. Thomas, was one of the thousands who thronged Toronto during the Oddfellows' convention during the past week.

J. E. Thomas, of the Taylor & Son Hardware Co., St. Thomas, has gone to New Liskeard, where he will be employed with the same firm.

Elliot Weston, ledger keeper for the McClary Manufacturing Company, London, has been absent from the office on sick leave during the past week.

C. M. Cutts, of C. M. Cutts & Co., hardware dealers, Toronto Junction, was married on Thursday last to Miss Elsie Norman, of Schomberg, Ont.

Moser & Son, Blyth, have sold their hardware business to McPherson Bros., of London. Will Moser expects to take a position as traveler in the west.

A report that another wholesale hardware house is to be established in Toronto by the former manager of an existing house cannot be confirmed and does not seem to have any foundation in fact.

W. H. Meredith, traveling representative of the Monarch Brass Manufacturing Company, Toronto and Port Colborne, returned on Monday from a two months trip through Western Canada and to the Pacific coast in the interest of his firm. Mr. Meredith reports trade excellent, especially for what was practically new ground.

L. L. Anthes, of the Toronto Foundry Company, C. C. Ballantyne, of the Sherwin-Williams Company, Montreal, C. Dolph, of the Metal Shingle & Siding Company, Preston, H. T. Hunter, of Hardware and Metal, Toronto, and W. K. George, of the Standard Silver Company, Toronto, were included in the list of delegates to the Canadian Manufacturers' Association convention at Winnipeg this week.

Maritime Provinces.

Willard K. Nelson has sold out his tinsmithing business at Truro to Stanley Roddick.

Business Management

By HOWARD R. WELLINGTON.

The Seventh in a Series of Articles on a Subject of Interest to Every Retailer.

PURCHASE INVOICES.

IF it is desired to keep account of goods purchased for different departments of a store, for instance a general store, a book (B) may be kept extending the amount of purchase for each department into a column for this purpose, the total of which is posted in one amount at the end of the month to the debit of merchandise account, and the party from whom the goods were purchased is credited (see Fig. A). When the account is paid a notation to this effect is made in the column for the purpose, the voucher is attached to the invoices and filed for future reference.

To insure the saving of all cash discounts, if the retailer is in a position to take advantage of discounts allowed for short terms, the creditors should be notified to make drafts when the account becomes due. In this way the dealer is free from any anxiety in this regard.

If it is convenient to pay by draft, or if the retailer prefers to pay by cheque or money order, the statements may be arranged according to "due dates" and settlements made accordingly.

Having now covered the ground fairly well so far as recording the daily transactions of the merchant, it is proposed to devote the next three articles to closing the books, introducing the results of the business for a period, together with the trading account, profit and loss account, and statement of the condition of the business at the present time.

B — Credits

Settled	Terms	Name of Creditor	Ledger	Dept A	Dept B	Dept C	Dept D
15/6/05	2/30	J S & Co.	16	50 00		25 00	
		Dr Merchandise &c		50 00		25 00	

FIG. A.

Dr — Merchandise &c — Cr

1906					1906				
Jan		To Inventory on Hand	1	2650 00	June	30	By Sales to date		18000 00
June	30	To Purchases to date		15000 00		30	By Inventory on hand		4500 00
		To Gross Profit to Trading A/c		4850 00					
				22500 00					22500 00
1906 June	30	To Inventory		4500 00					

FIG. B.

Dr — Expenses &c — Cr

1906				1906			
Jan	1	To Inventory Prepaid Insurance	115 00	Jan	1	By Due Suppl.	60 00
June	30	To Expenses to date	2550 00	June	30	By Inventory 20.00 20.00 Paid 100.00	140 00
	30	To Due Suppl.	30 00			By Bal of Expenses to Trading A/c	2495 00
			2695 00				2695 00
1906 June 30		To Inventory Paid (Cash Book)	140 00	1906 June	30	By Due Suppl'd (Cash Book)	30 00

FIG. C.

Results of the Business.

We will suppose that during the period merchandise has been bought to the amount of $15,000 and goods have been sold to the amount of $18,000, and that the value of the stock on hand at present, taken at cost price, is

$4,500. The merchandise account will then appear as in Fig. B.

Rule.—Add to the stock on hand when commencing business, the purchases for the period less any allowances ; deduct the total thus obtained from the total of the sales for the period, less any allowances, plus the stock on hand at the end of the time.

The difference thus obtained will be the gross profit on the business done outside of any expenses. (The trading account will be shown later.)

We will suppose that the cash on hand, when closing the books, amounts to $50.50, which would be the amount of the debit of "cash" accounts in the ledger.

During the period various articles, such as hammers, harness, etc., also a wagon, to the amount of $150, have been added to the general equipment, making the total amount at the debit of this account now $750.

No additions have been made to the real estate so that this account stands as formerly with a debit of $3,000.

The expense for the period has been $2,550, and there

Note—J. Simpson, due July 20, '06..... $50.00
" S. Jones, due Aug. 15, '06..... 30.00
" J. Jenkins, due Nov. 20, '06..... 150.00
" S. Brown, due Sept. 5, '06..... 28.00
" C. Clear, due Oct. 20, '06..... 30.00

The notes on hand not due at commencing business all being paid. The account would now appear as follows:—

As the various notes are paid amounts will be posted from the cash book to the credit of bills receiveable account until eventually all notes are paid, when the account will balance. At the end of the period we find that the following customers still owe the amounts set opposite their names respectively, viz :—

J. Jones ..... $ 30.00
T. Brown 50.00
S. Best 100.00
W. West 20.00

In addition new accounts have been opened with :—

S. Thomas ..... $ 30.00
T. Simpson 25.00

Dr. Bills Receivable Cr.

1906					1906				
Jan	1	Note - J. Brown 1/6/06 -	80	00	Mar	1	By S. Mott -	Cash Book	60 00
Feb.	10	" - S. Jones. 2/5/06. -	100	00	Apr	1	" S. Osler -	"	40 00
Feb.	5	" - S. Mott. 1/3/06. -	60	00	May	1	" S. Jones -	"	100 00
Mar.	4	" - S. Osler. 1/4/06. -	40	00	June	1	" J. Brown -	"	80 00
			280	00					280 00
Apr	5	" J. Simpson 20/7/06 -	50	00					
May	5	" S. Jones. 15/8/06. -	30	00					
June	1	" J. Jenkins 20/11/06 -	150	00					
June	6	" S. Brown. 5/9/06 -	28	00					
June	1	" C. Clear. 20/10/06 -	30	00					

is at present on hand the following : Coal, $20 ; wood, $20 ; also insurance paid in advance, $100. There is also due, but not yet paid, taxes amounting to $30.

The expense account would now appear as in Fig. C.

The amount due by us on account of expenses not yet paid is brought down as a liability, and the amount which represents stock of coal, etc., or items prepaid, is brought down as an asset.

Referring to the expense account (Figure C) last chapter it will be noticed that the items prepaid, or stock on hand which has originally been charged, are credited to account and brought down as a debit in the next year's business ; similarly, the due and unpaid items are debited to the account and brought down as a credit. In the first instance the amount being credited reduced the expenditure for the year and when brought down is an asset, and in the second instance the amount being debited increases the expenditure and when brought down is a liability.

Bills Receivable account has been added to as follows :—

Also, we owe the following creditors :—

T. Thomas $100.00
S. Reter 30.00
R. Ramsay 15.00

In addition purchases have been made from

T. Little $100.00
J. Jackson 27.50

The amount owing the bank under discount has been reduced from $2,000.00 to $1,800.00.

Bills payable account shows that all notes outstanding have been provided for when due and only one acceptance has been given which is not yet due, viz :—T. B. Scott, $200.00, due Dec. 15, '06.

The bills payable account will appear in the same manner as bills receivable account in above cut with the exception that the payments will be recorded on the debit side and the note not yet due will appear as a liability on the credit side.

When this acceptance has been paid, bills payable account will be charged in the cash book and the amount posted to the debit of bills payable account in the ledger.

HARDWARE AND METAL

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FISH AND GAME PROTECTION.

A valuable and public spirited work is being done for all sections of the community by the Ontario Fish and Game Protective Association, of which Mr. A. Kelly Evans, of Toronto, is founder and secretary. To the hardware and grocery trades, however, the work is of particular interest, and where local associations are formed merchants can well afford to help along the movement to the extent of active membership at least. The platform of the association deals with many important interests and is worthy of considerable study.

(a). That game, fish and game, through the attraction they form to tourists are a most valuable financial asset to the province and that therefore their protection should be encouraged.

(b). That the food fish in our waters should be conserved and regulated for the good of the masses of the people and not wasted or used for the benefit of one small class of the community.

(c). That certain game birds and song and insectivorous birds are an immensely valuable friend to the farmer in destroying harmful insects, weed seeds, rodents, etc., and the lack of knowledge by the public on such subjects should be combatted steadily.

(d). That the wild lands of the province suitable to game and the waters suitable to game fish should be ever kept the property of the public and that the association must always endeavor to prevent the acquisition by individuals or groups of individuals of large tracts of territory for the purposes of forming private game preserves.

(e). That the association should have no connection with politics or any political party.

Canada is favored in having splendid hunting grounds and fishing waters, and by wise regulation the supply of game and fish can be kept up and the tourist trade developed to a much greater extent that at present. In this tourist trade there is profit not only for the supply merchants in the larger cities, but also for the local merchants in the lake districts. One Toronto grocer issues an extensive catalogue and makes a large annual profit on its trade with campers, hunters and fishermen, while several Toronto handware and sporting goods dealers find their trade in fishing tackle and shooting materials one of the best paying branches of their business.

The development and perpetuation of fish and game means an increased population in the Summer resorts and remote districts where sport is most easily found. This means an increased consumption of canned goods, cereals and other foodstuffs, as well as additional hardware for the cabins and cottages erected. Extra labor will be required to erect these buildings and manufacture canoes, boats and launches for use in the rivers and lakes. Even the farmers will benefit by the increased demand for the products of the farms and factories.

The proper regulation of the taking of food fish in our lakes by fishermen and fishing companies also has its interesting possibilities, and the association does well by including under its protective wing commercial fish and useful birds. Much educational work is possible pointing out the dangers of destroying such valuable friends of mankind, and the information given on these subjects in our public schools might be extended considerably to the advantage of both students and parents.

In declaring for non-political action and in favor of conserving the public domain the association protects itself against being used by political wirepullers, in addition to maintaining a principle which will win the appreciation of all citizens desiring to see Canada continue, as it now is, one of the happiest spots in which to enjoy life to be found on the world's map.

A BUSINESS MAN FOR MAYOR.

In the attitude of the fire insurance companies towards the acceptance of risks in Winnipeg the citizens of the western metropolis have a practical example of the results that are sure to follow when the direction of the affairs of a great and growing city is entrusted to a number of professional politicians. The fire insurance companies are afraid of Winnipeg risks because of the inadequate water supply and the water supply is not what it should be for the simple reason that the men in charge of the civic administration were not big enough to plan for the future. For years the leading business men of Winnipeg have shirked their civic responsibilities. When pressed to stand for election to the city council they have answered that they could not spare the time, and, as a result, the control of affairs has fallen into incompetent hands. The civic administration for years has been marked by vacillation, hesitation and unnecessary delay, with the result that the extension to the various public services has not kept pace with the rapid growth of the city. The inadequate water works system is not the only example of the inability of the council to realize the necessity of providing for the future and, in a word, the civic administration has been one of blundering incapacity. Affairs have been badly muddled.

Now the management of the affairs of the most rapidly growing city in Canada is a task that requires trained ability of the highest kind. The position is no sinecure, it demands a business man of proved ability, tried integrity and indomitable energy and resource. Happily the citizens of Winnipeg seem to realize this truth at last.

In the present civic crisis the citizens in general are turning to J. H. Ashdown, and on all sides is heard the remark that if only Mr. Ashdown were mayor a thorough civic housecleaning might be expected and a broad progressive businesslike administration would undoubtedly be inaugurated. A man of broad outlook and proved business ability of the highest type, Mr. Ashdown is undoubtedly the man whom the people of Winnipeg desire to "honor," and whose assistance is required at the present juncture.

Will Mr. Ashdown consent to be a candidate? We do not know. He is not the class of man who seeks popularity or who desires public office, and to be mayor of Winnipeg would necessarily involve great personal and financial sacrifice on his part. But Mr. Ashdown has always shown himself a public spirited citizen—witness his effective work on the Transportation Commission and on the Water Commission—and it may be that if he is shown convincingly that his fellow citizens want him for mayor, and that it is essential that some one should inaugurate a businesslike administration of the affairs of Winnipeg—it may be that he will consent to make the big sacrifice that the acceptance of the position would involve. Winnipeg needs the services of Mr. Ashdown, and it is to be hoped that she will succeed in convincing him of the fact.

You will never get interest on past due accounts unless you ask for it. Some merchants can collect it and still hold customers. Others cannot. To which class do you belong?

REVIVAL IN ROLLER SKATING.

A great impetus has been given to the old-time sport of roller skating by the encouragement which it has received at the hands of amusement resorts in Montreal, Toronto, and other large centres of Canada during the present season. The smaller cities and towns are also catching hold, and a big opportunity is opening to progressive hardwaremen in supplying the demand for roller skates.

The skates which were known to our fathers, and to ourselves as well in our boyhood, will not do for the rising generation. The clumsy old wooden wheel arrangements with their multitudinous straps which required an immense expenditure of energy to drive at any considerable speed, have been superannuated. Skaters are now supplied with a neat and light steel skate whose claws catch the sole tightly, while a single strap around the ankle holds the heel firmly in place. To insure easy running, the steel rollers run on ball bearings, and more than that, they run true, thus obviating the wobbly sensations of the old-timers. These skates are practically noiseless, and to them is due in great part the revived interest in this exhilarating sport.

The roller skating trade must be handled gingerly at first by retailers, as it must be remembered that the promoters of roller skating rinks are as yet the chief customers and they buy at close margins. Their rule that patrons of the rinks who supply their own skates must pay as much as patrons who rent skates does not tend to encourage the retail trade. One Toronto dealer who stocked up with several hundred pairs and advertised them sold only a couple of dozen by retail, but secured several orders and inquiries from rink promoters.

Toronto's sixth rink has opened for business. Montreal already has two, and Guelph, St. Catharines, London and Sault Ste. Marie are other cities which have already taken up the sport.

There is scarcely a town in Canada where a suitable floor for roller skating cannot be obtained. Where the sport is not already booming, it is safe to say that the hardwareman could initiate it by displaying a sample pair of the modern roller skates. Several of the leading jobbers have now stocked them.

SHOULD CANADA BE IN THIS?

The next great exposition is to be held at Jamestown, Va., next year, to worthily celebrate the first permanent English settlement in America. British Vice-Consul Barton Myers, of Norfolk, Va., thinks Canada should have a prominent place in it and in a letter to Hardware and Metal says :

"Referring to your letter of June 25 in relation to the markets in the United States for Canadian goods, I beg to bring to your attention the Jamestown exposition, which is to be held here from April 26 to November 30, 1907. This is an international celebration of the 300th anniversary of the first permanent Anglo-Saxon settlement in America. In addition to an exposition on the shores of Hampton Roads, near Norfolk, the United States Government has invited all nations to send their ships and soldiers. The invitation has been generally accepted. Additionally, a large number of the states have made appropriations for State buildings and exhibits here. There will unquestionably be a vast concourse of visitors. The naval and marine features of this exposition are new and will be very attractive.

"Large exhibit buildings are being prepared by the exposition company, space in these buildings being sold at rates about on a par with those which were charged at Buffalo.

"I suggest that great good would be accomplished here for the commercial interests of Canada if a Canadian building could be erected by the Government or commercial bodies of Canada, in which could be assembled such matters of historical interest and exhibits of industrial and commercial character as might tend to make it a fair advertisement of what Canada is now seeking to offer to the trade of the United States."

THE METAL SITUATION.

Firmness is everywhere evident, this week. Not one decline has been noted in any metal, while considerable advances have occurred in numerous cases. Not only are prices steady at the higher level but at least several of the important commercial metals are very scarce and cannot be delivered at all with any degree of promptness.

Zinc spelter, antimony and pig lead are all quoted higher than last week. Indeed, as for lead, the present figures are the highest on record since 1888. As producers are so crowded with orders they cannot make deliveries with any degree of promptness, it would seem that the market is destined to go higher yet.

Copper will probably be advanced before very long, considering the present situation. Importers have had to meet several jumps during the past week and jobbers will no doubt soon be compelled to protect themselves by advancing their figures. The tone of the market is certainly stronger than it has been for many weeks and our quotations in this issue are considered very close.

Ingot tin, while still fluctuating to some extent, is nevertheless much steadier than for some time past. Indications are not wanting that this metal, too, will resume its upward career.

Sheet metals in nearly every case are creating considerable interest at present and as is the case with the majority of ingots, the tendency is decidedly upward.

Makers of galvanized sheets in both Great Britain and United States, have recently published new prices showing a general advance. This has not yet been followed by the Canadian jobbers, but higher prices are only a matter of time. Booking for forward delivery at the advanced prices is very brisk. Tin plates have also advanced in primary markets, though Canadian prices remain unchanged. Zinc sheets, in sympathy with spelter, are on the upward move, with the end of the boom not yet in sight.

A somewhat remarkable condition exists in Canada plates. These are very scarce and the shortage in galvanized Canada plates is felt with especial keenness. Importers have advanced their prices to wholesale dealers. The leading Montreal interest has informed Hardware and Metal that they have not put a box of these goods into stock for some time, as all their consignments were snapped up even before they reached this country.

To sum up, the present week has been the strongest generally for some months and the whole market shows a very healthy tone.

EDITORIAL NOTES.

The aggregate value of the stocks, bonds, and similar securities belonging to French capitalists is estimated by Mr. Neymarck, a French statistician, to have been at the end of the year 1905 93,000,000,000 francs ($18,600,000,000), 87,000,000,000 francs ($17,400,000,000) in 1900, and 74,000,000,000 francs ($14,800,000,000) in 1890.

* * *

American harvests this year will be the largest on record, according to the following estimates based on data of the Department of Agriculture : Winter wheat, 493,434,000 bushels ; Spring wheat, 278,830,000 bushels, against 428,462,834 and 264,516,655 bushels, respectively, in 1905. The total corn crop for 1906 is estimated at 2,713,194,000, against 2,707,993,540 bushels last year.

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Orange Mineral—Advanced ¾ cents per lb.
Shot—A new list has been issued.
Lead Pipe—Discount now 10 per cent.
Pig Lead—Advanced to $4.75 and $4.85.
Antimony—Up to 27½c. and 28c.
Zinc Spelter—An advance of 25 cents per 100 pounds.
Plumbers' Oakum—Another advance to $4.
Builders' Hardware—American manufacturers have raised prices 11 per cent.
White Lead—Advance of about 50c. per hundred pounds.

TORONTO.

Lead Pipe—Discount lowered from 15 to 10 per cent.
Soil Pipe and Fittings — Medium and extra heavy now 65 off, instead of 65 and 10.
Shot—An advance of 50 cents per 100 pounds made on all lines with a discount of 5 per cent. off.
Pig Lead—Now quoted at $4.90,
Antimony—Prices moved up half a cent.
White Lead—An advance of 25 cents per hundred lbs. has been made.
Turpentine—One cent of a drop reported.
Linseed Oil—Quotations one cent lower.
Old Material—Lead and copper lines advanced.
Builders' Hardware—Advanced 10 per cent.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 21, 1906.

Something of a lull has been felt this week and trade, though fair, is not as good as was experienced during the previous six days. A cool spell would no doubt have an invigorating effect on the demand for seasonable goods.

Hardware markets are still advancing and judging from the way metals are soaring there is not much likelihood of easier conditions for a long time yet.

American makers have declared an advance in builders' hardware of about 11 per cent. It is said, by jobbers, that American makers of both builders' hardware and tools, are away behind in filling their orders.

Plumbers' oakum has again advanced and is now up to $4 per hundred lbs. A new list has been issued on shot showing higher prices, and throughout prices are exceptionally firm.

AXES—Fall business is opening up very rapidly. We still quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes. $7.50 a dozen.

HANDLES—Business conditions show no change. We still quote prices as follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a doz.; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—A brisk trade is being done in all the well known lines. We give prices as follows: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES AND STALL FIXTURES—Local wholesalers report a very large demand for these goods, nearly every order received calling for a good assortment. We are quoting: Cow ties, discount 40 per cent. off list; stall fixtures, 35 per cent. off list.

SLEIGH BELLS— Shipments are fairly heavy. Prices remain stationary. Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50, pear shape, $1.15 to $2, shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—The market maintains a good healthy tone. We continue to quote as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off; and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—A large demand is now being felt and good sized deliveries are being made daily. Our prices are as follows: No. 13, $2.45; No. 14. $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—The customary business is being done. We still give the following discounts: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead iron, 30 per cent.; Felisterhead brass, 25 per cent.

BOLTS AND NUTS—The scarcity of bolts is still very keenly felt. We quote: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—Orders for good quantities are constantly coming to hand. We still quote: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS— Price cutting is no longer so rampant as it was earlier in the Summer. We quote the normal price of $2.05 base, f.o.b., Montreal.

CUT NAILS— We still quote: $2.20 f.o.b., Montreal.

HORSESHOES— The busiest season of the year is now at hand and jobbers and manufacturers are very busy. We are still quoting prices as follows: P. B. new pattern, base price $3.50 per 100 lbs.; M. R. M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Trade conditions are unchanged since our last report. A large business is expected to open up shortly.

CEMENT AND FIREBRICK—We are still quoting: "Lehigh" Portland in wood $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—A scarcity exists and it is very difficulty to obtain deliveries. We are still quoting the following prices: 5-16 in., $4.30; 3-8 inch, $3.80; lows: 5-16 in., $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT—New lists have been issued by the local producers and we are now quoting as follows: Shot packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; buck and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Discount, 5 per cent. Bags less than 25-lbs., 1-2c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION—We give the following prices: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Sept. 21, 1906.

An advance has been made on shot during the week of 50 cents per hundred with a discount of 5 per cent. off. Sargeant's builders' hardware has also been advanced 10 per cent. and the feeling generally is that higher prices must shortly obtain in all regular lines of

these goods, locks particularly being very firm. There is a feeling that harvest tools for next season's trade will be advanced on account of the large consumption that has grown up during the last year, consequent upon the development of the Canadian west. At present the stocks of harvest tools are not heavy. In fact it might be said that nearly all lines of hardware are holding firm. Business is quiet in so far as booking orders for Winter lines is concerned, but steady sorting trade is being done.

AXES AND HANDLES—A seasonable trade is reported.

CUTLERY AND SILVERWARE—This line is particularly active at present.

SPORTING GOODS—An advance of 10 per cent. has been made in shot, and a good general trade is reported in all sporting goods.

WASHING MACHINES—An ordinary business continues to be done.

CHAIN—Coil chain is very firm and an advance is not improbable. We continue to quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING — Our quotations are as follows: 2-inch mesh, 19 w.g., discount 50, 10 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE—We quote: $2.17 1-2 f.o.b. Cleveland.

BARB WIRE— We quote the following prices: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—We quote nominally $2.25 base, but the market is open at $1.95. There are rumors of a return to former prices.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7 1-2 off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7 1-2 off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS—Trade conditions are good.

SLEIGH BELLS—Booking orders are not heavy on account of stocks being carried over.

FARM TOOLS—Stocks are not heavy in farm tools and indications seem to point to an advance for next season's goods.

RIVETS AND BURRS—Tinned rivets are now quoted net extra 4c. per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—Prices are very firm and stocks low. We still quote: 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27 1-2c. to 35c.

WOOL AND HIDES—Rendered tallow is quoted ¼c. lower. Otherwise prices are unchanged. The market is quiet.

Hides, inspected, steers, No. 1	0	12½
" " " No. 2	0	11½
" " cows, No. 1	0	12½
" " " No. 2	0	11½
Country hides, flat, per lb., cured	0	11¾
Calf skins, No. 1, city	0	13
" " No. 1, country	0	12
Lamb skins and pelts	0	75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb.	0 05	0 05¼
Pulled wools, super, per lb.	0	25
" " extra "	0	27
Wool, unwashed fleece	0	16
" washed fleece	0	26

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 21, 1906.

During the past few days great strength and activity has been shown in nearly all metals, and in nearly every case increased prices have resulted. A fine inquiry has developed and business conditions aside from a scarcity in some lines are very highly satisfactory.

Copper has advanced in primary markets and conditions locally have been considerably affected thereby, the prices which have been quoted for some time past having firmed up to a marked degree. Inquiries are large and everything points to higher quotations.

Pig lead is still higher. A further advance of 5 cents per hundred pounds has brought the price above any quotations since 1888. Not only is this the case, but prompt deliveries have become a most difficult matter. As lead is one of the cheapest metals it is not subject to the same manipulations as others, and at all events, present appearances are that the advance is due to a legitimate demand. Canadian pig is particularly scarce.

Antimony has gone up slightly and our prices are considered very close in existing conditions. Tin went off a little earlier in the week, but has since stiffened and our last week's prices are still being quoted. In fact, they are much firmer than before.

Zinc spelter is very scarce and we are quoting an advance of 25 cents per hundred pounds. The demand for this metal is very brisk.

A scarcity has developed in pig iron, which is becoming very acute. Especially is this the case with stocks in local hands and the dealers who have iron to sell for immediate shipment, find no difficulty in securing a good price. Clarence and Cleveland irons are absolutely off the market and no quotations are given on these brands this week.

COPPER—With the primary market rapidly advancing we must expect early revisions in Canadian prices. We still quote: Ingot copper, 21c. to 21 1-2c.; sheet copper, base sizes, 25c.

INGOT TIN—Conditions this week are somewhat firmer. We still quote: 44c. to 44½c. per pound.

ZINC SPELTER—The Old Country market continues to go up and local jobbers have been obliged to raise their prices. We now quote: $7 to $7.25 per hundred pounds.

ANTIMONY— Stocks are light and prices have gone up. We quote: 27 1-2c. to 28c. per lb.

PIG LEAD—We are now quoting the highest price since 1888, $4.75 to $4.85 per 100 lbs.

PIG IRON—Stocks in Montreal are very light. So far as Clarence and Cleveland are concerned, they are absolutely bare and no quotations can be given. We quote:

Londonderry	20.50	delivered	Montreal
Carron No. 1	23.00	"	"
" (special)	22.00	"	"
Summerlee No. 1	22.75	"	"
" No. 3 (soft)	21.75	"	"
Ayresome No. 1	22.00	"	"
" No. 3	21.00	"	"

BOILER TUBES—We still quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15½c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Business is brisk at the following quotations: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror High Speed Steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's Best, 11c. to 11½c.

MERCHANT STEEL—The usual trade is being done. Our quotations are as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27 1-2. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—We still quote: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Both American and British manufacturers have advanced prices and jobbers will almost certainly follow them very shortly. We are still quoting: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—We are quoting: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—The scarcity reported last week still continues and is especially felt in galvanized. We quote: 52's, $2.60; 60's $2.651; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—The market remains steady at the following prices: Cokes, base size, 1C 14 x 20, $4; charcoal, base size, 1C, 14 x 20, $4.25.

TERNE PLATES—We still quote $6.85

SHEET ZINC—Trade conditions remain the same. We still quote: $7.75 in casks; $8 in less than casks.

SHEET LEAD—We quote: 2 1-2 lbs., 6c. by the roll; 3 lbs., and heavier, 5 3-4c by the roll; small quantities, 25c. per hundred pounds extra.

BAR IRON—We are still quoting $2.05 base, f.o.b. Montreal.

OLD MATERIAL—Conditions are firmer, but the only actual change is in wrought scrap, on which an excellent demand is felt. We quote as follows: Light copper, 14½c.; heavy red brass, 14½c.; yellow brass, 11½c.; light brass, 8c.; lead, 3½c.; zinc, 4c.; machinery cast scrap, $15; wrought scrap, $14 to $15; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7¾c. to 8c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, September 21, 1906

Marked strength is manifest in practically all metals and activity rules both in buying and shipping owing to the approach of the end of the open weather. Jobbers are preparing to book orders for next season's supply of tin plates, etc., and while prices are high there does not seem to be much likelihood of a decline. Some dealers will hold off taking a chance on lower prices ruling next year, but the majority seem to hold the belief that the market will hold firm at the advanced prices, owing to the steadily increasing demand and the limited supply of raw materials.

Canners are very short of the certain sizes and qualities of coke plates required for tin cans and some canneries have been forced to return shipments of corn to farmers and are facing the problem of closing down their plants. The market is practically clean of galvanized iron also, and relief does not appear to be in sight for some time.

Pig iron is still further strengthening owing to the inability of buyers to get early shipments. Bar iron and bolts are a trifle easier, however.

Lead and antimony have made slight advances, the former now being at record prices since 1888. Old material has also seen some small advances.

PIG IRON—Londonderry is practically five months ahead of orders and for other lines orders are held for delivery for several months ahead. We quote: Radnor at furnace, $33; Hamilton at furnaces, No. 1, $21.50; Londonderry, f.o.b. Toronto, No. 1, $23; Middleborough, $22.50 to $23.

BAR IRON—A brisk demand is evident with stocks in better shape. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Foreign quotations continue to fluctuate but local prices are steady. Dealers are asking from 42c. to 43c. per lb.

TIN PLATES—Trade is active with prices unchanged. We quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Stocks of galvanized iron are very low and last week's advances have been followed by the trade generally. Canada plates also hold firm.

BRASS—The market continues firm with no price changes. We quote: 23c. to 24c. per lb.

COPPER—Prices are firm and the tendency is upward. Our prices are: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—Even firmer conditions exist than were reported a week ago and we are advancing our quotations another 5 cents, the figures now being $4.90 for imported pig and $5.50 for bar lead.

ZINC SPELTER—Foreign markets are very stiff and prices are strengthening. We quote: 7¼c. per lb. for foreign and 6c. per lb. for domestic.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.50; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—A half cent advance has been recorded. Stocks are none too heavy with a good demand.

OLD MATERIAL—Advances have been made in copper wire and tea and heavy lead. Dealers' buying prices are as follows: Heavy copper and wire, 15¼c. to 15¾c. per lb.; light copper, 13½c. to 14c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.40 per 100 lbs.; heavy lead, $3.60 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $11; No. 2 wrought, $3 to $5; machinery cast scrap, $15; stove plate, $10; malleable and steel, $5; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, Sept. 19, 1906.

PIG IRON—Cleveland warrants are quoted at 54s. 3d, and Glasgow standard warrants at 53s. 9d, making prices as compared with last week 6d lower for Cleveland warrants and 5d lower for standard warrants.

TIN—Spot tin opened irregular at £184, futures at £181 10s., and after sales of 150 tons of spot and 350 tons of futures closed steady at £184 for spot and £181 10s. for futures, making price as compared with last week £1 lower on spot, and £2 lower futures.

COPPER—Spot copper opened strong at £88 2s. 6d, futures £88 2s. 6d, and after sales of 350 tons of spot and 800 tons of futures, closed firm at £88 2s. 6d for spot and £88 2s. 6d for futures, making price as compared with last week £1 10s. higher on spot and £1 10s. 6d higher on futures.

LEAD—The market closed at £18 10s. making price as compared with last week 6s. 3d higher.

SPELTER—The market closed at £27 10s., making price as compared with last week unchanged.

U. S. METAL MARKET.

From the Iron Trade Review, Cleveland, Sept. 20, 1906.

Though no sales of iron ore for 1907 delivery have as yet come to light, it is pretty well determined that prices will be higher than for this season, the probable advance being 50 cents for Bessemer and 25 cents for non-Bessemer. The September movement of ore has so far been extremely heavy and it now seems that the 5,000,000-ton mark will be passed.

The excited tone which has prevailed in the pig iron market of the past few months has largely disappeared and new business is comparatively light, as the majority of furnace interests have taken all of the tonnage desired for first quar-

ter delivery. High prices are still occasionally paid for prompt delivery, but for 1907 delivery quotations are a little changed, though some interests are asking high prices for Bessemer and basic. Southern iron is selling largely on the basis of $15 Birmingham for No. 2 foundry.

In finished lines the market continues very strong. The reduction in the price of structurals announced last week in Chicago has not affected other sections to any extent. Many new inquiries have appeared in the rail market, and contracts for some 200,000 tons of standard sections are pending, as well as inquiries for about 50,000 cars and 40,000 of fabricated structural material.

The crude steel scarcity is more pronounced and deliveries of semi-finished material on contracts are slow. Steel bars are still active, and another large interest has advanced its price $2 per ton, though the steel corporation adheres to the old quotation.

U. S. IRON AND METAL TRADES.

From the Iron Age, Sept. 20, 1906.

The drift is unmistakably upward and it is apparent that some of the conservative interests who have been fighting against advances are less active in opposition. The consumption, present and prospective, is enormous, and the buying is on a very large scale. No better evidence of this can be furnished than the fact that during the first two weeks of the current month the United States Steel Corporation booked an average of 60,000 tons per day, which contrasts with a capacity of 33,000 per day.

Complaints of scarcity of labor come from all sections of the country and tell in the quantity of raw material raised from the ground and transported, and in the output of the manufacturing plants. Some of the leading independent lake ore mining companies have notified furnaces of their inability to supply the full quantities of ore contracted for.

The principal merchant furnaces in the Valleys are sold up tight into the second quarter of next year. On the other hand, the steel corporation now has 95 per cent. of its furnace capacity at work, and October is looked forward to as a record breaker in output.

One leading iron producer in the south has this week sold an aggregate of 40,000 tons of basic pig to western steel makers, the bulk of it at $15.50, Birmingham, but a round lot also at $16. In the east the markets for foundry, forge and basic iron are being tested by large inquiries for forward delivery, but the majority of buyers still refuse to the higher prices asked.

The rail mills have added to their orders 15,000 tons for the Soo line. A good deal of further tonnage is pending for southwestern roads, and a southern line, the South & Western Railway, is in the market for 27,000 tons.

Further large orders for steel cars are in sight. The Vanderbilt lines expect to close for over 20,000 steel cars during the next day or two, and some other large transactions are pending. On the lakes five new boats have been contracted for, two of them for delivery during 1908. Structural work is coming out steadily. The most interesting, though not most important transaction of this character, refers to a number of steel buildings for San Francisco, the tonnage aggregating 5,000 tons. The work was taken by the American Bridge Co.

The raising of prices on steel bars is becoming more general and the market has stiffened perceptibly.

Nova Scotia Trade News.

Halifax, N.S., Sept. 19.

The hardware trade is very quiet at present, and it is expected that it will remain so until after the exhibition is closed. There has been no material change in the price list since last report. Collections are very good and have been right along. There is a fair demand locally for guns and ammunition. A number of the Halifax hardware firms intend making big exhibits at the coming fair. Among them will be H. H. Fuller & Co. and A. M. Bell. The Starr Manufacturing Company are arranging a fine exhibit, and also the Dominion Iron & Steel Co. The products of the latter which will be placed on view will include rails, steel ingots, slabs, blooms, billets, rods, wire, pig iron, lime stone, as well as specimens of all the different ores used by the company.

* * *

The brick work on the malleable iron foundry at Amherst has been completed, and the foundations for the furnaces and the engines are now being constructed. It is expected that they will be finished this week, and the foundry will soon start operations with one hundred hands.

* * *

At Antigonish last week a deposit of iron was uncovered which it is hoped by the owners of the property will turn out to be a good thing. Samples of the ore have been assayed and adjudged to be of a superior quality.

* * *

Victoria County's newest industry, the Victoria Gypsum Co., has been progressing favorably this year notwithstanding the fact that it has had to confront the problem that most of the other industries in Cape Breton have had to face, viz., the difficulty in obtaining labor to carry on their operations with a greater degree of satisfaction. Up to date the company, which began to ship in June, has shipped about 25,000 tons of its product and expects to ship about 40,000 tons before the season closes, and these figures would be much larger if labor conditions were more satisfactory. The areas at St. Ann's are very extensive and no difficulties are experienced in getting it to tide water, where the facilities for shipping are ideal, and the harbor one of the most scenic on the Cape Breton coast line.

A man who has faith in what he is trying to sell is a hundred per cent better salesman than one who has not. Handle good machines and tools and your conscience will be perfectly free in all you say about them.

PERSONAL MENTION

Western Canada.

Whyte & Orr, Daysland, Alta., have been succeeded by Whyte, Orr & Wells.

S. Weaves, blacksmith, Kelwood, Sask., has sold his business to Barrows & Neil.

The estate of James Sinclair, hardware, etc., Winnipeg, has been purchased by Charles Mulvey.

E. C. Dent and Frank Tucker have opened a hardware business in Kroneau, Sask. Mr. Dent was in C. T. Laird's store at Indian Head.

W. M. Fulton, representing the Malleable Steel Range Manufacturing Co., of South Bend, Ind., called at the Winnipeg office of Hardware and Metal last week.

Thos. L. Waldon has been appointed a director and secretary of the Marshall-Wells Co. of Winnipeg. Hardware and Metal tenders its congratulations.

Joshua Peters, of the Record Foundry & Machine Co., of Moncton and Montreal, is in Winnipeg this week consulting with R. R. Kinread, the manager of the Winnipeg branch.

Messrs. R. F. Anderson, of Anderson & Lusby, New Westminster, and S. H. Warnock, lately connected with F. W. Lamplough & Co., Montreal, have acquired control of the Vancouver Hardware Co., Limited, and have applied to the Legislature for change of name to Anderson & Warnock, Limited. The business will be continued on the same premises and a close connection maintained with the business of Anderson & Lusby, New Westminster.

Great Britain.

Owing to the growth of the business of the Buffalo Forge Company and Buffalo Steam Pump Company in Great Britain, the London branch office has been removed from 39 Victoria street east to more capacious quarters at Caxton House, Westminster.

Mr. Gwynn Morgan, one of the proprietors of the Ironmonger, our British hardware contemporary, has been elected junior warden of the Ironmongers' Guild of London. In the natural course of events he will be master in 1908, and the youngest man to occupy the honorable position since the foundation of the guild in the fifteenth century.

There are few quicker sellers than the various kinds of boys' vehicles which are propelled on the handcar principle and propelled and steered with the feet. Once a boy sees it, it's as good as sold, if "papa" is at all indulgent.

* * *

If you want to sell a razor or two take the pains to get the names of all young men just approaching or who have just arrived at the "shaving age." Send them circulars about your razors and if you don't land one or more it will be because they haven't the price. Try it and see.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Sept. 21, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Pig lead has been sharply advanced to $5.60 per cwt. in small lots. This price is firmly maintained and further advances are considered not unlikely. There are few other quotable changes, values being held steadily in all lines. Business continues very active, but some interruption in the city trade in building supplies may be expected to result from the general strike which was inaugurated the first of the week.

GREEN WIRE CLOTH—Quoted at $1.55 per 100 square feet.

LANTERNS—Reports are still numerous of cutting of retail prices in certain districts. Wholesale prices are held steadily at quotations below: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per dozen.

WIRE — We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13, $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ x 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4.00; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass, 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½, hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN — Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per doz., $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9.00; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per doz.

BUTTS — The discount on wrought iron butts if 70 p.c.

CHURNS— The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47 1-2 per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS — Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1 1-2c. per lb. A decline of 1-4c.

FORK HANDLES — The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS — Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6 1-2c. per pound.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC. — Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white, 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6.00. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC. — Prices are still quoted as follows: Cartridges, Dominion R. F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33½; C.F., pistol, 5 p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.00.

IRON AND STEEL—Prices are: Bar iron (basis), $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jesson, $13.00.

SHEET ZINC — The price is now $8.50 for cask lots, and $9.00 for broken lots.

PIG LEAD—The price has been advanced to $5.60 per cwt. in small lots with concessions for large quantities. Higher prices are expected.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.00.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4.00; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.;

Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE—Mixed paints are being generally advanced owing to the high price of lead and oil. This week's quotations are as follows: White lead, pure, $7; bladder putty, in bbls., 2½c.; in kegs, 3¾c.; than barrel lots, 92c.; linseed oil, raw 64c.; boiled, 67c.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40. turpentine, pure, in barrels, 97c.; less 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, $4.00; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

IMPROVEMENT IN TINNERS' SHEARS.

W. J. Hancock, Freeland, Colo., has secured a patent which has reference to tinners' shears or such as are employed for cutting sheet metal or the like of the type in which the edges of the cutting-blades meet or close on a plane extending to one side of the pivot for the blades, thus to derive an increased leverage for the blades when manipulated through the medium of their rigid handles and to cause the latter to be brought to the outer face of the work operated upon by the shears.

BINDER TWINE SEIZURE.

A seizure of binder twine has been reported from Manitoba which has a somewhat continuous history. Some weeks ago a large quantity of twine imported from England was seized in Montreal, having been found short of the guaranteed length. In view of the demand for twine so near the beginning of the harvest, three-fourths of this consignment was allowed to go forward for consumption on condition that it be retagged so as to show the exact length of twine in each ball. This stipulation was evidently ignored, as the twine just seized in Manitoba by Inspector Haycock is a portion of the Montreal consignment, but bears only the label which led to its seizure in the first place.

PAINT FOR SALE

100 GALLONS PAINT—Well assorted colors, manufactured by a first class Paint Co. Full information apply to Box 217, Port Hope.

DISSOLUTION OF PARTNERSHIP

We, Fred. B. Hope, of the town of Toronto Junction in the County of York, hardware merchant, and Frank A. Noden, of the said Town of Toronto Junction, hardware merchant, the sole members of the firm of "Hope & Noden," heretofore carrying on business as hardware merchants at Number 2 Dundas Street East, Toronto Junction, under the style of "Hope & Noden," do hereby certify that the said partnership was on the twenty-third day of June A.D. 1906, dissolved by mutual consent.

Witness our hands at Toronto Juction, this ninth day of July A. D. 1906.

Witness Nellie Townsley — Fred. B. Hope, Frank A. Noden.

Covert Mfg. Co.
Troy, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc.

For sale by Jobbers at Manufacturers' Prices



NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

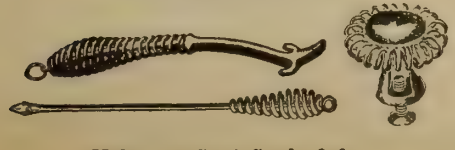
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Makers of Good Goods Only.

BRONZING SEASON

means bronze business, and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY, EDMONTON — ***WINNIPEG, CAN.***



THAT'S WHAT *Stephens'* **STANDS FOR**

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS
"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.

Our extensive advertising creates the demand. Will you supply it?
Our guarantee protects dealer and consumer.
We fill rush orders on day received.

Our big Catalogue is free. Write.

G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

IDEAS FOR THE INDUSTRIOUS

THE WAY TO BUY FREEDOM.

By Arthur Brisbane.

In the days of slavery an unusually intelligent negro would be permitted to buy his freedom. The master realized that the slave, working free, with some incentive, would produce much more than under compulsion, and he would arrange to sell the slave his own time for so much per day, or sell him the right to buy his freedom absolutely.

What would you think of a negro who in those days would have refused the chance of freedom?

You would say that the man was made to be a slave, and he ought to be a slave.

But do you realize that when you fail to save money you are refusing a chance to buy your freedom?

Are you a free man when you don't know where the money will come from to take care of your family or yourself the week after next?

Are you a free man when you don't own a foot of the surface of this earth, which men buy and sell to each other?

Are you a free man if you haven't accumulated and saved that which makes you independent of other men?

Do you imagine that having your body owned by a man is so very different from having your time and your future owned?

Make up your mind that you will start in to buy your freedom.

We would not suggest to any man that he should free himself from wage dependence in order to be idle. If we believed that a man would accumulate money enough to let him do nothing—and then do nothing—we should much prefer he never might save money. Every man should work, and want to work, as long as there is strength and energy in him.

But it is also true that every man should be in a position to do the best work that offers. He ought to be in a position to seize a good opportunity. He should be in such a position that if duty told him to he could devote himself to the welfare of others, to working for his fellow-men, instead of working for ever for his breakfast, luncheon, dinner and bed.

Money is crystalized labor. The money that you have saved up is all that you have to show materially for the efforts of your past life.

What has become of the money—little or much—that you have received in the past?

It has gone into your stomach, in pleasure, in clothes, unless you have it to show now. Of course, if you have really spent it as you got it for a family that needed every shilling, all honor to you.

But how many men and women can truthfully say that? How many can deny that if they had the will power they could save something and still do their duty?

Remember that this resolution to save means not only the accumulation of money, but the formation and strengthening of character.

Nine times out of ten the man who begins to save stops some kind of foolishness. Economy means giving up something, and the wise man usually manages to give up that which is bad for him. When you begin to save you begin, as a rule, to sleep longer, to drink and smoke less, to waste less time among unprofitable friends.

The saving of money not only means independence in the future, but it means better use of time in the present.

STOREKEEPING AS A CAREER.

Technically, the terms storekeeper and merchant are analogous, but commercially and practically speaking they are different. In trade the wholesaler and great retailer commonly are known as merchants, while the owner or keeper of a retail store of moderate size, located either in the large city, in the small city, or in the country town or village, commonly is known and classified as a storekeeper. Perhaps the best definition of storekeeper is "small retail merchant."

There are few callings more certain than that of the storekeeper, says the New England Grocer. If he understands the fundamental principles of business, he is certain of a livelihood and is reasonably exempt from failure, provided he is satisfied with a moderate income and does not overspread in business or in living. Most of the storekeeping failures are due to marked inability, extravagance, carelessness, inattention or an attempt to do a larger business than the field warrants. Almost any boy of average ability and good habits who is willing to work and is reasonably cautious can become a successful storekeeper.

The Best Fitted Boy.

The boy best fitted to be a good storekeeper shows, even at an early age, a natural trading propensity. The sharp boy is likely to fail. No matter how much dishonesty pays, or seems to pay, in general business, it is essential that the storekeeper be honest. The customer he makes to-day is a customer he has to-morrow. The bulk of his trade is permanent and not transient. Sharp practice of any kind, although it may pay under certain large city conditions, is sure to be fatal to the success of local storekeeping. The storekeeper comes in direct contact with most of his customers. He knows them socially as well as in a business way. His personality counts as much as does his store. He is part of the goods he sells, and he must keep himself, as well as his goods, in good condition.

Be a Good Citizen.

A common school education is essential, and the boy should graduate from a high school, if possible. A college education will do no harm. Such training is likely to do him lasting good, but it hardly can be considered necessary. The world never forgets the good citizen. The world immediately forgets the man of money only. Go through our "Who's Who in America," and other books of men of mark, and not one-tenth of one per cent. of those registered as worthy of having their names printed there are men who are known for their money.

Storekeeping should be encouraged We need more small stores and fewer big ones. We need more men in business for themselves and masters of themselves. We need fewer salaried men and wage-earners and more men who, although at the head of their business, do part of the direct work themselves. I would advise every boy, whether he be of the city or of the country, who does not have a pronounced love and a recognizable ability for some professional calling, seriously to consider becoming a storekeeper and adding himself to the ranks of common responsibility.

YOU MUST "GRIP" THE DAY'S WORK.

Two dangers threaten every executive. He can get so far away from the blood and bones of his business that he loses his grip on the day's work. Or he can hug petty routine, department matters, so tight that the big needs and opportunities romp by unobserved. The sheriff's flag marks the end of both courses. The way of success lies between.

Clamp down the line between oversight of your business and too close attention to details. Get the work done, but keep time to think and plan.

Every department of your factory or store needs you six days a week, says System. Not your bodily presence so much as your personality—the conviction that the slightest slump in sales, output, quality of product will bring the chief pounding down to find the sticking point and fix the blame.

The only way to hold this belief in you at its legitimate work of earning profits is to keep in touch—to know your business.

You cannot do this by looking over your balance sheet once a month at a weathered-oak desk in the front office. You want detailed, bed-rock facts and first-hand news of what is happening at your lathes, your counters, your shipping room—down on the firing line where profit and loss never quit quarreling.

TOO TRUTHFUL.

Yeast—He says he believes there are as big fish in the sea as ever were caught.

Crimsonbeak—It's evident he's no fisherman.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Crown Raisin Seeder.

The St. Mary's Hardware inquires the name of the maker of the Crown raisin seeder? Can anyone furnish the information?

Gun Repairs.

Cleland Bros., Meaford, asks for the name of a practical gunsmith doing repair work at Toronto.

Alex. Johnston, 494 Eastern avenue, Toronto, makes a specialty of this class of work.—Editor.

Smoke Consumers.

La Compagnie Martineau, Quebec City, asks for the name of a reputable manufacturer of smoke consumers.

The Jones Underfeed Stoker Co., Montreal and Toronto, have a system which is meeting with considerable success.—Editor.

Ornamental Iron Fencing.

The Northern Engineering & Supply Co., Fort William, wish to get in touch with manufacturers of ornamental iron fencing.

The Canada Foundry Co., Toronto; Dennis Wire & Iron Co., London; Metallic Roofing Co., Toronto; Metal Shingle & Siding Co., Preston; Luxfer Prism Co., Toronto; Geo. B. Meadows, Toronto, and Toronto Fence & Iron Works, Toronto, all make this class of goods.—Editor.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1109. Agent.—A large Leeds engineering firm manufacturing all descriptions of cranes, lifting machines, dynamos, elevators, motors, steam boilers and electrical plants, invite correspondence with Canadian buyers, and are open to appoint Canadian firm as sole agent for Canada.

1111. Cranes.—A Yorkshire engineering firm manufacturing all kinds of locomotive, electric, steam, forge and hydraulic cranes, desire to extend their business in Canada, and invite correspondence with Canadian buyers; would also appoint reliable firm as agent.

1112. Machinery.—A Leeds firm manufacturing all descriptions of patent brick, tile, sanitary pipe, retort making machinery, invite correspondence with Canadian buyers.

1113. Iron and steel bars, etc. — A large Yorkshire firm would be pleased to correspond with Canadian firms importing iron and steel bars, rolled and finished shafting, steel rails and wagons.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

METALLIC WORKERS APPEAL.

The Metallic Workers' Union have decided in their action against the Metallic Roofing Co., of Toronto, to carry their case to the Court of Appeal. Some time ago the company got judgment against the union for $7,500 for alleged interference on the part of union men with company employes. An appeal against this judgment was entered in the divisional court, but was dismissed. Now the appeal is carried to the Court of Appeal, and will come up when that court opens.

DIED BY THE YARD.

"Hullo, Geordy, what's up, lad?" said an English pitman to his marra one day. "Is your wife deed or what?" "Na, na lad!" said Geordy, "it's worse than that." "Had away lad," said Jackie; "let's hev it. Vivvent ye look se bubbly; tell your morra what yor trouble is." "Oh," said Geordy, "the dog's dead. He swallened the tape measure!" "By! that's narking," said Jackie. "How did he die? By inches, I suppose, eh?" "You're wrang," said Geordy, "for he went roond the back and died by the yard!"

Don't complain that your trade is dull until after you have given a thorough trial to 5 and 10 cent goods—a changing few for leaders that look unmistakably big at 5 and 10 cents—a big variety, frequently renewed and changed about, in some one little or big part of your store expressly devoted to your 5 and 10 cent store on the side.

* * *

Many hardwaremen do not make near as much profit as they might in handling second-hand stoves. There is money in the second-hand business—if you can sell the goods. Take in the old stoves in exchange for new ones, fix them up nicely and sell them to people who will not buy the new goods. Odd time can be put in fixing up the old stoves and ordering repairs for them. An offer to take a customer's old stove in part payment for a new one is about the biggest inducement a dealer can make.

FOUNDRY AND METAL INDUSTRIES

The output of the Cape Breton coal mines this season surpassed all expectations. According to the official statement no less than 67,000 tons of coal have been carried from North Sydney to St. Lawrence ports since the opening of navigation up to Aug. 15, as against 37,500 tons for the corresponding period last year. The company has at work a fleet of twelve vessels and this will be

There are about twenty men at work developing the limestone areas at Irish Cove, N.S. These areas are owned by the Nova Scotia Coal & Steel Co. The limestone is being tested at the furnaces at Sydney Mines, and is said to give fairly good satisfaction. Should it be more entirely so the property will be developed extensively and a large force of men employed.

ZINC AND ITS MANUFACTURE.

In a recent address before the Metallurgical Society at the University of Birmingham, England, Professor Turner said there was no ancient metallurgy of zinc. It was the last discovered of the common metals. It possessed several peculiar properties, and one of the most remarkable at the present time was that it was not chiefly made in America. It was manufactured on a considerable scale in England, largely from British ore.

Zinc was first mentioned by Paracelsus in 1530, so that its history was comparatively recent, but as a matter of fact, it had been accidentally produced earlier on a number of occasions. It was not recognized, however, as a separate metal. In the ruins of Cameros, destroyed about 500 B.C., a girl's bracelet made of zinc was discovered. Up to the end of the sixteenth century zinc was only used on a small scale, and was brought from China and India. In 1625 Glauber knew that zinc could be produced from calamine, which was sometimes nearly white, but was generally colored. Calamine had been used for brass making in Birmingham, where the brass houses that used to stand in Brasshouse Passage were taken down less than a century ago.

Henckel in 1721 was stated to have been the first intentionally to make zinc, and of all western peoples the British first manufactured zinc on a large scale. A Scotchman named Lawson went to China and found out how zinc was made there, and on his return to England works were set up in Bristol in 1740 by Champion, and for some time England was the chief zinc-producing country in the world.

The process of extraction was very costly at first, and zinc sold for as much as ten times its present price. Zinc manufacture was introduced into Belgium by Douy a hundred years ago, and into Silesia by Ruhberg, who had learnt the process whilst on a visit to England. These processes continued side by side with but little improvement until about 1865, when gas-firing was introduced, from which time dated the really modern metallurgy of zinc. The various improvements introduced since then included the extended use of blende as a source of zinc, the more efficient preparation and concentration of ores by magnetic concentrators, oil processes (especially with the recent improvements with the use of the vacuum), and the flotation process by means of acidulation such as was used in the Broken Hill district. After referring to improvements in calcining-furnaces, especially those with multiple beds, and mechanically stirred, Professor Turner described in detail the Merton calciner, which has recently done excellent work with zinc ores. He also described other modern developments such as the introduction of gas-firing, including the use of natural gas, and of hot gas from producers attached to the reducing furnaces.

It was the introduction of natural gas in the Kansas industry that had brought the United States so much to the front in zinc manufacture in recent years. Professor Turner said that although he was very much impressed with the order, economy, and skill displayed in Belgium, he felt that the modern process of making zinc was not the best.

SUCCESSFUL S.W.P. AGENTS

Among the many successful agents of The Sherwin-Williams Paints in Canada is the firm of H. H. Otton & Son, Barrie, Ont. These well-known and progressive hardware men have always maintained a splendid reputation for giving the best value, and it was in line with this policy that they put in a stock of S. W. P. several years ago. Their paint business has made that time wonderful strides.



Mr. H. H. Otton.

The illustration below shows an interior view of this firm's store and their well arranged paint department. The display is neat and attractive and their large paint stock assembled conveniently to care for the demands of their trade.

The following letter from H. H. Otton & Son explains their success in handling paints:

"We started several years ago to sell S. W. P. and we believe our trade today has increased threefold. We have a great deal of confidence in the goods and it is a pleasure to sell them. In fact, we know of no better proposition in paint selling than S. W. P. Every can sold helps sell another.

"We take pleasure in recommending it to every dealer who does not already handle it and we speak with confidence, that as sure as a dealer puts in a stock of S. W. P. and uses the helps that are given by the Sherwin-Williams Co. to their agents, he will increase his business generally.



Mr. F. W. Otton.

The experience of these agents is the experience practically all S.W.P. agents. The Sherwin-Williams Co. manufacture the best paints but they not only give their agents the advantage of the best advertising helps in selling the goods. In co-operation with the dealer they go out after the trade and get it—and their products keep it. There is no "slack season" with the agent who takes advantage of their strong advertising campaigns.

The Sherwin-Williams Agency Proposition is the best ever offered the merchant. Write today to The Sherwin-Williams Co., 639 Centre St., Montreal, Que., for full particulars, if you want a better paint business.



1696 Store of H. H. Otton & Son, Barrie, Ont.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

"CARRON" PIG IRON

Best Scotch Make.

Prices Moderate.

A. C. LESLIE & CO.
MONTREAL.

HAND DRILLING MACHINES

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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PARTICULARS AND PRICES

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Deseronto Iron Co.

LIMITED

DESERONTO, ONT.

Manufacturers of

CHARCOAL PIG IRON

BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

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Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.

Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

GET PRICES FOR

GILBERTSON'S

COMET

Brand

GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes, Every sheet bears the name "Gilbertson." That is a guarantee.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

IMPORTANT PAINT CHANGE.

It is announced this week that the Francis-Frost Co.'s entire business and plant has been amalgamated with that of Benjamin Moore & Co., New York, the latter firm being known to the Canadian trade as manufacturers of Muresco Wall Finish, for which the Francis-Frost Co. have acted as Canadian agents and have developed a very large sale. The announcement comes as a surprise to many who have noted the rapid development of the Francis-Frost business and have known of their enterprise in arranging to vacate their premises on Queen street east, Toronto, to locate in the new $30,000 factory building now in course of erection at Toronto Junction.

While the firm name of the old company will be dropped and the business carried on in future under the name of Benjamin Moore & Co., Limited, the management will remain in the hands of Mr. W. G. Francis, formerly president and general manager of the Francis-Frost Co. Mr. Francis will also be treasurer of the new company, Benjamin Moore of New York being president, and Andrew Caldow, who has represented Farquhar & Gill, a Scotch firm, in Canada, during the past three years, will be vice-president, and A. S. Lindsay, formerly secretary-treasurer of the Francis-Frost Co., will continue as secretary under the new regime.



W. G. FRANCIS, Toronto
General Manager and Treasurer of the new Benjamin Moore & Co. business.

In addition to their connection with the Toronto enterprise, Benjamin Moore & Co. have branch offices at Chicago and Cleveland, in addition to their New York headquarters. The factory at Toronto Junction will be equipped with special machinery of the latest design, Ark Brand Paint continuing to be the leader amongst the products of the factory. The manufacture of Muresco Wall Finish will also be undertaken, however, the demand for this line having grown to such an extent that it was necessary to undertake its manufacture in Canada.

The personel of the new company is particularly strong, Benjamin Moore, the president, having had a wide experience in the paint trade in the United States, and having worked himself up from the bottom rung into an important position in the paint manufacturing industry. Mr. Caldow, the vice-president, is a young Scotchman with a thorough knowledge of the paint, oil and varnish industry. He will devote his attention to the sales end of the business, and his three years' experience in introducing Farquhar & Gill's Enamelette on the Canadian market will aid him materially in the more important work he has now undertaken. Messrs. Francis and Lindsay need little introduction to the Canadian Paint trade, their successful work in building up the Francis-Frost Co. to the high position it has attained being a sufficient guarantee that the same enterprise will be instilled into the new expansion resulting from the amalgamation of the New York and Toronto companies.

In speaking to Hardware and Metal, Mr. Caldow aptly referred to the trinity of strength in the new combination, as follows: "Mr. Moore has the American experience, and Mr. Francis the Canadian enterprise, while I have the British training." With this combination there can be no question about the continued progress of the Francis-Frost business under the new arrangement.

SLAVERY IN TURPENTINE FIELDS

Some sensational stories have been current during the past month as to the conditions under which turpentine is gathered in Florida. It is said that immigrants have been persuaded to go there on promises of good pay, and are now living in a condition of absolute slavery. The men are made to live in huts guarded by negroes, and when they demand their wages they are told that they owe their employers for board far more than the sums they have earned.

PAINT COMPANY ASSIGNS.

Henry Barber & Co. have received the assignment of the Globe Paint & Varnish Co., Toronto. No statement of assets or liabilities is as yet made known.



Elastilite Varnish Sales for 1906

HAVE DOUBLED OVER SAME PERIOD 1905

THE RESULT OF BEST QUALITY

ALWAYS UNIFORM

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

STOCKS AT
WINNIPEG, MAN., c/o. MASON & HICKEY.
VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

Others May Promise We Perform

The performance is more important to you than the promise whether it relates to the "non-ascent" of the price or the "non-descent" of the quality. When we tell you

FISHER'S ECLIPSE POLISH

is as good as when you last ordered it that is just an equivalent for saying FISHER'S ECLIPSE POLISH holds the palm when it comes to "touching up" Old Furniture, Mantels, Desks, Shelving, Pianos, etc.

THE PRICE IS ALWAYS RIGHT

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

It is Easy to See

Why so great a success has been gained by

JAMIESON'S Floor Enamels

They are **easier to apply, dry quicker, look better** and **wear longer** than any other covering for the floor that has ever been put on the Canadian market.

That's why they are so easy to sell.

Write us for information about our **Floor Enamels** and our famous

Crown and Anchor Brands of Paints

Manufactured solely by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship.** If **sparks** of **fine quality, set by experts,** are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent
GODFREY S. PELTON
201 & 202 CORISTINE BUILDING, MONTREAL

The Canadian Bronze Powder Works
R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*

SHELLAC MARX & RAWOLLE NEW YORK Manufacturers

BLEACHED and ORANGE
Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**
Tel. Main 2661 P. O. Box 14. MONTREAL FOR QUOTATIONS

THE

BRANDRAM BROS & CO
BRANDRAM'S B. B. WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

WHITE LEAD IN YOUR PAINTS

Do you buy Paint?
Do you sell Paint?
Do you use Paint?

The "Brandram's"

B. B. GENUINE
White Lead Process

of corroding lead is a secret process, discovered 189 years ago and with a few improved modifications is still the best process known to-day and known only by "Brandram's."

The "Brandram"

White Lead in Ready Mixed Paints

The only White Lead in every case of Anchor or English Liquid House Paints you buy, in every can you sell, in every brushful your customers use is

"Brandram's" B. B. Genuine

The "Brandram"

White Lead Success

This White Lead we control in Canada. No other Paint can contain it, no other maker can buy it or make it. It places our products Anchor and English Liquid House Paints unquestioned in the foremost rank.

HENDERSON & POTTS LIMITED, HALIFAX, N. S ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg

Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Sept. 21, 1906.

There has been great activity in the local markets this week, and white lead products have advanced from 25c. to 50c. per hundred pounds. This is owing largely to the same causes as were mentioned in our last report, that is, the continued advances in pig lead at the places of production.

Red lead, orange mineral and letharge have all responded to the advance, and have gone up in about the same proportion.

Linseed oil is hardly so strong as last week, and prices may be shaded for good round lots. Turpentine keeps firm, without any particular feature.

A marked change has come over the paint and color trade and orders are pouring in rapidly. A good lively output is anticipated, from now until Christmas time. Hardwaremen would do well in looking forward and ordering their requirements before the inevitable "last boat" rush.

LINSEED OIL—The following prices are subject to shading, in the case of large orders: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE — We still quote as follows: Single barrel, 86c. per gal.; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6.50 to $6.75; No. 1, $6.15 to $6.40; No. 2, $5.80 to $6.15; No. 3, $5.55 to $5.80, all f.o.b. Montreal.

DRY WHITE ZINC— The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—In common with all lead products this line continues very firm. We still quote: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs, $6, and smaller quantities, $6.75.

GUM SHELLAC—Prices remain unchanged as follows: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH — We quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8 1-2c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20 1-4c in barrels.

WINDOW GLASS—A brisk turnover is the experience of the jobbers, and importers are booking large orders for delivery before the close of navigation. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.70; third break, 100 feet, $4.25; fourth break, 100 feet, $4.45; fifth break, 100 feet, $4.70; sixth break, 100 feet, $5.25. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Sept. 21 1906.

The expected increase in white lead, as noted in these columns, has come, the increase being generally about 25 cents per hundred pounds, but in some cases a little higher. A quarter of a cent advance has also been made on dry white lead, red lead, litharge and orange mineral. The advances made in pig lead have been largely responsible for these advances. Turpentine has dropped a cent this week. There have been different movements in turps during the last few days, but the general tendency shows

A few more of our

TRADE MAGNETS and TRADE RETAINERS

The Martin-Senour Porch and Deck Paint
"Stands the Weather."

The Martin-Senour Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour Carriage Paint
It's "superfine," everything said.

The Martin-Senour Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT
100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited
"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)
THE WINNIPEG PAINT & GLASS CO., Limited WINNIPEG
THE MARITIME PAINT & VARNISH CO., Limited HALIFAX, N.S.



RAMSAY'S PAINTS FOR PAINT DEALERS

Every line is for business getting and for money making. All made with care to bring results and to give satisfaction.

RAMSAY'S PAINTS for the House
RAMSAY'S OIL STAINS for new wood
RAMSAY'S VARNISH STAINS for over work
RAMSAY'S OUTSIDE PAINTS for the barn
RAMSAY'S CREOSOTE STAINS for shingles
Everything in "Ramsay's" for good painting

A. RAMSAY & SON COMPANY
Est. 1842 MONTREAL PAINT MAKERS

McArthur, Corneille & Co.
MONTREAL
Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

THE AUTUMN

is presumably the BEST TIME to paint. After the first appearance of cold weather the flies, like the proverbial ANGELS' VISITS, become "FEW and FAR BETWEEN." The clouds of dust cease, and the absence of muggy, steamy weather facilitates paint drying, and one is in a jolly mood to wield the brush !

Take an hour in the PAINT and VARNISH department and note in your "WANT BOOK" deficient lines of DRY COLORS, COLORS IN OIL, COACH COLORS, WHITE LEAD, WAGGON PAINT, WOOD STAINS, HOUSE AND CARRIAGE VARNISHES, BUGGY and SLEIGH paints, READY-MIXED PAINTS, especially the FLOOR PAINTS. Now turn to BARN PAINT, STOVE PIPE VARNISH, ALUMINUM AND GOLD PAINT, Look into ASBESTOS STOVE LINING, KALSOMINE, and don't forget the PUTTY.

One or **two** lines should be singled out and pushed **every day** by what is called in England "the **introduction method.**" This means: after a customer has made an ordinary purchase, you tactfully and "with winning grace" show him a small tin, say, of the **Canada Paint Company's aluminum paint,** and remark, "Have you seen our **silvery aluminum paint ?**" Show it off by painting a few strips of stove pipe iron. **Don't** be too obtrusive, but enlarge upon its merits. Now hand out a **C. P. Co.'s liquid paint folder** and sweetly invite the customer, him or her, to "**come again !**" Change your specialties **each day,** or at least **every other day.** Keep a **bright look out** for **casual telephone orders,** and make a list of your **largest regular buyers,** and call them up, at least **once a week,** for "**anything on the list, please ?**"

Having done all this, **mail a nicely assorted** order to where it will be **appreciated,** that is to say to

THE CANADA PAINT COMPANY LIMITED

some weakness at present. Linseed oil is also down a cent. The English market has shown a slight advance, but domestic consumption is light, hence the decline.

WHITE LEAD — Ex Toronto, pure white, $6.55; No. 1, $6.17½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.;No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 lbs.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 56c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 59c.; 5 to 9 barrels, 57c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 90c.; 2 to 4 barrels, 89c., f.o.b. point of shipment, net 30 days. Less than barrels, 96c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5 to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gal.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL— English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM—Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM— We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

PAINT WAREHOUSE ROBBED.

Alexander & Son's paint warehouse, Adelaide street, Toronto, was robbed Sunday night and a quantity of paint and white lead carried off.

PAINT FOR GUTTERS.

Put all old paint skins, cleanings of buckets, siftings and pieces of dry putty, into an old iron kettle with raw oil and boil until all is dissolved. Then add fine dry sand until the mixture is as thick as will spread under the brush. Apply quite warm—a heavy coat. When dry it will form an enamel like granite, and can be colored to match the cornice. If properly prepared this paint should be as smooth as glass.

PROPOSED PAINT PROJECT.

A. W. Poole, of the Hammer Paint Company, St. Louis, Mo., was a visitor to Montreal and Toronto during the past fortnight looking over the Canadian field with a view to introducing his company's tinted white lead on the Canadian market. Arrangements may be made to manufacture in Canada, the heavy duty making it difficult to import. Poole's Paint Pigments, a paste ready to mix with oil at a ratio of one gallon of pigments to two of oil, may also be made here. Mr. Poole is a young Canadian from Brockville, and for some time was with the Sherwin-Williams Company at Cleveland.

GASOLINE FIRE EXTINGUISHERS.

A gasoline fire may be extinguished with flour, sand, or earth, but water should not be used. Some users of gasoline find it well to hang a bottle containing about a gallon of ammonia from the top of the tank or room containing the gasoline, by a string so that if the gasoline takes fire the bottle will be broken with the fall, releasing the ammonia, and promptly putting out the burning gasoline.

TO CLEAN BRASS SIGNS.

Make a mixture of one part nitric, and one part of sulphuric acid in a stone jar or crock, having also ready a bucket of fresh water and a box of sawdust. Dip the article into the acid, or, if too large to go into the crock, wash the brass with a swab or brush, then dip into the water, after which dry with the sawdust. This will make the brass brilliant. If the brass is dirty, then clean it off with strong sal-soda water.

BLACK CRAYON FROM LAMP-BLACK.

Ordinary lampblack is placed in a strong linen bag, and pressed between the hand, then filled up and pressed again, until the bag is full, after which the bag is placed in a press and pressed slowly, so that the bag does not burst. When a hard cake has been formed, the bag is cut away, and the mass is still further compressed between the heated press plates until the screw will not turn any longer. The resulting cakes are hard and resonant. They are next cut into small crayons with a fine saw, and these are placed in an iron vessel, covered with coal dust, and calcined until no more fumes are given off. When cold, they are taken out, scraped clean with a knife and burnished; but the appearance will be finer if this has been done before calcining. This last-named operation is performed in order to expel the empyreumatic substances that would otherwise impair the marking properties of the crayons.

Little Sermons on Advertising

Delivered by John C. Kirkwood.

INSTRUCTIVE ADVERTISING.

When a man opens his mouth to talk business, he should say something. To merely mention his name; or to show a picture of his factory, and say "That's my factory;' or to recite a list of the things he has to sell, isn't likely to sell goods. Think of your salesman going into a man's store and shouting:

"William A. Carter, representing T. Robertson & Co., Tinware, Halifax."

Do you think he will get much of an order? Why, he has not even asked for business.

Yet one sees many advertisements that do not say a single thing except to state the name and address of the advertiser.

Or again, suppose William A. Carter should say, in addition: "Tin pails, coffee pots, pie-plates, and strainers," would it improve things much?

The salesman who wants to sell goods nowadays has to have more than a name and a price list. There are too many people calling on a man in these times to coax for orders, for the order to go to the man with no better reason or an order than his name, his house's name, and a price list. The merchant likes to buy from the friendly salesman, the man who can take time to cultivate his favor, who shows his interest in the merchant's welfare. Merchants are human. They like to have a hand-shaking acquaintance with the men who sell them goods. And merchants are business men, as well; they want to be assured of the quality, the value, the selling-power, and the selling points of the goods they are asked to buy.

The advertisement is a salesman and should talk like a salesman. It can contain a hand-shake; it can show an interest in the merchant's business; it can even tell a good story, if it seems worth telling. And it must get down to business, it must persuade, and quote, and explain. It may have to do some arguing. It may have to show the merchant how to sell the goods, teach him about the goods, and thus fit him and his staff to talk the line intelligently and forcefully to the consumer.

Such advertisements are read, because they are interesting and instructive; because they contain "meat." They are not wishy-washy, empty, dull; they are full of life, and a merchant responds to such advertisements. He cannot help but yield to their power. He may be slow to respond, but sooner or later he will be convinced that the house that has such an evident interest in him; that "talks business"; that quotes figures and helps him sell the goods, is the house he wishes to buy from.

Such advertising pays both the advertiser and the retailer. Once in a while one comes across a firm that tries to do advertising in this instructive style by pamphlets, circulars, booklets, sent under cover of a wrapper. This way may be effective, but if not backed up by advertising in the merchant's trusted newspaper, pamphlets, circulars, and booklets are likely to miss their mark. A merchant wants the houses he deals with to talk to him in his trade newspaper. He subscribes to this newspaper for news helpful to him in his business, advertising news included. And the firm who neglect to use this medium, or who misuse the space they may have engaged, are failing to use an influence powerful, persuasive, and profitable.

Printer's ink is a good salesman if well used.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Barthelmes & Co. will erect a piano action factory in Toronto.

The St. John Lumber Co., St. John, N.B., will erect new saw mills.

The by-law to give a loan of $25,000 to the Canadian Bearing Co. was passed by Woodstock ratepayers.

The assets of the Good Roads Machinery Co. will be sold at Hamilton by public auction on the 24th.

Applications for 20,000 horse-power have been forwarded to the Hydro-Electric Commission by different municipalities.

The Dominion Carriage Co. have commenced work on their new plant at Toronto Junction. They expect to occupy it by the Spring.

The Bain Wagon Co., Woodstock, will make an addition to their factory of 120 feet in length by 60 in width. Fifty extra men will be employed.

J. O. Walker and others, of Goderich, ask that town for a loan of $20,000 with which to build a carriage factory. The by-law will be voted on at New Year.

Quinlan & Robertson, of Montreal, are the lowest tenderers for the lock and dam to be constructed at St. Andrew's Rapids, near Winnipeg, at a cost of about $500,000.

The London Fence Co. have let the contract for their fence factory at Portage La Prairie to Carr & Woodman for the brick work and A. McLarty for the carpenter work.

The Montreal Power Company will before the end of the year lose the street lighting contract of Westmount, a suburb of Montreal, which is building a municipal lighting plant.

Niagara Frontier Oil & Gas Co., organized under a charter from the State of New York, have been authorized by license from the Ontario Government to carry on the business of oil refiners, etc., in this province. Wm. G. Ryan, of Leamington, will be their attorney.

The Meisel Manufacturing Company, of Port Huron, will erect a large plant at Port Arthur for the manufacture of farm and milling machinery, provided an agreement they have made with the town is ratified by the ratepayers. They will employ not less than 150 men.

The Ontario Oil & Refining Company have been incorporated under Ontario charter with a share capital of $100,000 for the purpose of operating oil wells, gas wells, etc. The provisional directors are C. T. Hobart, G. W. Harrison, T. K. Holmes, J. M. Pike, and James Simon, with head office at Chatham.

Benjamin Moore & Co. have been incorporated under Ontario charter with a share capital of $50,000 for the purpose of carrying on the business of paint manufacturers. The provisional directors are H. B. Johnson, J. H. Whitehead, E. W. Wright, C. W. Thompson and Eva Marie Gardiner, with head office at Toronto.

James A. Moore, of Seattle, has purchased the Irondale plant on Port Townsend Bay, B.C. It is said large deposits of iron ore are contained in the district adjacent to this plant.

The Peterborough Steel Rolling Mills Co. have been incorporated under Ontario charter with a share capital of $200,000, for the purpose of manufacturing iron and steel and their different products. The provisional directors are Wm. Ferguson, Wm. Rudkins, R. J. Munro, A. Dunn, R. H. Fortye, Daniel O'Connell and A. Elliott, with head office at Peterborough.

Both the Nova Scotia and Dominion coal companies are evidently increasing their coal shipments to St. Lawrence ports this year. Last month 25,397 tons of coal from the Nova Scotia Steel & Coal Co. were received at Montreal, as against 19,699 tons in August last year, while from the Dominion Coal Co. 168,360 tons were received, as against 162,805 in August, 1905.

BUILDING NOTES.

Ald. G. H. Halse, Vancouver, will build a large hotel in that city.

Pither & Leiser, Victoria, B.C., will build a five storey block.

Toronto building permits so far this year amount to $9,120,683.

The Bank of Commerce will build a bank building at Nelson, B.C.

P. Burns & Co. will build an abattoir in Vancouver to cost $200,000.

The Verity Plow Co., Brantford, will build an extension to their factory.

The C.P.R. have commenced extensive additions to their docks at Port Arthur.

The Hamilton Distillery Co. will erect a seven storey building to cost $26,000.

The C.P.R. will build a much larger station than was at first proposed at Port Arthur.

The Toronto Public Library Board ask for tenders for the new public reference library.

St. Anne's Anglican church congregation, Toronto, will build a new church to cost $35,000.

In three days last week permits were issued for 39 dwellings at an aggregate cost of $129,250.

VISIT OF CEMENT MANUFACTURERS.

Some few weeks ago, notice was made in our columns of the visit to Canada of Messrs. H. D. Anderson and A. Brooks, directors of the Associated Portland Cement Manufacturers, England. After having visited the Maritime Provinces and New York, Washington, and other eastern cities in the United States, they returned to Montreal for a few days this week and were interviewed by a Hardware and Metal representative at the offices of B. & L. H. Thompson & Co., their Canadian agents.

This is the first visit these gentlemen have paid to Canada and they express themselves as being confirmed optimists as to the country's prospects. Naturally they have been especially interested in building and construction as it is done on this side of the ocean. They were much surprised at the really imposing appearance of some of the New York sky-scrapers, and declared that Londoners have an altogether erroneous impression of this type of building.

Speaking with reference to their own line of business, Mr. Anderson stated that they found the United States very far advanced in the use of cement and concrete. It is being used there in all kinds of building and construction work and the consumption of cement is increasing all the time. Canada is slightly behind the United States in the development of this business, but rapid progress is being made and an improvement is very noticeable over conditions in Great Britain. In the latter country concrete construction has not as yet taken so strong a hold as its deelopment is hampered by by-laws and other restrictions imposed by local authorities. Even so, considerable progress has been made and the use of cement and concrete is becoming more popular every month. English architects are finding it much more necessary to have a knowledge of engineering than at any time in the past.

One of the objects Messrs. Anderson and Brooks have in view, in visiting this continent is to study the organization of large commercial concerns. The idea of huge combines is a new one in England, and, indeed, the Associated Portland Cement Manufacturers are the pioneers in this line. Consequently, although there are no combinations in the American cement industry, the directors feel that they can learn ideas of management and system from similar existing corporations in other branches of trade.

"We are only sorry," said Mr. Anderson, "that we have not visited Canada before. We believe that if British business men came oftener to the progressive younger countries they would soon become dissatisfied with their own more leisurely movements."

From Montreal, Messrs. Anderson and Brooks will go right across the continent, visiting the principal Canadian and United States cities, and finally reaching San Francisco where already 500 000 barrels of their cement has been supplied for the work of reconstruction. After a trip south to San Diego they will set out for home via the Southern transcontinental lines.

HARDWARE TRADE PARAGRAPHS.

Business on water coolers and filters is business that can easily be gotten by going after it. It is a profitable business, too, and a tour of the office buildings and some of the residences will be sure to bring some orders these hot days.

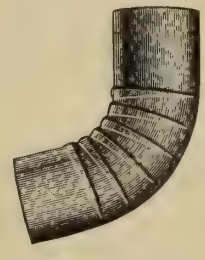
One of the advantages of taking a number of side lines into the hardware stock is that the merchant always has something to work on then. If he can't sell anything in the regular hardware department, maybe he can put out a few clocks or watches, or some fine silverware or glassware. There is no hard and fast limit to the hardware stock.

Bath room fixtures of all kinds are good sellers in these Fall days. There are many more of these than there were a few years ago and useful little novelties are constantly being added to the line. There are towel rods and racks, sponge holders, tooth brush holders, tumbler holders, soap holders, bath-tub seats, bath mats, sprays, showers and all kinds of small, useful novelties. They pay a good profit.

Set a good example to your trade by patronizing home industries. Let the local tailor make or the local dealer sell you your clothes, and don't let your wife send to the city for her dress goods. Give your printing to the home printer. If it is too big a job for him he can get it done for you at the same price which you would have to pay, and at the same time make a little commission. By practicing what you preach you are in a position to talk to the farmer on the catalogue question.

There are so many small items in the hardware stock and they are of such different shapes and sizes that system is absolutely necessary in keeping them in order. For this reason there is nothing like the shelving prepared for this purpose. It provides a place for everything and keeps the stock in such shape that it not only saves the time for the clerks but also enables the proprietor to keep a better check on his stock and to avoid running out of any line entirely.

A merchant of long experience recently said that the clerk in the country store got a better training than the clerk in the city. In the small town the young man learning the business has the opportunity to learn all sides and all features of it, while in the city institution he learns only a part of it. In the first case his experience is well rounded; in the other it is one-sided. The young man who learns the country store and its business thoroughly is better equipped to win success on his own hook later on.

BEST ELBOWS
— FOR —
CONDUCTOR PURPOSES
BEAR
TRADE MARK
F. Dieckmann
PLAIN ROUND.
CORRUGATED.
Made in . . .
6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.

For Sale by the TRADE in Canada. Write for catalogue and samples to
FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Paroid Roofing Will Make Money for You

READ THIS:

Thousands of dealers all over Canada and the United States are making with Paroid one of their most profitable lines. If you are not selling Paroid it will pay you to get our proposition.

Why Paroid is the Best Ready Roofing Made

Paroid is the best quality of ready roofing made. Railroads, manufacturers and farmers all over Canada and the United States are using it in place of shingles, tin, iron and other kinds of roofings, because it lasts longer and costs less.

We make Paroid from start to finish—we make our felt—the most important part of the roofing, while other manufacturers buy their felt where they can get it cheapest. That's the principle reason why Paroid lasts longest. We could not stand back of Paroid if we did not make the felt.

Paroid is **soaked** and coated with a thicker, smoother, more pliable and durable coating than is on other ready roofings. Send for samples of Paroid and compare it with other kinds. You can see and feel the difference.

Paroid is applied with the **only** anti rust-proof cap made. It insures a tight roof. Other roofs often fail because the cap rusts out. Paroid will not crack and break in cold weather. It is adapted for all kinds of buildings and will outlast other ready roofings.

How We Help You

Our advertising plan has doubled the sales of our dealers this year. It helps to sell their other lines, too.

Send for our proposition and we will mail advertising matter and samples to every likely user of roofing in your town. It will not cost you a cent and can't help bringing you orders. We'll send you all the electrotypes and special things you can use. We'll write letters to prospective customers and send our salesman to help you land orders. Write, telegraph or telephone at our expense at any time.

The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

It won't cost you a cent to try out our proposition and we stand back of every roll of Paroid you sell.

Sign your name to a postal to-day and we'll send you full particulars and samples.

F. W. BIRD & SON

Makers

Factory and Office:

Hamilton, - Ontario

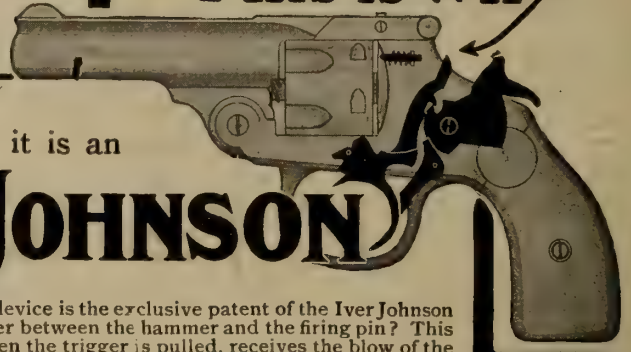
Established U.S.A., 1817.

Accidental Discharge Impossible—

This is why

True only if it is an

IVER JOHNSON



The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

TRADE POSSIBILITIES IN BRAZIL.

There is undoubtedly a large market in Brazil for manufactured articles from North America, writes J. A. Johnston, of the American Exporter, who is making an investigation tour of South America. Machinery, hardware, novelties, agricultural implements, automobiles and other vehicles, typewriters, shoes, textiles, drugs and proprietary medicines, food preparations and beverages, perfumes paints, oils and varnishes, furniture, roofing, clocks and watches, steam and electrical specialties and the like.

Germans are doing much of the business that was formerly carried on by British manufacturers. This is due, primarily, to the fact that the German salesman is particularly well equipped in business training, languages and adaptability to secure the confidence of the Brazilians, and secondly, to the fact that German houses will modify their goods to meet the special Brazilian requirements. At the same time, German goods are not well thought of in Brazil and where the proper effort is made American goods will always sell in preference to German goods even at a considerably higher price. For example, nine-tenths of all the electrical machinery in Brazil is American.

A German salesman told me that certain of his goods he never attempts to sell in the larger cities and certain others he disposes of altogether in the cities. The sale of some goods he confines to certain cities and he makes up lines of samples for particular houses. While he usually remains for more than a year, there are certain times when he is away from Brazil for a considerable period. To keep in touch with his customers, however, he prepares lines of samples for each concern with whom he does business.

In case he cannot call upon a particular customer when that customer is making his purchases, he sends him the samples and writes him. This salesman pays a small commission to agents in each of the cities in which he does business. This is to secure their co-operation in closing orders—though he himself solicits the business personally—and their assistance afterward in connection with the delivery of goods, making collections, etc. He has made gradual but radical changes in the discounts to commission houses. The present discount is but one-fifth what was formerly paid. He says, however, that the reduction in discounts has had no appreciable effect on the sales made through commission houses. In other words, his own efforts combined with advertising, create a demand for the goods, part of which is filled through commission houses. He cannot trace any orders due to the initiative of commission houses and for that reason thinks that a nominal discount will bring him practically as much business from commission houses as would a large discount.

It is found in practice that in South America the best results are obtained from a salesman who is paid a liberal salary with a small commission on sales.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

ARTICLES FOR SALE.

CORNICE brake and a number of other tinsmith's tools in first-class condition for sale cheap Chesney & Smiley, Seaforth, Ont.

BUSINESS CHANCES

WELL selected stock of hardware, stoves, tinware, tinshop tools, etc. In first-class section of Ontario. Good reasons for selling. Stock about $4,000. Apply Box 549, HARDWARE AND METAL, Toronto. [39]

WANTED—Hardware business — Stock about $5,000; in western Ontario. Box 557, HARDWARE AND METAL, Toronto. [39]

HARDWARE and tinware business and property in Ottawa Valley. Good business; good property, Particulars on application. Box 556, HARDWARE AND METAL, Toronto.

SITUATIONS VACANT

FURNACE MEN WANTED — Highest wages are offered to competent furnace men in the largest cities in the west; also splendid openings for mechanics with a general knowledge of steam fitting and furnace work. Apply to The Pease-Waldon Co., Limited, Winnipeg, Man.

TINSMITH WANTED—To go west; must be first class; good on furnaces Steady man. Highest wages and steady job to right man. Box 555, HARDWARE AND METAL, Toronto. [41]

WANTED--Capable young man with fair knowledge of mechanics and good appearance as city traveller in Winnipeg. Good position for right man. Box 57, HARDWARE AND METAL, Winnipeg. [35]

WANTED—First-class tinsmith, must understand furnace work, steady job to right man. Apply stating age, experience and salary expected. Bandman preferred. Good town in Alberta Box 553, HARDWARE AND METAL, Toronto. [38]

WANTED—Broom and Whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 554, HARDWARE & METAL, Toronto.

SITUATIONS WANTED

HARDWARE clerk, with nine years' experience, wants position with hardware firm. Can give best references. Box 554, HARDWARE AND METAL, Toronto.

WANTED—A position as traveling salesman by young man with thorough knowledge of hardware. Now employed on the road. Eastern territory preferred. Box 47, HARDWARE AND METAL, Winnipeg.

WANTED—Position as salesman or Traveller in hardware lines, carriage goods or paints (manufacturing or general wholesale). Age now 47; thirty years experience as traveller, retailing and jobbing, have travelled all over Canada; good references. Apply to HARDWARE AND METAL. [37]

WANTED position in west by retail hardware man; eight year's experience; general and builders' hardware, stoves, etc.; understands ad. writing and window dressing; can give best reference. Address 544, HARDWARE AND METAL, Winnipeg. [36]

See That Plate?

ISN'T IT A BEAUTY?

That's only one of the seventy-five perfect pieces which make up our beautiful Louis XIV Classification.

Every piece is of the same harmonious design. Many patterns and arrangements to suit all ceilings and tastes.

Every piece fits. A pleasure to erect.

Better try us—if you haven't already joined the happy throng.

We make a full and complete line of

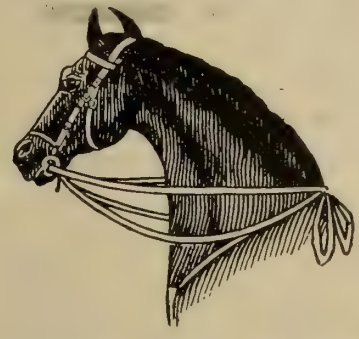
ROOFING, SIDING, CORNICES, SKYLIGHTS etc.



PLATE No. 1,000, 24"x24" and 24"x48"

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.



Horse Nails

In buying his Nails, the farrier usually is particular to select a brand that he knows can be relied on to give satisfaction. It does not pay to handle inferior Nails simply because they are cheap, as in the long run the best is the cheapest.

"M" brand HORSE NAILS

have the reputation of always being up to standard.

Made from Swedish nail rods, the best known material for the purpose.

PATTERN is right and cannot be excelled.

The POINTS (a most important feature about a horse nail) are always the same, and there are no better pointed nails in the world than the "M."

Every Nail carefully inspected before leaving our works, insuring freedom from culls.

MADE BY

THE MONTREAL ROLLING MILLS CO.

TRAVELER WANTED.

GOOD position open for party of exceptional ability to sell a complete line of up-to-date stoves and furnaces in Manitoba and Northwest, a line well known. Excellent opportunity One with furnace experience preferred. Address in confidence Box 550, HARDWARE AND METAL, Winnipeg.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, **easily applied**, and of **uniform** and **durable** quality. Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" ***FARLEY WORKS, SHEFFIELD, ENG***

GEORGE PHILLIPS & CO.

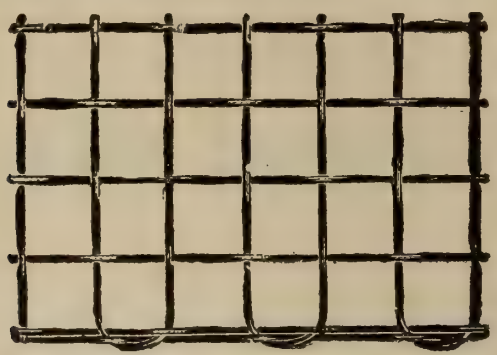
MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

WIRE CLOTH



Special Regalvanized Cloth for Apple and Fruit Drying.

Stock widths—24-30 and 36 inch. Other widths and meshes made to order.

Also ½-inch Galvanized Netting. Stock widths—24-30 and 36-inch. Stock lengths—25 and 50 yards.

Also Wire Cloth and Netting for all purposes.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.



Underground, overground, first floor, any floor, and cellar tanks, for all kinds of oils, varnishes, and paints, in large or small quantities.

THAT'S THE BOWSER

FIRST FLOOR OUTFIT, one of fifty styles.

250,000 Bowser Self-measuring Oil Tanks in daily use are testifying that Bowser stands up for

ECONOMY, CONVENIENCE, CLEANLINESS, LABOR and SAFETY, TIME SAVED

AND, THEREFORE,

MONEY IN THE DEALER'S POCKET

Catalogue "V" tells how this is accomplished. Send for it to-day.

S. F. Bowser & Co., (Inc.)

FACTORY AND OFFICE:

530 Front St. West - - TORONTO, ONT.

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

F.HYDE & CO.

31 WELLINGTON ST.

MONTREAL



Model 16, Light-Weight 16-Gauge Shotgun. The lightest gun and the lightest load that will do the work, mark the greatest pleasure for the sportsman; the reduced weight of gun and shells to be carried is truly a blessing, readily appreciated by the experienced hunter.

The *Marlin* Model 16 is the only light-weight repeating shotgun made, and so well is it built of selected material, with the special *Marlin* method of boring and choking, that it is actually more effective than most of the 12-gauge guns of a few years ago.

All the features of the famous *Marlin* 12 gauge are present in the Model 16. The solid top and side ejector—the automatic hang-fire safety recoil block—the "Special Smokeless Steel" barrel—the solid matted rib on the frame—the beautiful hang and finish—but each part is made a little smaller, a little lighter and a little neater.

All the parts of the breech and the closed-in action are made of the time-tried *Marlin* steel drop forgings and are very strong.

The barrel is guaranteed to pattern 240 pellets No. 7½ shot in a 30 in. circle at 35 yards. No quail or woodcock can get through a pattern like this, and for grouse, prairie chickens, teal, wood ducks, squirrels, rabbits, etc., this gun is unsurpassed.

Write TODAY for our Catalog which describes in detail the Model 16 as well as the full ***Marlin*** *line of guns—mailed free for six cents in stamps.*

TO ALL DEALERS HANDLING FIREARMS:

The above is one of seven advertisements to be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their QUALITY, known to be bought and read by a class of people financially able to buy Marlin repeaters and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary.

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use Marlin repeaters or not.

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know of who carries a good stock of Marlin goods and is enterprising enough to follow up an inquirer and try to sell the man a Marlin repeater.

We also send to the dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.



THE STANDARD IDEAL SANITARY CO., LIMITED

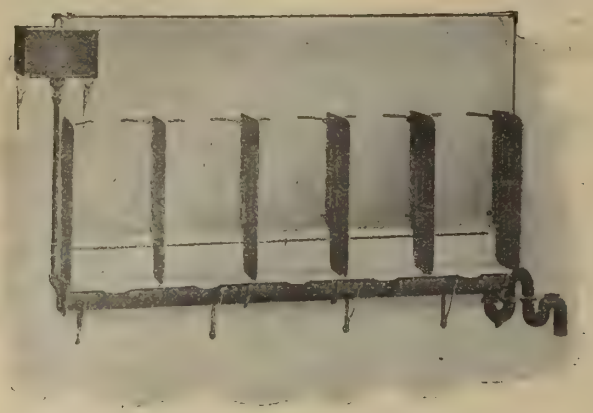


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, avatories and Sanitary Fixtures

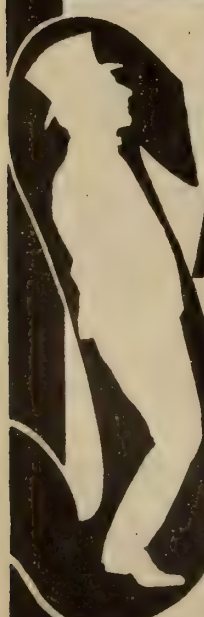
Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.

Plumbing Supplies



ANITARY
ILENT
AFE

SEND FOR CARD

The **"Astoria"**

A high-class modern closet combination.

Every Plumber has a few customers who can afford and who want something better than "the ordinary."

Our **Astoria** Syphon-Jet Closet, special design, with square back, extra large bowl, giving deep water seal, is just the article for trade of this kind.

Woodwork highly polished in mahogany, oak or other woods.



The "Astoria" is supplied with High or Low Tank or Flushometer.

The James Morrison Brass Mfg. Co., Limited, Toronto

Engineers' Goods ***Plumbers' Supplies*** ***Electric Fixtures***

PLUMBING AND STEAMFITTING

DOMESTIC WATER SUPPLY SYSTEMS

From Plumbers' Trade Journal.

The use of compressed air as a means for delivering water and other liquids is not a new idea. The principle has been understood and used in a small way for ages, but it is only within the last third of a century that it has been successfully applied to water works systems for public and private use.

When these systems were first used, the facilities employed were, of course, very crude, and many difficulties resulted from having to work with apparatus poorly adapted to the purpose. This was particularly true of the storage tanks used in the early systems. The general opinion at that time was that most any kind of a tank that would hold steam or water under 125 pounds pressure would also hold compressed air. This opinion, too, was shared generally by the boiler makers of the country, to whom was entrusted the work of making the tanks, and although some systems might work satisfactorily for a while, others would develop a leak and allow all the air to escape. This, of course, would permit the tank to become waterlogged, and make the job at least a temporary failure.

At this time certain parties were working on the deduction that if one tank could be made air-tight, one thousand could also, although it might require a little better material, a little more brains and work than was put into the average tank, and it was found a very difficult task to convince the boilermakers generally that a tank had to be specially constructed to hold compressed air. This idea has grown and expanded until to-day we have the modern water supply outfits which not only furnish an abundant supply of pure, wholesome water, but they also supply it under sufficient pressure to thoroughly cleanse the sanitary appliances pertaining to the plumbing.

The operation of a pneumatic water works system is not at all complicated, and little or no technical knowledge is required to understand it. The principle is very simple. Take for illustration an air-tight tank in the basement of a house. Run a pipe with a suitable force-pump attached, from the well or cistern, and connect it to the bottom of the tank. Connect another pipe to the bottom af the tank, attach a faucet and pressure gauge to it, run it to the upper floor and attach another faucet. You thus have a pneumatic water works system in its simplest form ready for operation. On beginning to pump, the water is forced into the bottom of the tank, and begins to displace some of the air in it. The air, being confined, must naturally be compressed into less and less volume, and as you keep on filling the tank with water the air begins to exert a pressure which forces the water out of the tank and into the pipes leading from it. You will find that the pressure gauge registers in pounds the amount of pressure in the tank.

The foregoing illustrates very clearly the principles of this system. In recent years important improvements have been made in the apparatus used, but the principle has practically remained the same.

We publish herewith four cuts illustrating the improved system of domestic water works of to-day. For these cuts and for descriptive matter relating to same we are indebted to the Leader Iron Works, manufacturers of the Leader Water Supply Systems, Decatur, Ill. Fig. 1 illustrates a system of modern plumbing arranged for hot and cold water such as is usually installed in a country or suburban home. This system has been designed to deliver water either from a well or cistern that may be located convenient to, or at a considerable distance from, the house.

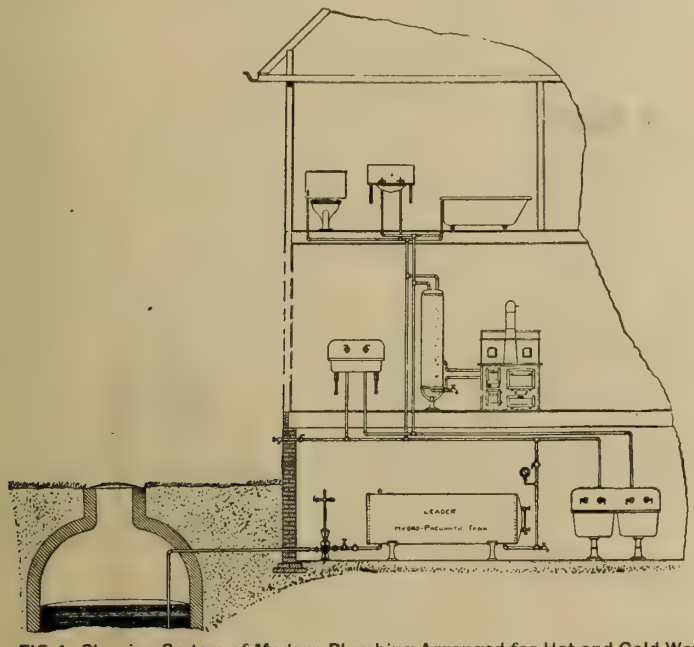


FIG. 1—Showing System of Modern Plumbing Arranged for Hot and Cold Water Designed Specially Where Electric Power is Obtainable.

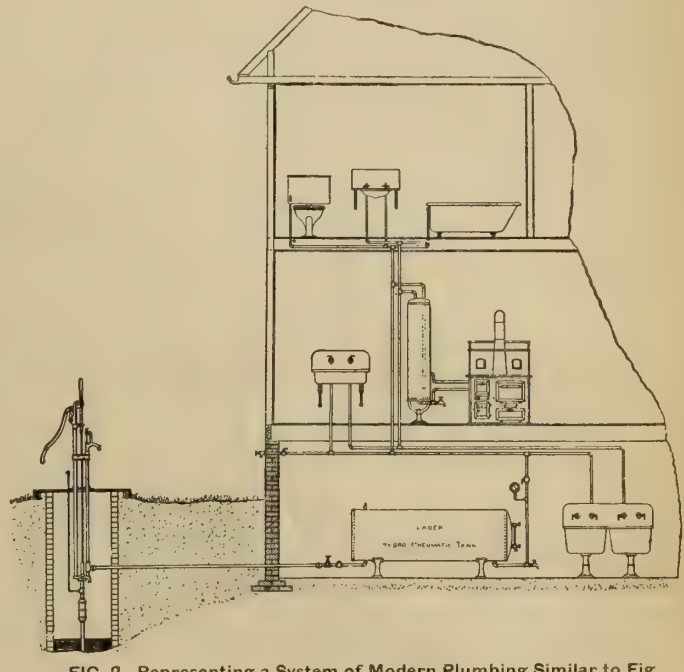


FIG. 2—Representing a System of Modern Plumbing Similar to Fig. Arranged for Common Well or Cistern.

Fig. 2 represents a system of modern plumbing arranged for hot and cold water similar to Fig. 1. The pump will deliver water from either a deep or shallow well, or from a cistern, and is provided with a three-way valve which can be adjusted to supply water either to the tank or at the pump as desired. The pump is usually placed immediately over the well as shown, but can be placed at a considerable distance from it providing the water in the well is not more than twenty-four feet below the level of the pump. The tank may be located in any part of the basement, or buried in the ground outside if desired.

Fig. 3 illustrates a hot air pumping engine connected with a system of modern plumbing arranged for hot and cold water. The engine is designed for pumping water from any source, such

as wells, cisterns, springs, lakes or rivers, and is fitted with burners for either gas, gasoline, wood, coal or kerosene. It is perfectly noiseless in action and can be located either outside or inside of the building. This outfit is very desirable for country homes and for the city buildings where the water pressure is insufficient, or where the quality of the water is unfit for domestic use.

Fig. 4 illustrates a system of modern plumbing arranged for hard and soft water. The hard water is supplied from either a deep or shallow well and is used for sanitary purposes in the house, for watering stock, etc. It is also used for operating a water lift which supplies soft water from a cistern for kitchen, laundry, etc., by means of a smaller pneumatic tank located in the basement. While this system may look somewhat complicated, it is in reality very simple. Being positively automatic, it requires no attention other than the oiling of the windmill. The pump is provided with a hydraulic cylinder which controls the operation of the mill by the rise and fall of the pressure in the hard water tank. The water lift is so constructed that when the pressure in the soft water tank equals the pressure in the hard water tank, the lift will stop working, and will not start again until water has been drawn off and the pressure reduced. In this system where a windmill is not desirable, the system can be operated by a hot-air pumping engine or gasoline engine, and where electricity is available, by an electric motor.

The superiority of the pneumatic water works systems is so well established that a comparison is almost unnecessary. The time honored attic tank with its stagnant water, leaky joints and frozen pipe connections has no recognized place in modern plumbing where health, durability safety and convenience are considered. Its chief recommendation lies in the fact that it is cheaper, and even this is not established, for a copper or lead-lined tank (which is the only kind you can use with any degree of safety) will cost as much as a pneumatic tank of equal capacity. The elevated and tower tank suffer even more by comparison, located as they are out of doors with nothing but the broad canopy of heaven as a shield, exposed to both sun and frost, full of water one day and empty the next. Is it any wonder that they rot out quickly or that they are easy prey for a storm? They are used extensively not because they are satisfactory, but because their users know of nothing better. They have not one redeeming feature when compared with the pneumatic water works system. They furnish no fire protection, the water becomes warm and stagnant in the Summer and freezes in the Winter, and affords no pleasure except it be to the one who is paid to keep it in repair.

These defects are not present in a pneumatic water works system, as the tank and the pipes leading to and from it are located in the basement of your home or building, or are buried in the ground outside. They are surrounded by an even temperature during all of the year and furnish an abundance of cool, sparkling water (for it must be remembered that this water is thoroughly aerated). A pressure of 40 to 60 pounds is higher than is usually furnished in the larger cities and equivalent to a pressure from an elevated tank from 80 to 120 feet high.

It affords ample fire protection and will deliver water through a pipe several miles long if necessary. You can water your stock, wash your vehicles, sprinkle your lawn, keep your garden fresh, supply your kitchen, bath room and laundry with water for domestic and sanitary purposes, and if supplied from a well operated by a windmill or other motive power, you can utilize the pressure to operate a water-lift for pumping soft water, or a water motor for operating a washing machine, sewing machine or fans for keeping your house cool in Summer.

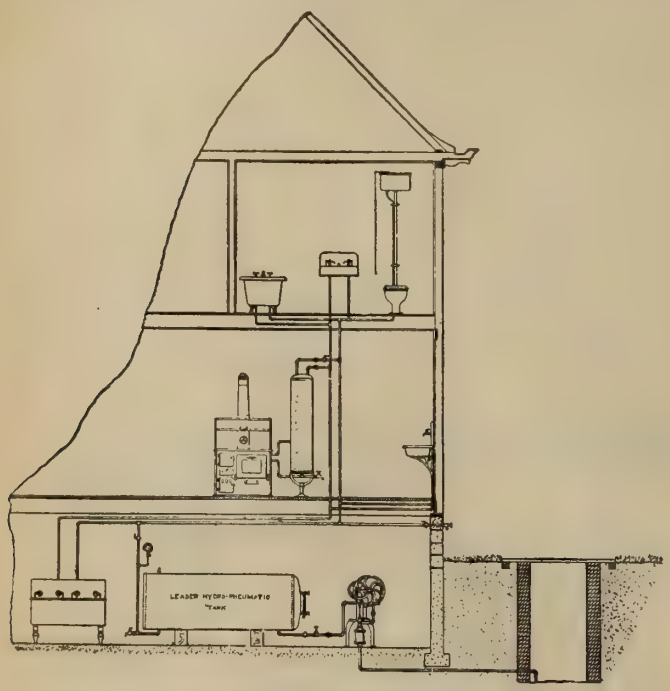


FIG. 3—Hot Air Pumping Engine Connected with a System of Modern Plumbing Arranged for Hot and Cold Water.

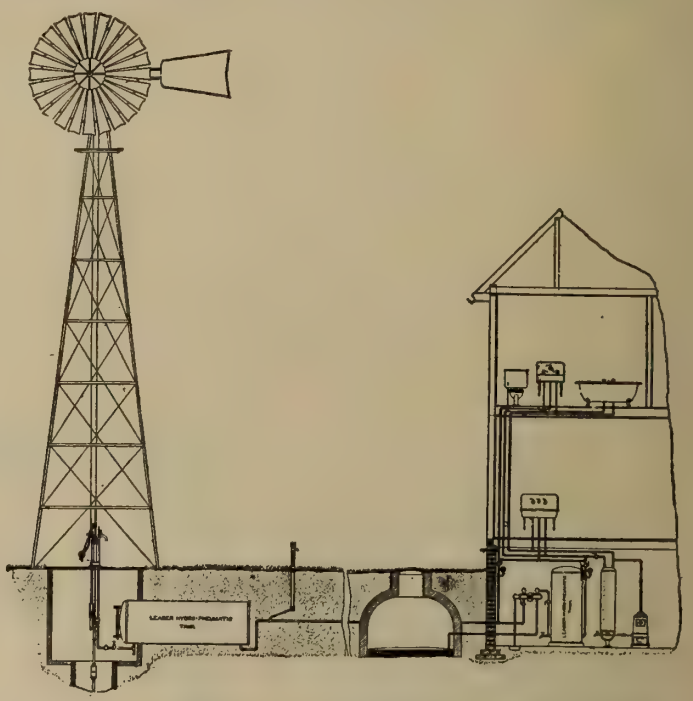


FIG. 4—A System of Modern Plumbing Arranged for Hard and Soft Water.

CLEANLINESS AND GODLINESS IN CHINA.

In the Town of Fatshan, when the birthday of the mysterious idol Saen Kai came round, the inhabitants prepared to celebrate the date with the usual expensive festival and processions. But an opposition party urged that if the money were to be spent at all, it had better be spent in cleaning up the drains in the neighborhood, since, if there should be anything in the western theory of cleanliness, the community would benefit more than by propitiating Saen Kai, who did little to stay the plague, in spite of the festivals in his honor. The opposition won the day, and the money intended for Saen Kai was devoted to the drains instead. A letter from South China reports the people of Canton as praying for a cessation of rain. "The Viceroy himself went to the Temple of the Guardian Angel to pray, as the prayers of the Pun U and Nam Hoi magistrates were not favored by this angel. When he arrived in the temple he found the shrine of this angel not in a sanitary condition, and he fined the temple-keeper £200 as expenses for repairs."

PECULIAR ACCIDENT TO PLUMBER.

A plumber employed by the Otley Gas Company, Otley, England, was recently engaged in laying a new service pipe into a house, and had out a hole through the wall with a chisel. Going into the cellar to knock the chisel back, he caused a spark by striking the tool, and the spark ignited a quantity of gunpowder which was near at hand. A loud explosion followed, and the man was severely burned about the neck and arms.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 21, 1906.

A big shortage of iron pipe is one of the market features this week. Several sizes are decidedly scarce, and it is more than likely that this will become more and more pronounced from now on. This is essentially the heating season, and thousands of feet of pipe are being called for from every part of the country.

As was expected, the abnormal conditions on the pig lead market have resulted in higher quotations for lead pipe. Discounts have been revised, and the generally accepted quotation is 10 per cent. off list.

Business continues wonderfully brisk, and it is confidently expected that there will be no let up in volume until the close of navigation.

RANGE BOILERS—Sales continue to be lively, and we still quote: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE — Still another advance has been scored in the primary markets so that producers have been forced to boost prices on lead pipe. We now quote as follows: 10 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Business is extremely brisk. We give discounts as follows: Discounts on all sizes of nipples up to 6 inch, 67½ to 70 per cent.

IRON PIPE—The scarcity in certain sizes is now more pronounced than before, and with the heating season now in full blast this is likely to be somewhat seriously felt. Our quotations remain as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — Although the season for these goods is nominally over, shipments of considerable size are still being made. We continue to quote: Standard soil pipe, 50 p.c. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—With tin firmer and lead higher than for many years past, prospects are for early advances. In the meantime we are quoting: Bar solder, half-and-half, guaranteed, 24c.; No. 2 wiping solder, 21c.

ENAMELWARE — Trade continues good, with prices still being quoted as follows: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65, special $18.65; plate E11 and E21, 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 feet, 1st quantity, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.: special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, September 21, 1906.

An advance has been made on soil pipe, the extra ten off which has been given during the past few weeks being taken from the list. This applies only to medium and extra heavy pipe and fittings and makes the discount 65 per cent. on those lines. Lead pipe has also advanced, the discounts being now ten per cent. instead of fifteen. This has been expected for some little time owing to the increasing price of pig lead, as noted in these columns. Solder remains the same, as does also iron pipe. Business has been easing off a little, but a large volume of trade is expected next month, closing out the work which must be done before the cold weather sets in.

LEAD PIPE—The discount on lead pipe has been lessened to 10 per cent. as a result of the increasing price of pig lead. Lead pipe, 8c.

SOIL PIPE AND FITTINGS—Medium and extra heavy lead pipe and fittings are back to their former price, the extra ten having been taken off again. We quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 10 and 5 per cent.

IRON PIPE—Prices are uniform throughout the trade. We quote: Black, 1-in. pipe, $4.37; galvanized, 1 in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS — We quote as follows: Cast iron elbows, tees, crosses, etc., 67 1-2 per cent.; cast iron plugs and bushings, 67 1-2 per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65 1-2 per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon, standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS—A large volume of business is being done, jobbers and manufacturers being taxed to their utmost to fill orders. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER—Solder is keeping pretty even at present, there being no change for some weeks. We quote as follows: Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE — Quotations are as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet, first quality, $14.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.90. Fittings extra.

LONDON'S NEW BRASS WORKS.

The Mann Brass Works, under the management of A. W. Mann, formerly traveling salesman for the James Robertson Company, Toronto, and manager of the Canada Brass Works, London, has commenced operations and a very nice looking line of plumbers' brass goods is being placed on the market, the trade mark being the small figure of a man. Mr. Mann's long connection with the plumbing trade should win him a goodly share of the business to be done.

LARGE HEATING JOB.

Smith Bros., plumbing and heating engineers, London, are just completing the installation of a heating system in the Tecumseh House, London. It is probably the largest job yet undertaken in Western Ontario, comprising 7,500 feet of radiation and 185 Sovereign radiators being used on the contract. Another feature of the job is the installation of the automatic vacuum system of return heating, an improvement on similar systems, for which the Toronto Furnace & Crematory Company are Canadian agents. An interesting article is promised our readers shortly regarding the work done in the Tecumseh House.

OZONE FOR WATER PURIFICATION.

Various experiments are being made in Europe for pure water supply for cities, one of the most prominent being de Frise's system of employing ozone for the sterilization of water at Saint-Maur, near Paris.

The main facts of this process are contained in a report addressed by Dr. Miquel, chief of the micrographical service of the Mont Souris Observatory, to the sixth commission of the Paris municipal council. Experiments were undertaken with water filtered through sand at various speeds in order to test the extent to which the bacteria present were destroyed by exposure to air containing very slight admixtures of ozone. From 50 up to 100 cubic meters of filtered water were dealt with per hour, and each set of tests lasted for five hours. The filtered water in very many cases contained germs of the bacillus coli, but after the water had been subjected to the de Frise process these bacteria were invariably destroyed. These experiments confirm the results obtained in a previous set of trials carried on during the first three months of 1905. Dr. Miquel reports that the process has been found capable of eliminating a large proportion of the bacteria present in water of various descriptions and of permanently destroying with certainty the germs of bacillus coli, which possess greater resisting power than the Eberth bacillus and the cholera spirillum. The cost of this treatment is stated, in dealing with large volumes, to be about 1½ centimes per cubic meter, say 1½c. per 1,000 gallons.

PLUMBING PARARGRAPHS.

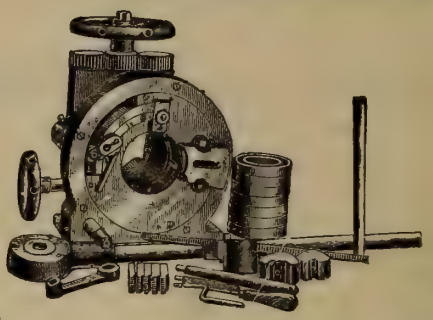
The town of Dalhousie, N.B., advertises for tenders for laying waterworks mains, and other work incident thereto.

The city of Winnipeg asks tenders for the supply of 7,500 feet of 3½-inch cotton rubber-lined hose for the high pressure fire service system.

The Halliday gas well at Chatham, at first reported to be flowing 1,500,000 feet a day, is now said to give from five to eight million feet. The owners are jubilant.

The United Association of Journeymen Plumbers, Steamfitters, Gasfitters, etc., met in the Labor Temple, Toronto, this week. Nearly 300 delegates were present. Mayor Coatsworth and Ald. J. J. Graham extended the city's welcome.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

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Catalogue for the asking.
Quick shipments.

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that come to me for any requisite in the Enamelware and Heating Goods lines are turned out with a full measure of satisfaction for the dealer.

Because I have the wares and personally keep an eye on the shipping end is reason enough why some of your business should come my way.

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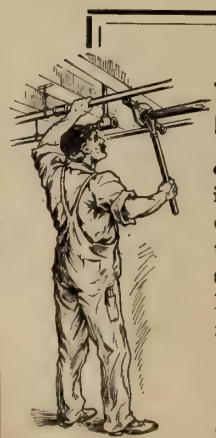
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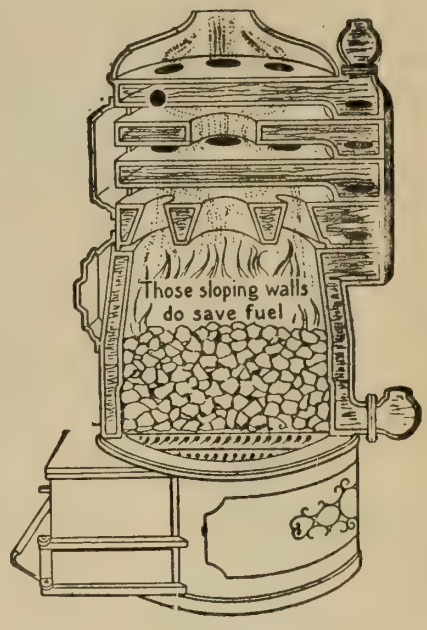
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Because
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That isn't just talk,—it is just fact,—fact we can prove to you and you can prove to your customer. If you'd ask we'd prove, too, that the kind of selling-help you get from us is the only kind that makes you sure you'll get all the trade in your town worth while.

Asking costs a two-cent stamp, or even a post card. What might not asking probably cost you.

The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

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NOTICE.

We are issuing a booklet which we know will be of interest to all practical plumbers. Write and we will be pleased to mail you one.

UNITED BRASS MFG. CO.
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THE LARGEST WORK
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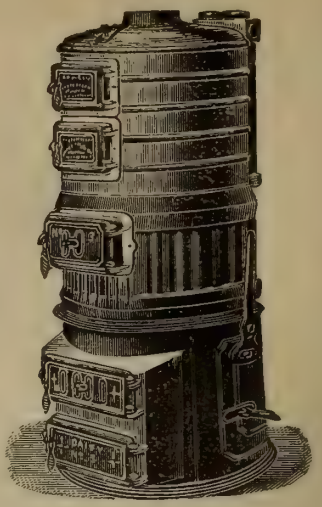
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Do you see that boiler there? That's the **DAISY IMPROVED.**
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last longer than other kinds. The material from which they are made is more genuine, the principle on which they are made is more meritorious. The people who make them are more experienced.

Wouldn't you like to be a Daisy Dealer? Drop us a line.

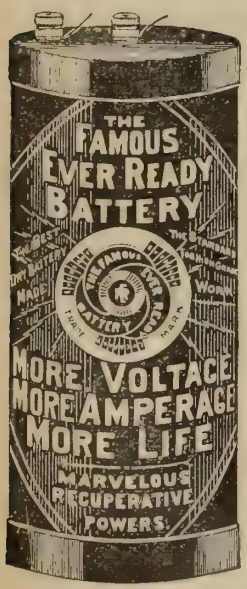
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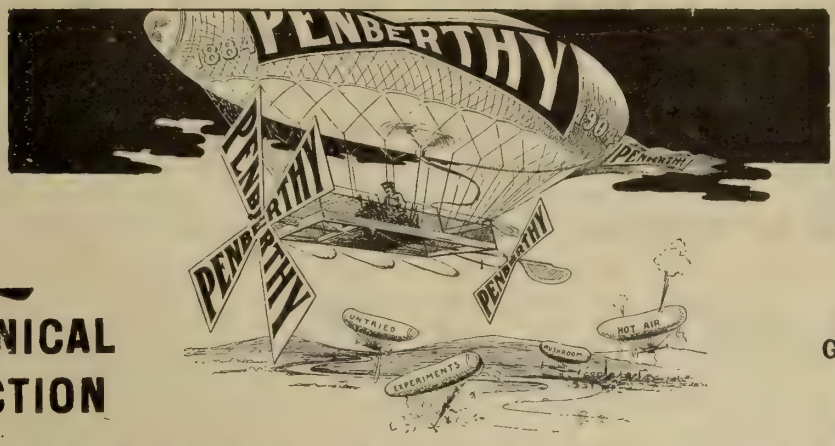
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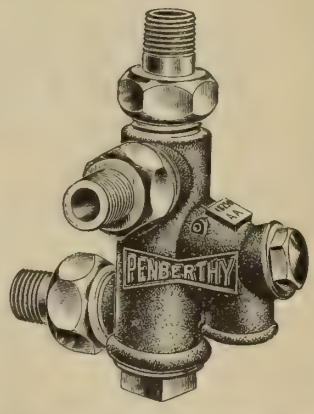
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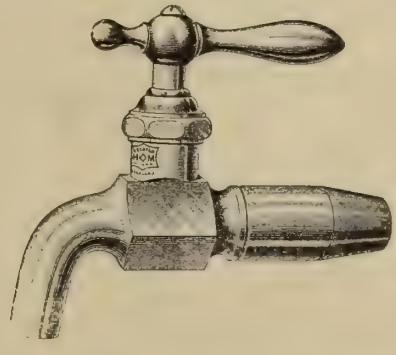
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H. MUELLER MFG. CO.

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"Joliette" and "Cyclone" and "Black Diamond"—

They're the Brands that Sell

¶Our shippers would say, "Well, we guess we know that!"

¶Pretty hard for men to keep Joliette and Cyclone and Black Diamond out of their mind when they are always filling Joliette and Cyclone and Black Diamond orders.

¶Just to prod your memory we might say that "Joliette" and "Cyclone" are Canada's Best Brands of **Sheathing.** "Black Diamond," Canada's Best Brand of **Tarred Felt.**

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F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Sept. 21, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's	per lb...	0 27½ 0 28

BOILER AND T.K. PITTS.

Plain tinned	35 per cent. off list.
Spun	

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb	0 24

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$44 00 $44 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I.C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50

"Allaway's Best"—Standard Quality.

I C, 14 x 20 base	4 75
I X, 14 x 20 "	5 75
I X X, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
I.C., special sizes, base	4 25
20x28	7 75

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 05	2 15
Forged iron "	2 30	
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"T " warranted		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40
On large orders special discounts given.	

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber	0 11¾
Philadelphia	0 08½
Canadian	0 06
Hardware Babbit No 1	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
to 10 gauge	2 45	2 60
14 gauge		2 80
17 gauge		2 40
18 "	2 30	2 45
20 gauge	2 30	2 55
22 "	2 30	2 60
24 "	2 30	2 70
26 "	2 35	2 85
28 "	2 40	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 80
Galvanized Canada Plates, 52 sheets	4 25

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10½ oz. (American gauge)	4 25	4 60
28 gauge "	4 00	4 25
26 " "	3 75	3 90
24 " "	3 50	3 70

	Comet.	Queen's Head.	Bell.	Windmill Best
16 to 20 gauge	3 40			3 40
22 to 24 gauge	3 55	3 90		3 65
26 "	4 10	4 15		3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 5c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.			7 00
"	¼	"	5 85
"	5-16	"	4 45
"	⅜	"	3 75
"	7-16	"	3 50
"	½	"	3 25
"	9-16	"	3 20
"	⅝	"	3 20
"	¾	"	3 10
"	1	"	3 00
"	⅛	"	3 05

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	21 00	21 50

Bars.

Cut lengths, round, ½ to ⅞ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60	25 00
Plain, 14 oz	26 00
Tinned copper sheet	27 00
Planished	34 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

ZINC SPELTER.

Foreign, per 100 lb	7 00	7 25

ZINC SHEET.

5-cwt. casks	7 75
Part casks	8 00

LEAD.

Imported Pig, per 100 lb	4 75	4 85
Bar, "		4 70
Sheets, 2½ lb. sq. ft., by roll		0 06
Sheets, 3 to 6 lb. "		0 05¾

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra			1st quality	Special
4 and 4½ ft.	3	in. rolled rim	$19 65	17 65
5 feet		"	20 65	18 65
5½ "		"	22 15	20 15
6 "		"	24 90	22 90
Plate E II				
5 feet	2½	in. "	19 15	17 15
5½ "	2½	" "	20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c. 30 & 10 p.c.	
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality	Special.
Plate E 2 1	2 & 5 p.c	20, 10 & 5 p.c.
Kitchen, plate E 300, 650 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 10 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 09	¼ inch	2 92
¼ "	2 09	⅜ "	2 92
⅜ "	2 42	½ "	3 27
½ "	3 06	¾ "	4 20
1 "	4 37	1 "	6 02
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 10
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 percent.

Kerr's standard brass disc steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 70 per cent.

Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock	net 1 75
No. 4 " "	" 1 90
No 7 Fuller's	" 2 35
No. 4½, "	" 2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208 2 25

Square head brass cocks, discount 65 per cent

" " iron " " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	net 25 00
" 35 "	" 29 00
" 40 "	" 33 00

Discount off copper boilers 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8 50
40	7 00	9.50
52	11.00	14 00
66	18.00	20.00
82	21 00	24 00
100	29.00	34 00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

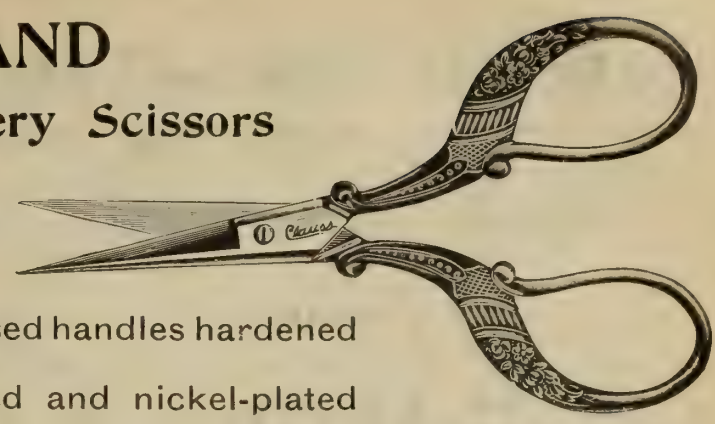
Med. and Extra heavy pipe and fittigs, discount 65 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

Light pipe and fittings, per 60 cent. off.

CLAUSS BRAND

Fancy Oxidized Embroidery Scissors



FULLY WARRANTED

Hand forged from finest steel. Pressed handles hardened in water.

Full crocus finish. Finely oxidized and nickel-plated

The Clauss Shear Co., - Toronto, Ont.

SINKS

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

½-lb. per lb.	0 37
1-lb. or over "	0 34

SOLDER.

	Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 24	0 25
Wiping	0 21	0 23

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.	Per 100 lbs.	
Pure	6 50	6 75
No. 1	6 10	6 40
No. 2	5 80	6 10
No. 3	5 55	5 80
No. 4		5 25
Munro's Select Flake White		7 00
Elephant and Decorators' Pure		6 80
Monarch		6 50
Standard Decorator's		6 25
Essex Genuine		5 75
Brandram's B. B. Genuine		7 50
"Anchor," pure		6 25
Sterling Pure		6 00
Ramsay's Pure Lead		6 40
Ramsay's Exterior		6 15
Crown and Anchor," pure		6 50
Sanderson Pearcy's		6 15

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07
French V. M.	0 06
Lehigh	0 06

GROUND WHITE ZINC.

Pure	0 08
No. 1	0 06½
No. 2	0 05½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls per gallon	0 60
Senour's Floor Paints, gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00

	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground 46c. per lb., f.o.b. Eastern Canadian points.
Shellac, bone dry, 56c. per lb., f.o.b., Eastern Canadian Points.
Shellac. T N. orange, etc., 49 to 53c, f.o.b., New York.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8.50 and 5% list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 6 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63¾ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb	0 07½	0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅝ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60

Machine Bolts, all sizes, ⅝ and less	55
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts	70
Coach Screws, coneipoint	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M 4 25
Small heel	" 4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS

American	per doz. 1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS

Nos. 32 and 33 per gross 7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK

Carpenters' Colored, per gross	0 45	0 75
White lump. per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS

Davis Clothes Reels, dis 40 per nt.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.
Plain or Corrugated.

2-inch	per 100 feet	3 00
3 "	" "	4 00
4 "	" "	5 25
5 "	" "	6 75
6 "	" "	9 00

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DOOR SPRINGS (COIL).
Chicago Spring Butt Company.
Chicago Door Springs, 25 per cent.
Reliance Door Springs, 25 per cent.

DRAW KNIVES.
Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.
Hand and Breast.
Millar's Falls, per doz., net list.

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.
Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 00

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.
White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.
Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10		cent
Arcade	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's	70	" 10	"
American	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson	6⅔		"
Royal	80		"
Globe	70 to 75		"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.
Window Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.
Marking, Mortise, Etc.
Stanley's discount 50 to 60 per cent.

Wire Gauges.
Winn's, Nos. 26 to 33 ....each 1 65 2 40

GILLETT'S POWDERED LYE.
1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	....	9 00
" " ⅞ "	"	....	10 00
" " 1 "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.
Nail.
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.
Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 8½

Ball Pean.
English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.
C. & B., discount 40 per cent., revised list.
Hoe.
C. & B., discount 40 per cent., revised list.
Saw.

American	per doz.	1 00	1 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.
Canadian, discount 40 per cent.

HANGERS.	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HANGERS, BARN DOOR.
Chicago Spring Butt Company.
Chicago Friction Hangers. .....5 per cent.
Chicago Oscillating Hangers.....5 "
Chicago Big Twin Hangers.....5 "

HARVEST TOOLS.
Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.
Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40	
" 2, "		4 85	
Barrel, Underhill		5 00	

HAT ENAMEL.
Henderson & Potts' "Anchor Brand"

HAY KNIVES.
Net prices.

HINGES.
Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge—

to 70 in	per 100 lb.	....	4 50
12 in. up	"	....	3 25
Spring, No. 20, per gro. pairs		....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

SPRING HINGES.
Chicago Spring Butt Company.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago (Ball Bearing) Floor Hinges, 40 and 5 per cent.
Garden City Fire Engine House Hinges, 12½ per cent.
Chicago Saloon Door Spring Hinges, 12½ per cent.

HOES.

Garden, Mortar, etc., discount 60 per cent.			
Planter	per doz.	4 00	4 50

HOLLOW WARE
Tinned cast, 35 per cent

HOOKS.
Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.
Wrought hooks and staples Canadian discount 60 per cent.
Wire.
Hat and coat, discount 62½ per cent.

Belt	per 1,000	....	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.
'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.
F.O.B. Montreal

M.R.M.'Co. brand, base		3 65
New Pttern "P B" horseshoes		3 50

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.
Discount 50 per cent.

KEYS.
Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	....	0 60

KNOBS.

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.
Discount, 60 per cent.

LADDERS, EXTENSION.
Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00	
Ordinary, with O burner	"	3 50	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LOCKS.
Canadian, 50 to 50 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.
Eagle discount 30 per cent

Padlocks.

English and Am	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.
Iron and Brass.
Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.
German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	....	1 15

MILK CAN TRIMMINGS.
Discount 25 per cent.

NAILS.	Cut.	Wire.
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	0 85	2 50
No. 1	0 85	
No 1573	0 75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

U. S. Navy	per 100 lb.	....	75
Plumbers	"	....	3 00

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED.)
Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.
Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "	"	...	9 60

PLANES.
Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.

STANLEY PLANES

No. 2	1 55
" 3	1 65
" 4	1 80
" 5	2 07
" 6	2 68
" 7	3 00
" 8	3 60

Net List prices.

POULTRY NETTING.
2-in. Mesh, 19 w.g., dis. 50, 10 and 5 per cent
All others 50 per cent.

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00	9 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Results Speak Loud *in Hardware and Metal Want Columns. They are widely read. Give it a trial.*

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern		1 40	2 00
Canadian pitcher spout		1 80	3 16

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	3 00	15 00
Tinners', solid	per set	....	0 72
" hollow	per inch	....	1 00

RAKES.

Wood	per doz. net	1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros.' "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 35 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal		0 10½
Pure Manilla		0 15
"British" Manilla		0 11½
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ¼ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet	per doz.	0 60
" " 60 feet	"	0 75
" " 72 feet	"	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 75
" No. 50, nickle-plated	"	0 80
Common, plain		4 50
" plated		5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 40 and 5 per cent
Emery, discount 40 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.

Crosscut, Disston's	per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete	each	0 75	2 75
" frame only	each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century $6 25
" " No. 1 Maple Leaf 5 25
" " Happy Medium 4 25
" " Watch Spring 4 25
" common frame 4 00

SASH WEIGHTS.

Sectional	per 100 lb.	2 00	2 25
Solid	"	1 50	1 75

SASH CORD.

Per lb	....	0 31

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style	per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish	per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood	per doz.	3 25	4 00
" iron	"	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net	6 00	9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.) $18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose	$17 50		$16 30
Bear	15 00		15 30
Fox	12 50		14 30
Black Cat	10 00		13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'		4 50	11 00

SQUARES.

Iron, No. 492	per doz.	1 90	2 25
" No. 493	"	2 40	2 55
" No. 494	"	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 55½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized		....	2 75
Plain		....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita	per lb.	0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		....	25 00
" under 40 lb.,	"	....	28 00
" 200 lb. and over		....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	" "	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " " in bulk	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin	per doz.	2 75	5 00
English, Patent Leather		5 50	9 75
Chesterman's	each	0 90	2 85
" steel	each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.

German	per doz.	4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian	per lb.	....	0 27
Wrapping, cotton, 3-ply		....	0 25
" 4-ply		....	0 29
Mattress	per lb	0 33	0 45
Staging	"	0 27	0 35

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	9 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "	6c.	xtra
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 9 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge Nos.	Over 20 lbs. per 100 lbs.	10 to 20 lbs.	5 to 10 lbs
0 to 5	$0. 0	$ 75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1 50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING

Galvanized barb		2 60
Galvanized, plain twist		2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

High Carbon, No. 9		$2 45
" No. 11		3 10
" No. 12		2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net		1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Leader, 11 in.	per doz.	....	32 00
Royal Canadian, 11 in.	"	....	29 00
Royal American, 11 in.		....	29 00

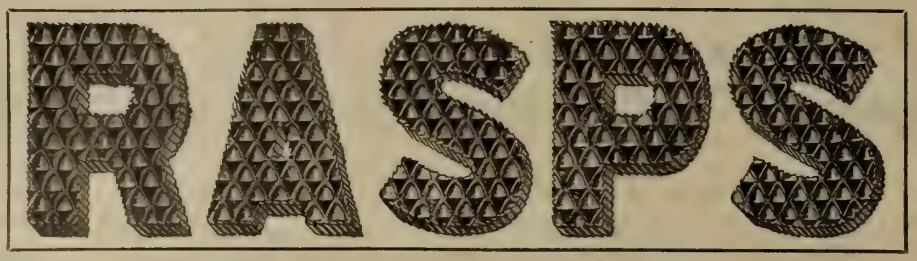
Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY Dominion Wks.

Nicholson File Co., Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

American Shearer Mfg. Co ... 41
Armstrong Mfg. Co ... 62
Armstrong Bros Tool Co ... 19
Arnsen, Andrew ... 15
Atkins, E. C., & Co ... 9
Atlas Mfg. Co ... 12

B

Barnett, G. & H. Co ... outside back cover
Barrett, Jos., & Sons ... 72
Batty Stove Co ... 12
Bell, Thomas, Sons & Co ... 47
Bird F. W ... 54
Birkett, Thos. & Son Co ... 1
Bowmanville Foundry Co ... 41
Bowser, S. F., & Co ... 56
Brantford Roofing Co ... 9
Brigent, A. E ... 15
Burr Mfg. Co ... 12

C

Cameron & Campbell ... 26
Canada Foundry Co ... 12
Canada Iron Furnace Co ... 45
Canada Paint Co ... 50
Canada Paper Co ... 12
Canadian Rubber Co ... outside back cover
Canada Smelting Works ... 45
Canadian Bronze Powder Works ... 47
Canadian Fairbanks Co ... 55
Canadian Heating & Ventilating Co ... 25
Canadian Sewer Pipe Co ... 45
Canadian Shovel & Tool Co ... 4
Caverhill, Learmont & Co ... 7
Chicago Spring Butt Co ... 1
Clauss Shear Co ... 67
Cluff Bros ... 64
Consolidated Plate Glass Co ... 52
Consumers' Cordage Co ... 10
Contract Record Co ... 19
Covert Mfg. Co ... 41
Cumming Mfg. Co ... 11

D

Davenport, Percy P ... 72
Davidson, Thos., Mfg. Co ... 4
Deseronto Iron Co ... 45
Dieckmann, Ferdinand ... 53
Dominion Cartridge Co ... 2
Dominion Wire Mfg. Co ... 13
Dorken Bros ... 64, outside front cover
Dowswell Mfg. Co ... 20

E

Eadie, H. G ... 45
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa ... 25
Erie Specialty Co ... 57

F

Fenner, Frederick ... 47
Forman, John ... 64
Forwell Foundry Co ... 62
Fox C. H ... 18
Francis-Frost Co ... 23
Frothingham & Workman ... 6

G

Galt Art Metal Co ... 55
Gibb, Alexander ... 18
Gibsone, J. B ... 18
Gilbertson, W., & Co ... 45
Glauber Brass Co ... 62
Greening, B., Wire Co ... 56
Guelph Spring & Axle Co ... 16
Guelph Stove Co ... 22
Gurney Foundry Co ... 23, 63
Gutta Percha and Rubber Mfg. Co ... outside back cover

H

Hanover Portland Cement Co ... 17
Harrington & Richardson Arms Co ... 10
Harris, J. W., Co ... 14
Hart & Cooley Co ... 72
Heinisch, R., Sons Co ... 17
Henderson, J. A ... inside back cover
Henderson & Potts Co ... 48
Heney, E N., & Co ... 72
Hobbs Mfg. Co ... 24
Hope & Noden ... 41
Howland, H. S., Sons & Co ... 5
Hutton, Jas., & Co ... 18
Hyde, F. & Co ... 57

I

Imperial Varnish and Color Co ... 46
International Portland Cement Co ... 17

J

Jamieson, R. C., & Co ... 47
Jardine, A. B., & Co ... 45
Johnson's, Iver, Arms and Cycle Works 54
Joy Mfg. Co ... 22

K

Kemp Mfg. Co ... 26
Kerr Engine Co ... 64

L

Leslie, A. C., & Co. outside front cover, 45
Lewis Bros., Limited ... 3
Lewis, Rice, & Son ... inside front cover
Lockerby & McComb ... 56
London Foundry Co ... 9
London Rolling Mills ... 15
Louden Machinery Co ... 16
Loughead, J. S., & Son ... 12
Lufkin Rule Co ... inside back cover

Mc

McArthur, Alex., & Co ... 66
McArthur, Corneille & Co ... 49
McCaskill, Dougall & Co ... 47
McClary Mfg. Co ... 24
McDougall, R. Co ... 72
Macfarlane, Walter ... 13

M

Maple Leaf Harvest Tool Co ... 8
Marlin Firearms Co ... 57
Martin-Senour Co ... 49
Merrell Mfg. Co ... 65
Metal Shingle and Siding Co ... 14
Metallic Roofing Co ... 43
Mitchell, H. W ... 18
Montreal Rolling Mills Co ... 55
Morrison, James, Brass Mfg. Co ... 53
Morrow, John, Machine Screw Co ... 17
Mueller, H., Mfg. Co ... 65
Munderloh & Co ... 69

N

Newman, W., & Sons ... 41
Nicholson File Co ... 70
North Bros. Mfg. Co ... 1
Nova Scotia Steel and Coal Co ... 45
Novelty Mfg. Co ... 20

O

Oakey, John, & Sons ... 45
Ontario Lantern & Lamp Co ... 13
Ontario Tack Co ... 44
Ontario Wind Engine and Pump Co ... 64
Orford Copper Co ... 45
Oshawa Steam & Gas Ftting Co ... 62
Owen Sound Wire Fence Co ... 25

P

Paterson Mfg. Co ... 68
Pearce, Frank, & Co ... 18
Pelton, Godfrey S ... 47
Penberthy Injector Co ... 65
Peterborough Lock Co ... 9
Peterborough Shovel & Tool Co ... 14
Phillips, Chas. D ... 17
Phillips, Geo., & Co ... 56
Pink, Thos ... 11

R

Ramsay, A., & Son Co ... 49
Reid, David, & Co ... 18
Robertson, James Co ... inside back cover
Roehester Lamp Co ... 16
Roper, J. H ... 25
Round, John, & Son ... 17

S

Samuel, M. & L., Benjamin, & Co ... 2
Scarfe & Co ... 22
Scott, Bathgate & Co ... 18
Sells Commercial ... 15
Seymour, Henry T., Shear Co ... 17
Shantz, I. E., & Co ... 62
Sharratt & Newth ... 12
Sherwin-Williams Co ... 44
Silica Barytic Stone Co ... 17
Spear & Jackson ... 15
Stairs, Son & Morrow ... 70
Standard Ideal Sanitary Co ... 58
Standard Paint and Varnish Works ... 47
Starr Mfg. Co ... 15
Steel Trough and Tank Co ... 12
Stephens, G. F., & Co ... 41
Sterne, G. F., & Son ... 18
Stewart, Jas., Mfg. Co ... 18, 21

T

Taylor-Forbes Co ... outside front cover
Thompson, B. & S. H., Co. outside back cover

U

United Brass Mfg. Co ... 63

V

Vickery, O ... 62

W

Wallace Barnes Co ... 64
Western Wire Nail Co ... 20
Wilcox Mfg. Co ... 14
Winnipeg Paint and Glass Co ... 41
Wright, E. T., & Co ... 12

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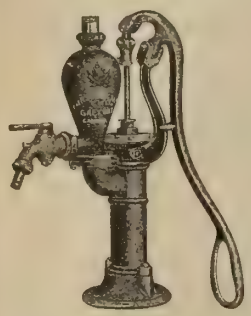
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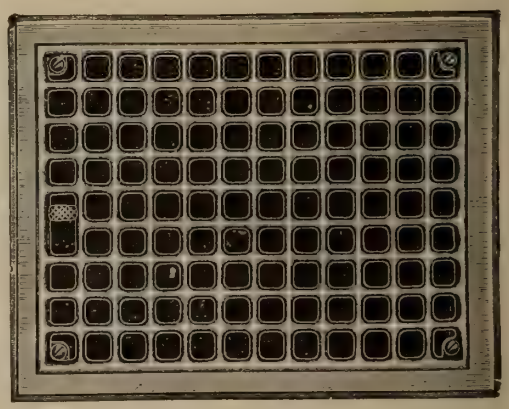
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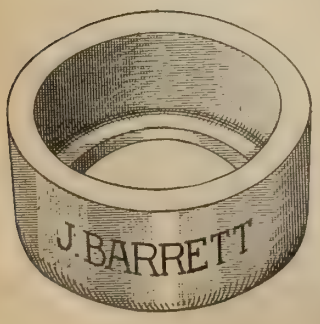
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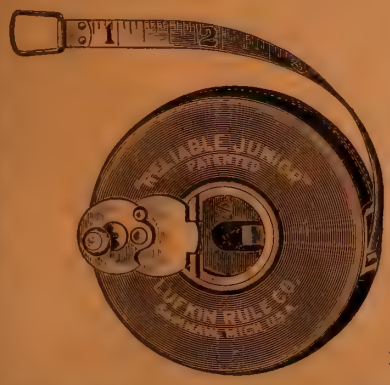
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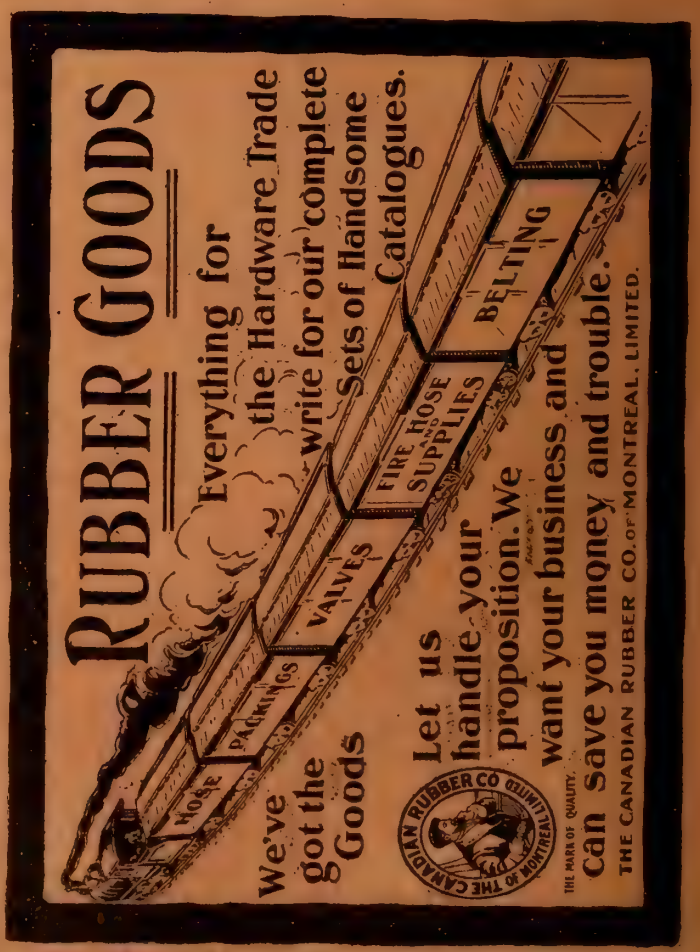
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PLUMBING SECTION, PAGE 57.

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TAYLOR-FORBES COMPANY, LIMITED

TORONTO—1088 King St. West.
MONTREAL—122 Craig St. West.
Head Office and Works, GUELPH, ONT.

AGENTS:
Mechanics' Supply Co., Quebec.
Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 71.

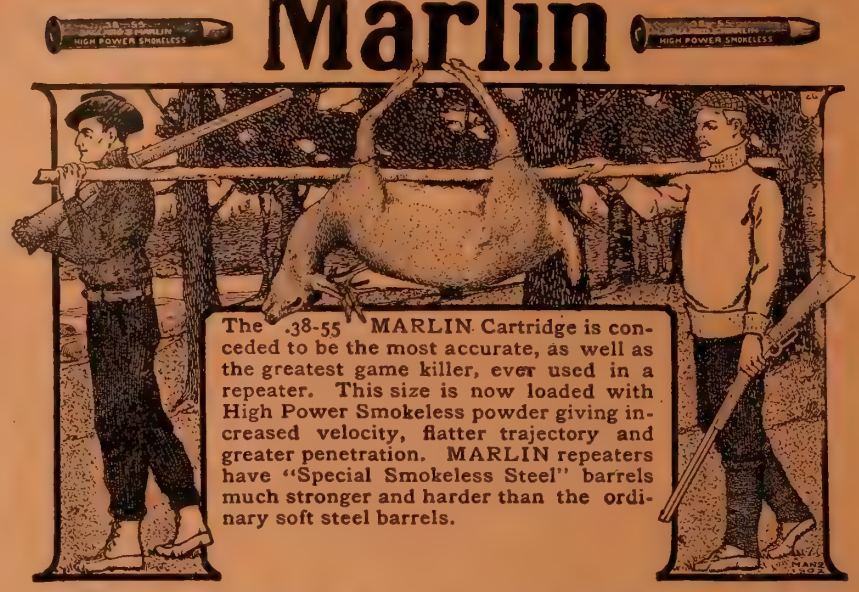
GUNS AND RIFLES

RETURNED
OCT 1 1905

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ook No. 55
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raw.



Marlin



The .38-55 MARLIN Cartridge is conceded to be the most accurate, as well as the greatest game killer, ever used in a repeater. This size is now loaded with High Power Smokeless powder giving increased velocity, flatter trajectory and greater penetration. MARLIN repeaters have "Special Smokeless Steel" barrels much stronger and harder than the ordinary soft steel barrels.



GUNS, RIFLES AND AMMUNITION

RETURN
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to Guns
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We carry a complete line of the newest models in sporting rifles and shot guns of the best English and American makes.

RIFLES

RIFLES

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

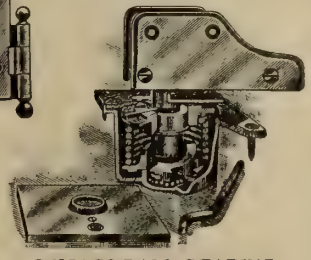
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of WINCHESTER and DOMINION Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

OTTAWA, ONT.

Other Tools are very Good Tools, but

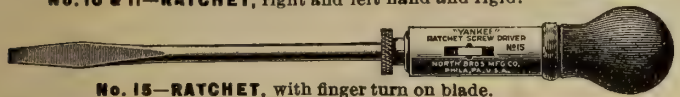
"YANKEE TOOLS"

ARE BETTER

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



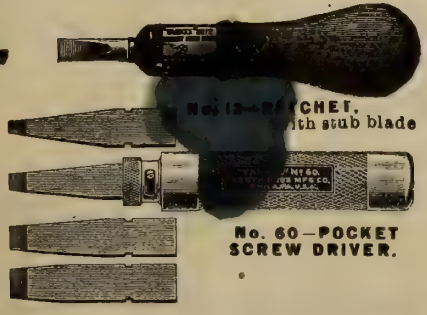
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



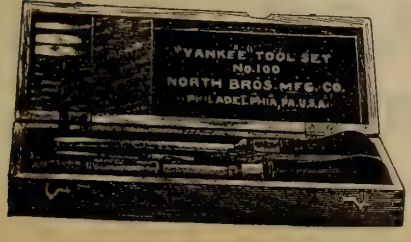
Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.



The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

"Preference without Sacrifice"

Do you know that Dominion Ammunition is enjoying an increasing business at every foreign point where it has been introduced?

The high quality, and satisfaction that **Dominion Ammunition** gives are responsible for this popularity. "Made in Canada" by the Dominion Cartridge Company, has become one of this country's best advertisements abroad.

To-day there is no better ammunition made than Dominion, and it will be to your financial advantage to sell and push our shot gun shells and cartridges.

WRITE US IF YOUR JOBBER DOES NOT SUPPLY YOU

Dominion Cartridge Company, Ltd.

No. 4 Hospital Street, MONTREAL

Foreign Agencies:

UNITED STATES
ENGLAND
AUSTRALIA
NEW ZEALAND
JAPAN
ARGENTINE
MEXICO
BRAZIL

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

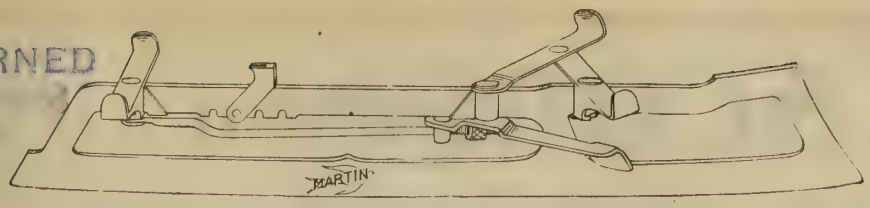
Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

RETURNED



"Martin" Folding Pocket Skate

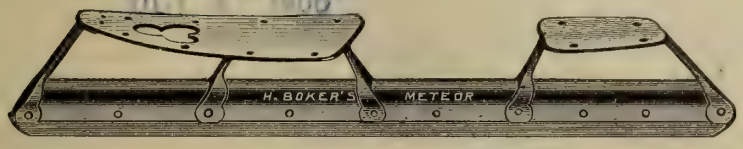
No. 20. All sizes in stock.



"Regal" Double End Hockey

Sizes 10½ to 11½.

Made by Starr Manufacturing Co.



Henry Boker's Meteor

One of the latest.

No. 9557½. Sizes 10½ to 11½.



Henry Boker's Beauty

A Favorite with the Ladies.

Sizes 8½ to 10½.

EARLY?

Yes, but—

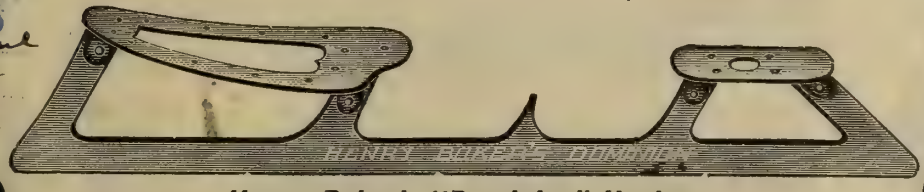
it would be impossible for us to carry the enormous range we do in all sizes. and not make any effort to sell them until the season opened.

If we did this we'd have to ask a much larger profit than we're asking now.

If you want to be sure of supplying your customers with a full line to choose from, get your orders in at once.

A post card will bring our salesman, or our Sporting Goods Catalogue showing 6 pages of Skates — which do you want?

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Henry Boker's "Dominion" Hockey

A first-class medium-priced skate. Sizes 10 to 11½.

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LEWIS BROS., Ltd.

OTTAWA
TORONTO

Montreal
WINNIPEG

VANCOUVER
CALGARY

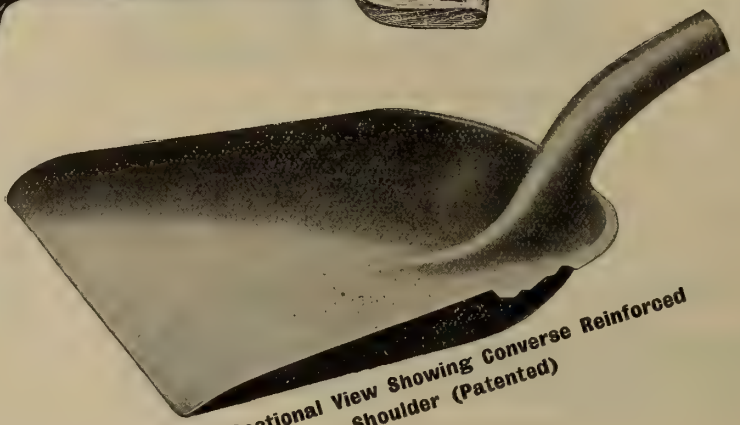
SCOOPS

Grain, Coal, Locomotive, House Furnace



MOOSE
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

1st Grade



Sectional View Showing Converse Reinforced Shoulder (Patented)

BLACK CAT
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

4th Grade



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

CUTLERY

JOSEPH ELLIOT & SONS
Sheffield
England

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Corporate Mark. J E C

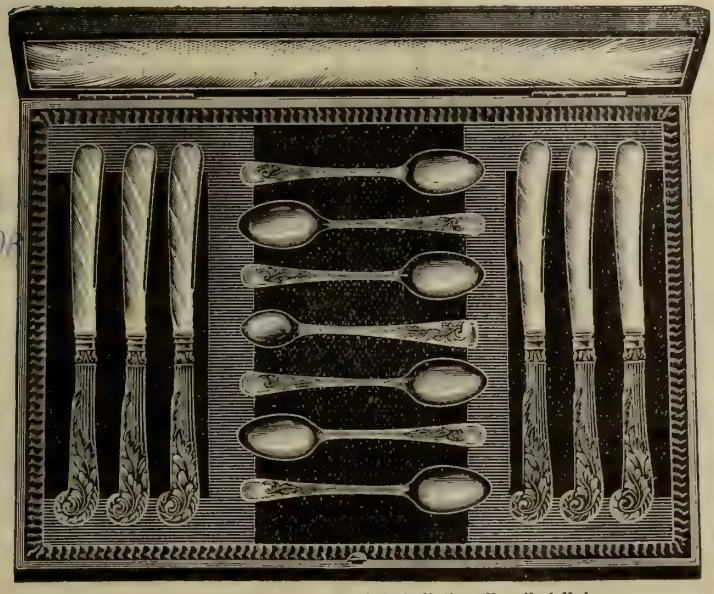
Elliot's goods are equal to the best



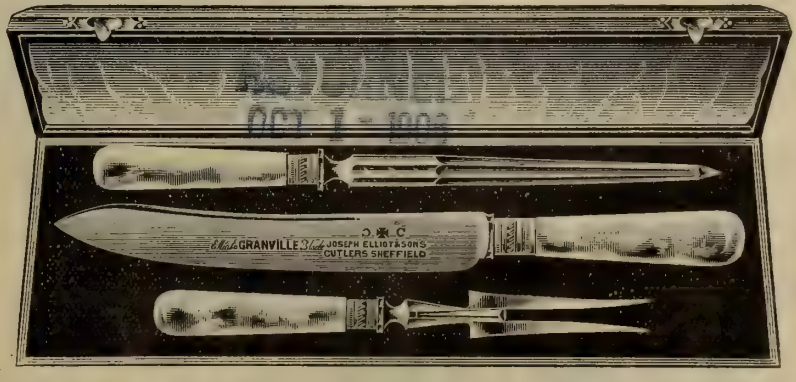
Pearl Handled Dessert Knives and Forks, in Plush-lined Walnut Cases



Stag Handled Carvers and Forks



Coffee Set—13 pieces, Electro-plated, Hollow Handled Knives, in Leatherette Plush-lined Case



Stag, Celluloid and Pearl Handled Carving Sets



Celluloid and Ivory Handled Carvers and Forks

For other lines and prices see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

We Ship promptly

Have you a Demand FOR Extra Good Chain?

F. & W.



Then sell Edge's.

Edge's Chain

is made of the best refined iron.

It will carry heavier loads and stand greater shocks than any other chain on the Canadian market. We have sold it since 1878, and have found it always uniform in quality and strength.

We recommend it for stump pullers, lumbering purposes, cranes, derricks, anchors, etc.

STRENGTH OF CRANE CHAIN

Size, in.	Working Load, lbs.	Breaking Strain, lbs.
3/16	672	2,576
1/4	1,120	4,928
5/16	1,792	7,280
3/8	2,464	10,080
7/16	3,360	13,776
1/2	4,480	18,144
5/8	6,720	26,880
3/4	9,520	39,200
7/8	12,320	39,280

In stock up to 1 1/2 inch.

Ask Our Travellers

to tell you about our

Black Champion



Michigan Half and Full Wedge Patterns

line of axes, and get their prices. You will need to replenish your stock soon for the Winter trade.

Dunn's Clipper and **Black Champion** axes are two good makes to handle. They are made of good material, properly shaped and tempered, and the prices are right. We have handled these axes for almost a generation and their quality continues good.

Dunn's Clipper



New England Pattern

HARDWARE F. & W. Limited, MONTREAL

(FROTHINGHAM & WORKMAN, Limited)



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STEVENS' No. 17 RIFLE

Is a Favorite among the boys. It is neat, accurate and reliable. It's simple action commends it at once.

.22, .25 AND .32 CALIBRE

CONSIDER THE MATTER NOW

LOOK OVER OUR BLUE BOOK FOR OTHER STEVENS LINES.

WHAT are you going to do about it?

The Fall is here, and the boys are looking for something to pass away the time with.

Their first thought is to purchase a

STEVENS
Rifle or Pistol

They have seen them advertised in the magazines, and are only waiting till you show them in your store.

No talk needed to sell them.

They are money-makers.

Stevens' Target Pistol

No. 43. .22 CAL.

FINEST LOW-PRICED PISTOL MADE



STEVENS-DIAMOND MODEL TARGET PISTOL.

GLOBE FRONT.

PEEP SIGHT.

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Caverhill Learmont & Co

Wholesale Distributors

MONTREAL and WINNIPEG

HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



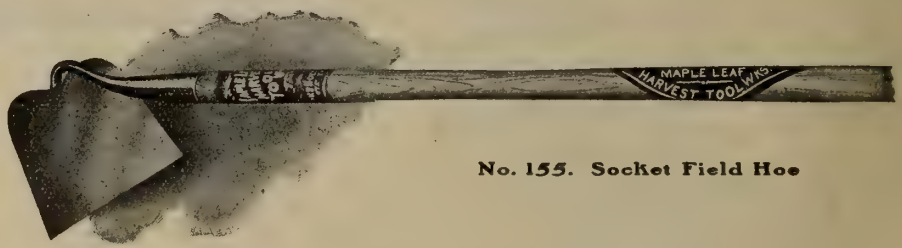
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



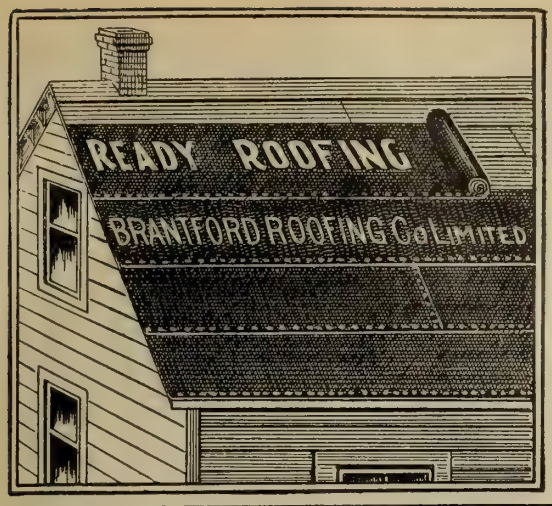
No. 155. Socket Field Hoe

TO THE MERCHANTS:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



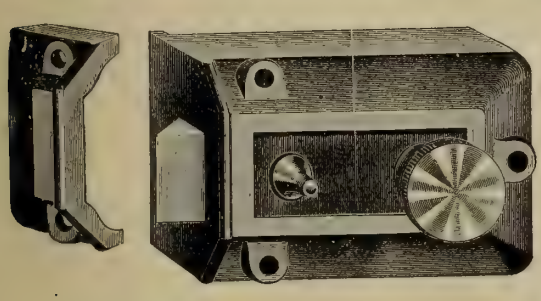
BRANTFORD "ASPHALT" "RUBBER" ROOFINGS

EASILY APPLIED.
FIRE-PROOF, ALKALI-PROOF, WATER-PROOF.
ELASTIC, STRONG AND DURABLE.
STEEP OR FLAT ROOFS.

Get Sample and Circular and Price

BRANTFORD ROOFING CO., LIMITED
BRANTFORD, ONTARIO

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

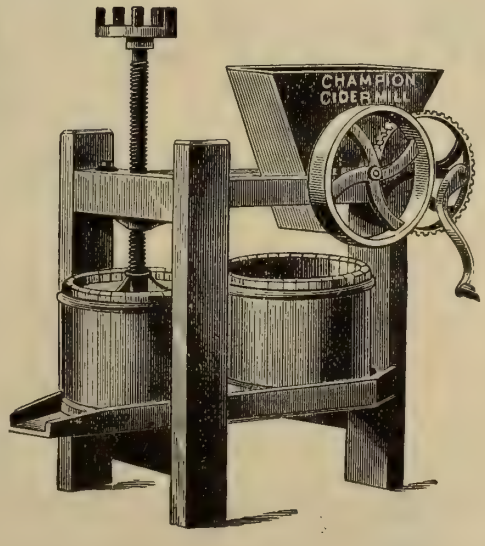


IT CUTS NAILS

Our new Nest of Saws contains a Compass, Keyhole and Metal Cutting Blade—fitted to an adjustable handle.
Indispensable to every Carpenter, Plumber, Electrician, Gas Fitter—or where nails are in the way. At your Dealers or write for Saw Sense Booklet. Tells all about it.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail.

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
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LONDON, CANADA

Do Your Books Show You?

Supposing Smith or Jones comes in when your book-keeper is away to lunch.

Can you open your books off-hand and put your finger on the item you want to know about?

If you can't there is something wrong with the system you use.

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You should be able to find an account in your books as rapidly as your book-keeper.

Your book-keeper merely keeps your books for you.

Then what good are your books to you if they won't show you at a glance where you stand?

Business Systems show you where you stand.

Business Systems always mean an early monthly report.

Business Systems mean simplicity, dispatch, accuracy and satisfaction.

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Your request will bring detailed information by return mail.

Address:

BUSINESS SYSTEMS LIMITED

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Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From Manilla, Sisal, Italian, Russian, Jute

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

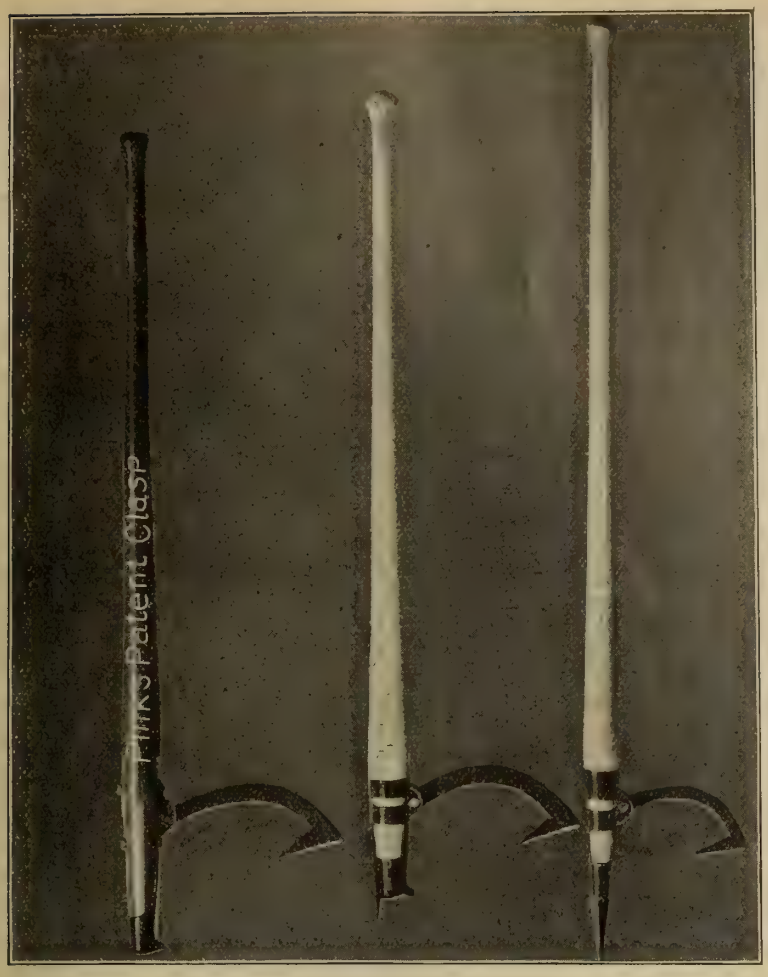
Wrapping, Rolling, Seaming, Sewing and Grape Twines

Careful Execution **SPECIAL ORDERS** Prompt Shipment

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

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MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

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THOMAS PINK
Pembroke, Ont., Canada.



The Quality of Peterborough Shovels, Spades and Scoops is a Guarantee of their Excellence.

"Peterborough"
"Lundy"
"Irwin" and
"Hill"

brands are the Best in the market. Catalogue on application,

Get the Shovels and Spades with SOCKET STRAPS, made only by

The PETERBOROUGH SHOVEL & TOOL CO.
LIMITED
PETERBOROUGH, ONT.

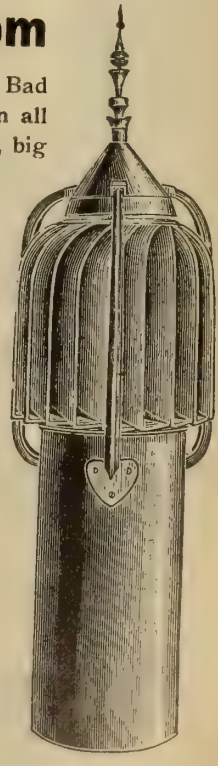
That Stuffy Room

is more deadly than desease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



Testimony

Montreal, June 7th, 1901
Messrs. J. W. HARRIS CO., LIMITED,
Montreal.

Dear Sirs,
I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or bad smell in any room.
F. D. MONK.

Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS

Contractors and Manufacturers - ***MONTREAL***

TRADE MARK

This design a guarantee of quality.

WRAPPING PAPERS

ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

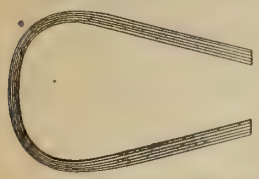
CANADA PAPER CO.

TORONTO LIMITED MONTREAL

J. S. LOUGHEAD & SON, Sarnia, Ont.

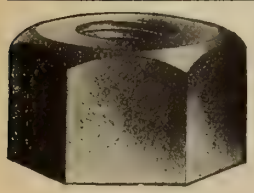
Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.



We use strictly first-class material, and good workmanship. Send for prices for your requirements.

Quebec Agent: J. A. BERNARD, 21 St. Peter St., Quebec, P. Q.



COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws ***Thumb Screws***
Set Screws ***Machine Screws***

SPECIAL DISCOUNT TO THE TRADE

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



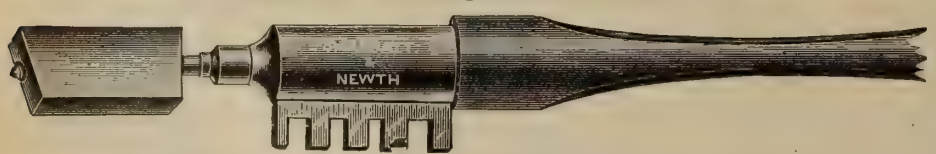
Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

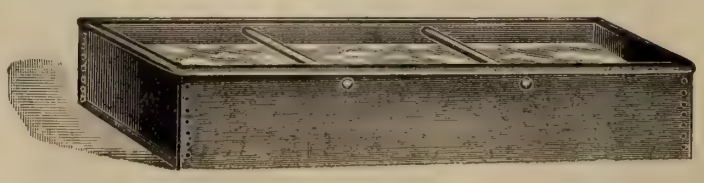
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

STEEL TANKS

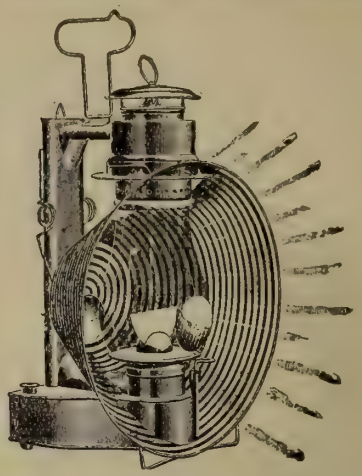


Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.

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A Nice Mantel is a fine piece of Furniture.

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But there's certain money in the Oil Heater that sells at sight and stays sold—only the Aluminum holds this record.

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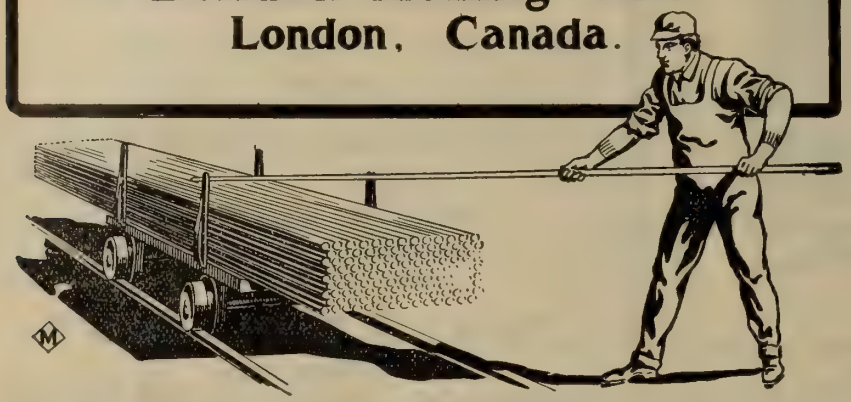
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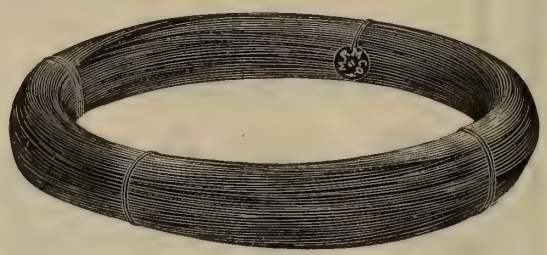
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It does not pay to handle Hay Wire that is hard and brittle, and will not stand the strain put upon it.

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SUITABLE FOR HARDWARE TRADE

A combination that everybody must have.

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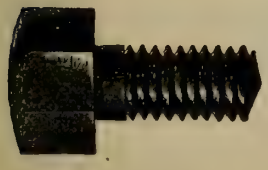
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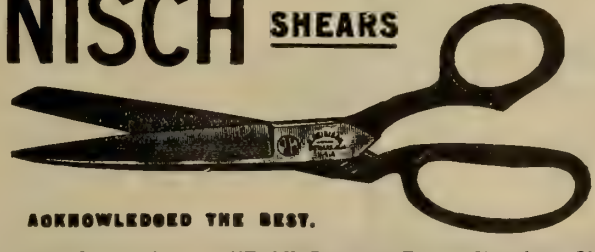


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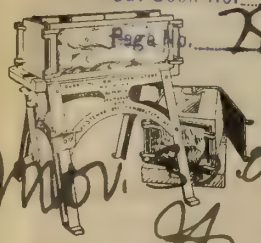


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Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
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Ont.	Income for 1905, over	3,680,000.00

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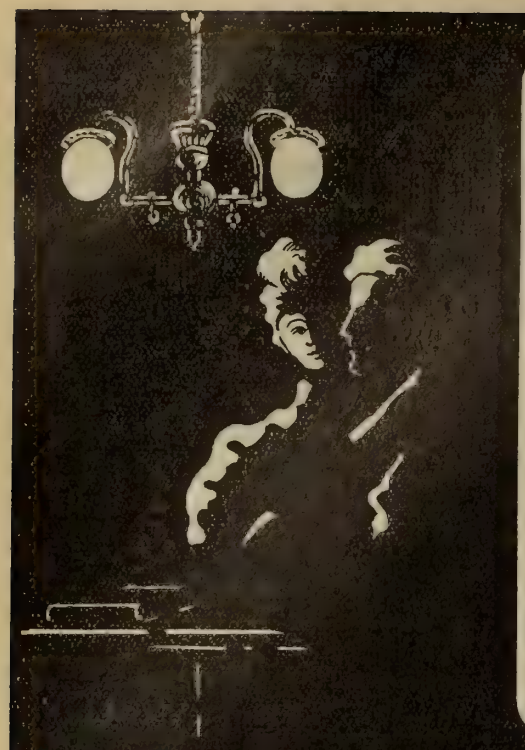
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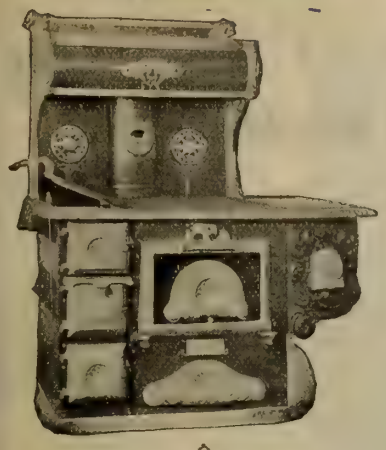
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We devote our entire attention to the manufacturing of Stoves and Ranges and know how to make them.

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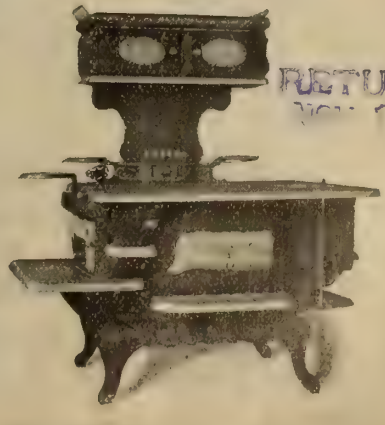
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The Best Low Priced Stove Manufactured



Four Sizes—No. 2, 3, 4, 5

The body is made of **heavy steel, brick-lined** throughout, having very heavy cast top and botton.

No grates to burn out—coal lies on bottom brick, which is thick and durable.

Highly nickeled, with screw draft and mica door.

A Very Powerful Heater

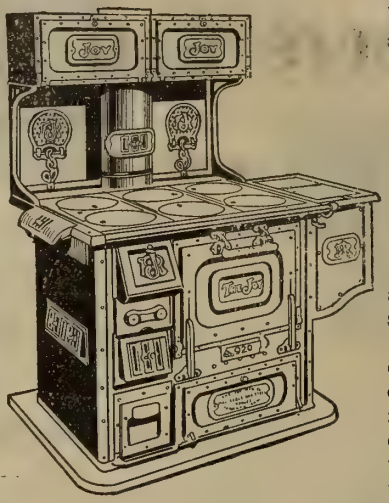
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at Winnipeg, for shipment to points in Manitoba, Saskatchewan and Alberta, either in local or mixed cars. Many dealers in these Provinces have secured the agency for

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If we are not represented in your town, let us get together, on the best **MALLEABLE** Range proposition in **CANADA**.

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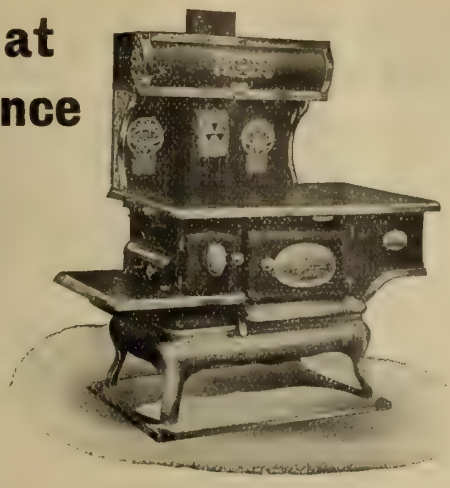
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to be the best range for the money and they know **WE** expect it too.

That is the reason our Ranges are made with such uniformity, that is the reason why **EVERYONE** "makes good."

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THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

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TRADE MARK

HAVE YOU SOLD

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It fills the bill when the lining and repairing of stoves and ranges is the thing desired.

Used for placing fire-brick in boiler furnaces also.

FULL DIRECTIONS ON EVERY PACKAGE

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Successors to

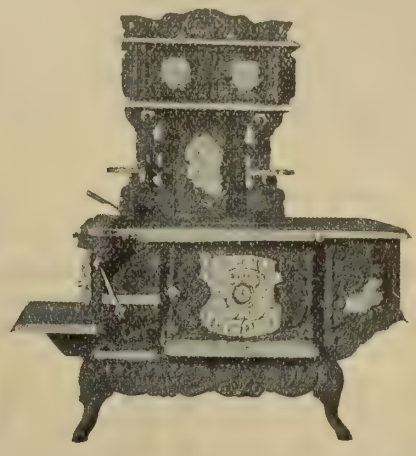
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Toronto, Canada

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Until you learn what the Imperial Oxford Range really does in the way of selling help for the dealer, you'll never know how easy it is to sell.

Not so much because we advertise the Imperial Oxford so widely, though that helps, of course; but because the women of Canada have found out that the Imperial Oxford actually does what other ranges almost do.



The Imperial Oxford bakes perfectly, because its diffusive oven flue makes faulty baking about impossible. It cooks perfectly, with least fuel and least bother, because it is designed and built to do that very thing.

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If we can show you (and we can) where your profit is better and easier with this range, what reason have you for not knowing the fact, at least.

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WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

116



Series No. 518

"FAMOUS" AIR-TIGHT HEATERS

Made in three series, Nos. 185, 518 and 510

"Famous" Air-tight Heaters are made from only the best grades of planished iron, and are carefully put together.

Have anti-rust coated, polished sheet-iron body, heavy sheet steel linings, and cast-iron pipe collar.

The screw-damper for opening or checking the draft is perfectly air-tight when closed, and will shut the stove up so tight that fire can be retained for hours without going out.

These stoves are made in very small and very large sizes, so that a size can be had to suit any sized place.

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"Famous" Air-tight Heaters are handsome enough for any house

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WINDOW GLASS

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SIMPLE



DURABLE RELIABLE

STYLE F.

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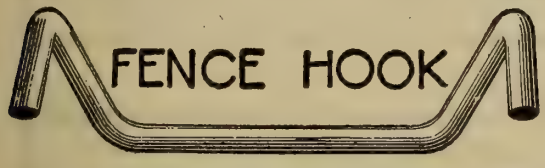
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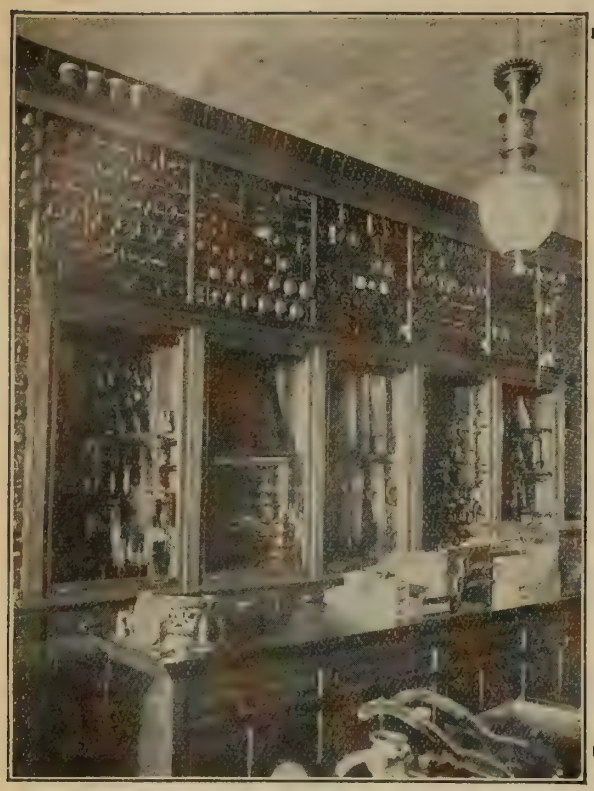
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SELLING STOVES ON EASY PAYMENTS

By H. A. Cole, Chicago, in the National Hardware Bulletin.

Is it practical or not for the average stove dealer to incorporate the easy payment feature in his business ?

The writer says it is not only practical but that if the average dealer does not incorporate this feature he will not have any stove and range business left to speak of in the next few years.

On my desk this morning is my report from one of the best towns in Iowa where the old line dealer is closing out his business and where the easy payment store has practically captured the entire stove business in the community.

It is a patent trade secret among well versed stove men, both manufacturers and dealers, that the stove trade of the country in both cities and towns is rapidly drifting into the hands of dealers who do an aggressive easy payment business.

This proposition together with the competition of the cut price catalogue house which appeals to the close buyer who has the cash, presents a fierce proposition for the average retail stove merchant to meet.

The way to meet it is to take advantage of the experience of those who are making a big success of the stove business and do business along these lines.

A positive advantage lies in the hands of the complete house furnisher from the mere fact that his extension of credit enables the purchaser to supply his entire household necessities.

This advantage is balanced to quite an extent in case of old line dealers by the general prestige and reputation for square dealing which they have with the buying public.

The way hundreds of dealers in the country have either already solved or expect to solve this proposition is to immediately add house furnishing departments to their business, often replacing present departments like the implement business that requires large capital and fails to pay adequate returns.

If the regular stove and hardware dealer adopts the same easy payment plan of selling goods in connection with the stove, refrigerator and gasoline stove business, and goes after the business aggressively, his general prestige above referred to will enable him to retain the trade of the high grade public who buy for cash and at the same time will enable him to hold the trade of that class of the buying public to whom terms of payment are the vital question.

The absolute necessity of the average dealer drawing his trade from the ranks of the entire buying public is in itself an imperative reason for the immediate adoption of this form of business by every stove merchant in the country.

Paying Ability of the Buying Public.

Apply this question to your own individual trade, both cash and credit.

Isn't it a fact that the large bulk of the most desirable patronage comes from the salaried classes who earn from $1.50 a day to $1,500 per year ?

People with such incomes cannot conveniently pay the cost of a stove or range or refrigerator at one time. Their ability to pay one-third or one-fourth of the purchase price and the balance at five to ten dollars per month will not only be a great convenience to them, but the dealer who sells them on these terms will be able to supply an actual want in the household of this customer months or years before the purchaser could supply it on any other basis.

How many merchants even, who read this article, have taken advantage of the easy payment terms themselves in books, sewing machines, musical instruments and furniture ?

The writer well remembers one or two experiences in his own early married career where the terms of payment enabled him to supply the household with a good piano and a quality of furniture that would not have been afforded had they been paid for entirely at the time of purchase.

The fact is, that the average stove merchant of the country has been entirely deceived by reading the ads of the aggressive easy payment house. The glaring headlines "Your Credit is Good, $5 Down and $1 Per Month," etc., have given the trade an idea that the easy payment house furnisher credits every one, good, bad and indifferent, takes any payment down regardless of the amount of the purchase and any payment which the customer chooses to pay.

With such an idea and his own average loose-jointed method of extending credit, it is no wonder that the average dealer has not for a moment considered the easy payment proposition.

Is it not a humiliating fact for the hardware and stove merchants to face in hundreds of communities, old line dealers who have failed to take up these new business plans with the prestige of years and honorable and conscientious dealings behind them, have to acknowledge that some former second-hand dealer who had neither capital nor prestige has captured their stove business and moved out of his second-hand joint into the best location the town affords.

The above conception of the business methods of the easy payment house furnisher is entirely wrong.

How to Extend Credit.

No class of merchants in the United States are, on the average, so careful in the extension of credit. Before credit is granted at all a systematic investigation is made. Certain questions and answers give the desired information and a permanent record of all the points which justifies the credit is kept.

The customer may come in on the strength of a "$5 down and $1 a month" advertisement, and wish to purchase an outfit of one of two hundred dollars.

In nine cases out of ten instead of a first payment of five dollars he will be handled by the dealer in such a way as to secure the first payment of from $25 to $50 up to the very limit of his cash ability, and instead of $1 per month the payment contract will be signed up for $5 or $10, according to the wages and the expenses the customer has to meet.

Every credit extended is thus handled on the basis of the individual customer involved, without reference to the advertisement that brought the customer to the store.

The business policy of the easy payment house has for one of its foundation facts a recognition that it costs money to sell on credit ; that it costs money to collect ; that it costs money to have one stock of goods in the house and one or two on your books ; that no firm can afford to tie up his capital in book accounts often to the extent of losing his own cash discount and sell the goods on the same margin of profit that he makes on the cash customer. Thousands of hardware dealers all over the land persist in giving the same prices on time as for cash, and I will venture the assertion that the average time stove sale of the hardware dealer averages a longer credit than is extended on the easy payment plan.

The easy payment houses of the country get considerably larger profits on the goods sold on time than are asked for the same goods by dealers not selling on payments. They give a substantial rebate to cash purchasers.

The answer of the public to the above business policy of one price for credit and cash sale is seen in every community in the cut price cash stores and the stupendous business built up on cut prices for cash by the catalogue houses, and on the other hand, of the equally startling growth of the houses who make the easy payment terms the main feature of their business.

How to Go Ahead.

For the average stove merchant to incorporate easy payments in his business he will first of all have to take a step that will take his breath to contemplate, namely, mark a straight advance of ten to twenty per cent. on every article that enters into the proposition of easy payments, and this time price must invariably be the price asked every purchaser regardless of whether he turns out to be a time or cash customer.

This is necessary because even though the terms of payment are the vital consideration to most purchasers, they don't want to have the fact rubbed in by having the dealer hold before his gaze the amount he is having to pay for his accommodation.

Another reason for this step is the fact that you will have to retain your hold on your close buying trade, many of whom are now patronizing the catalogue houses, and the strongest card you can play for winning and holding them is the knowledge of their getting a sub-

stantial reduction over the customer who buys on time.

The writer well remembers the trepidation with which he took this step about ten or twelve years ago when in the retail business he made the payment feature an aggressive part of our programme. I anticipated that every customer who was sent in to purchase a stove recommended by a former customer would put up a strong objection to the advanced prices asked for the same article. We only had one or two complaints and had no trouble in handling them.

Any dealer taking this step can be assured further by the fact that his price will still be considerably under the prices asked by the easy payment house.

This will enable the trade to give the cash customer when discovered a substantial reduction from the time price and still maintain the general average of profit which is necessary and reasonable.

This substantial reduction for cash will also do much in our opinion to handle the stove competition of the catalogue house.

The success or failure of the dealer who adopts this plan, however, lies in the credit methods employed.

Look After Payments.

The vital thing after the careful extension of credit and the arrangement of payments is the care with which payments are looked after.

There must be but one credit man in the house, and by the proper use of a dated file it should not take over fifteen or twenty minutes per day to check up every payment that is due on that day, and send a notice to the customer that his payment is in default.

A loose handling of your collection department will strand any one going in the payment business, as the minute your close-run customer finds out that but little attention is paid by the house to the way he makes his payments he will let this concern whistle for their money which he can use in so many other ways.

This same customer can be kept to a prompt paying basis in ninety-nine cases out of a hundred when he sees that he cannot neglect the payment twenty-four hours without your reminding him of the fact.

Some manufacturers stand ready to furnish a set of complete forms which will incorporate the latest and best plans found in their survey of the easy payment business of the country.

Easy Payments in the Country.

The answer that most dealers in the ordinary town will give to the above proposition is that you can do that kind of business in cities but you can't in the country. His trade is too different from the trade at any other point. Human nature, under specified financial conditions, is just the same wherever it may be.

Talk with these same dealers five minutes and you will find the greatest complaint he has is that the stove pedler has gone through his country and sold the best farmers for twenty dollars more than he would have sold one equally as good, the pedler giving four years time and getting the farmer's note for the amount.

What was it but the terms that was the vital consideration in this, just as it was in the thousands of sewing machines, musical instruments, in fact all pedler sales.

There is not a class in the community as open to the seduction of easy payments as the farmer, and the same farmer who will send cash to the catalogue house when he has it is the man who will pay the extra twenty dollars in order to get easy terms when he hasn't the cash.

A Few Concrete Instances.

In Omaha and Council Bluffs the stove dealers aggressively adopted the above plan ten or twelve years ago. Easy payment stores invaded both communities and are doing a big business, but the stove business is right where it belongs with the old line stove houses, who have adopted the modern business plans just about as outlined above of pushing goods on payments and rebating for cash.

The writer talked the other day with a Chicago traveling man who has gone into the easy payment house furnishing business in one of the nearby county seat towns. He stated that in eighteen months he had opened up many hundreds of accounts, he personally attended to every credit extended, he went over every payment due each day, and sent a notice to every one who failed to pay as per agreement, and had only lost three dollars to his knowledge since he started in business.

I investigated this same subject in another small neighboring town recently with the following results: There were three beautifully equipped stove and hardware stores and a couple of easy payment house furnishing stores, one of them run by a woman with the stock divided into widely separated stores, furniture in one place and stoves in the other. The former second-hand woman competitor was referred to very slightingly by the hardware dealers but careful investigation revealed the fact that she was rapidly capturing the stove business of the community. Was it because she was a woman or was it because she supplied a want the other stores failed to supply?

We have in mind another dealer in Southern Illinois who has unquestionably solved the catalogue house and easy payment proposition at the same time. He handles the catalogue house proposition by aggressively going after business with attractive prices and specialties that he can control, sending priced circulars with attractive prices several times a year, and the easy payment proposition by substituting house furnishings in place of the implement line, retaining only buggies in his trade.

A new catalogue house proposition faces the trade, viz: Easy payment houses that sell goods by mail on easy payments to anybody that can give good references.

We pass a new five-storey block every day that has lately been constructed to do business on this plan and are informed that another concern which has been doing this business for a year or two that can do any amount of business on this plan only limited by the capital they have to use. The patrons of these stores are unquestionably from the farm and smaller towns where most dealers would say they cannot do a time payment business.

From our point of view every dealer in the country should sell stoves and ranges on the lease and easy payment plan and must do so or lose his stove trade.

STEEL FURNACE.

Dealers in heating apparatus for household use are manifesting considerable interest in a new type of upright steel furnace made by the Stanton Heater Co., Martin's Ferry, Ohio. The main drum or radiating sheet of the furnace is constructed of locomotive firebox steel, 3-16 inch thick, the joints being tightly riveted to make a smoke and gas tight construction. The grate is of the shaking and dumping type and is supported by lugs on the grate rest. The latter is made in two pieces and is held in position by lugs bolted to the side of the ash pit. The radiator, of Bessemer steel, is connected to the radiating sheet, or main drum, at the smoke outlet, thus rendering the furnace effective to the fullest extent, and, it is claimed, reducing the amount of fuel used. The radiator is provided with a damper, so that the products of combustion pass directly to the chimney when the feed door is open, or down to the bottom of the radiator and thence to the smoke pipe. The radiator is fastened to the radiator sheet, or main drum, by a flange bolted to it, and connected by a slip joint 1-2 in. deep held in place by two bolts. The feed door is large, which is a great convenience in putting in the grate, the grate rest or the linings, or replacing any part that may be required. A simple and effective hot blast is made by connecting hot blast tubes with openings in the grate rest and thence to the top of the fire, where it mixes with the products of combustion. The furnace is made in two sizes, with estimated heating capacity ranging in the smaller from 10,000 to 15,000 cubic feet, and in the larger size from 15,000 to 20,000 cubic feet.

OVEN RANGE.

A simple type of kitchen range has been perfected by the Cole Manufacturing Co., of Chicago. A substantial skirt base supports the combustion chamber which is provided with the usual air-tight draft regulators. The combustion chamber supports a four-hole top on which cooking may be done. The products of combustion as they pass from the fire chamber are carried up behind the supports for an elevated oven and pass around the oven, heating it. An important feature of the construction is that it is adapted for burning various grades of coal. The fire chamber is composed entirely of cast iron, made very heavy to insure durability. The stove occupies but little space in the kitchen, and the oven is far enough removed from the direct heat to insure durability. A fire is not only quickly started, but owing to the use of malleable iron quick heating covers, the top is quickly heated for effective work. The air-tight construction insures complete control over the fire and the temperature of the oven.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg, Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

AN ORGANIZER AT WORK.

Hardware merchants in some Western Ontario towns and cities are being called on this week by Mr. J. D. Fletcher, formerly in the retail hardware trade as a member of the firm of R. Fletcher & Son, Toronto. Since the sale of their business Mr. Fletcher has traveled considerably in Ontario, Manitoba and Saskatchewan, and his wide experience should make certain his success as organizer of the Ontario association.

Mr. Fletcher is a strong advocate of trade organization and well posted regarding the obstacles which retail hardwaremen have to meet in the course of their business. His experience in the west and knowledge of the extent of the credit evil makes him favor strongly the establishment of a credit coupon and account collecting department of the association, as well as a Mutual Insurance Company to help in lessening the increasing burden of fire insurance expense.

No salary will be paid the new organizer, he having offered to take up the work for a few months on a purely voluntary basis, traveling expenses only being guaranteed him. If the same spirit pervades the trade generally the results of Mr. Fletcher's work should be eminently satisfactory.

PEDDLER'S COMPETITION.

A member of the association writes: "We are from time to time troubled with parties traveling the town and country peddling tinware. The Retail Merchants' Association boasts of the law respecting peddlers which they were instrumental in having passed, and we would like to have the details of the law as enacted published, providing it is not too lengthy. There is a gent of this sort now doing the town, and we think this thing should be stopped."

The law as it stands is incomplete, and the Retail Merchants' Association are now preparing a by-law which should be adopted uniformly by town and city councils to enlarge upon the provincial law. The information asked for will be given in these columns shortly.

THE WRONG ASSOCIATION.

Henry Gillies, general hardware merchant, St. Jacobs, writes: "How is it that we retailers here in St. Jacobs do not hear anything about the Retail Merchants' Association whenever there is a convention held? Mr. Brubacher organized a local association here last Winter and each member paid his $2 fee. I was appointed secretary and was given two books, and that was the last of it." Mr. Gillies wants to know why he did not hear of the recent convention until after it was held. He has been informed that he should be a member of the Retail Hardware Association if he wants to keep alive to what Ontario hardwaremen are doing. Every retail hardware dealer in Ontario whose address can be procured is sent an invitation to attend conventions of the Retail Hardware Association, and members are kept fully informed as to what the officers of the association are doing.

MONEY IN INSURANCE.

In an address before the Michigan Retail Hardware Association at the convention in August, C. A. Peck, secretary of the Hardware Dealers Mutual Life Insurance Co., of Wisconsin, said that a recent report showed a total of $520,000,000 fire insurance written in Wisconsin on which premiums were $8,000,000 and losses $3.000,000. "Where is the other $5,000,000?" asked Mr. Peck, "not in your pocket or mine unless some of you happen to own some stock in the fire insurance companies."

This is on their business in Wisconsin, and of all the companies doing business in the State the percentage of expense runs from 29 to 95 per cent., the latter of a company winding up its Wisconsin business. The Hardware Mutual has an expense of 11.3 per cent. and in May it was down to 9.3 per cent., but will probably average 11 per cent. We have written something over $30,000 for Michigan dealers on which their dividends are $182, with as much more interest in the surplus.

In the 28 months we have been running we have written $2,014,000 of insurance at an expense of about $5,500, and with a loss of $10,742.15. These losses we are now paying the same day they are adjusted without asking the usual discount of 1 per cent. for payment inside of 60 days.

We are now carrving insurance in 14 States and Territories and this year are paying back to policy holders 33 1-3 per cent. of their premiums, a saving that to me is certainly worth looking after. So far our losses have been four times as much on outside business as on Wisconsin business, but that only happens to be a coincidence, for hardware will burn in Wisconsin just as quickly as in any other State.

We have written an average of $4,000 every day so far in 1906, which amounts to some $71,000 more than all we wrote in 1905, which shows pretty clearly how the trade at large look upon this matter of carrying our own insurance. We claim hardware stores and stocks are better risks than livery stables, bakeries, saloons and general stores and writing only for the members of some state association we have a preferred c,ass of preferred risks to care for.

DOMINION CARTRIDGE EXPANDING.

Not content with the splendid trade they have worked up in Canada and foreign countries for their popular brands of shells and cartridges, the Dominion Cartridge Co., Montreal, have organized an American sales department under the direction of C. Asa Wood, for several years identified with the Simmons Hardware Co., St. Louis. Stocks are now being carried at three branches in the States, located at New York, Syracuse and St. Louis. The further extension of this trade means considerable to Canadian industry and the hardware trade throughout the country will learn with satisfaction of the progress being made by the company.

OBSERVATIONS OF AN EMPLOYER

"Not yet, but soon," spells failure.

Good judgment is often mistaken for old fogyism.

It's the men behind the methods that make a business what it is.

A cost clerk hired in time cheats the bankruptcy courts of many a case.

Many a failure in business is making money writing advice to young men.

Why overwork your memory when tickler cards are so cheap and so sure?

Less hard work and more thought would help many men to rise above the dead level.

The man who seems the busiest is not always the one who is really doing the most.

A pretty safe road to success is the one that leads to the nearest savings bank every pay day.

More than $9,000,000 worth of American goods were shipped from St. John, New Brunswick, during the fiscal year 1906 to the United Kingdom and South Africa. The principal shipment was 7,000,000 bushels of grain.

PATENTED VENTILATOR.

G. D. Pearson, 17 Pontiac street, Montreal, is the patentee of a ventilator which has been on the market quietly for years and has won considerable popularity, and now proposes to manufacture on a larger scale. During the past Summer twenty-four of his ventilators were used at Dominion Park, Montreal, and proved so valuable in providing fresh air to the stuffy amusement halls that electric fans and other artificial ventilation were superseded. Anyone wishing particulars about these ventilators will profit by writing Mr. Pearson and mentioning this paper.

HINTS ON CARE OF TOOLS.

The following hints on the best means of keeping tools in good condition can not fail to be useful :

The wooden parts of tools, such as the stocks of planes and handles of chisels, are often made to have a fine appearance by French polishing ; but this adds nothing to their durability. A much better plan is to let them soak in linseed oil for a week, and rub them with a cloth for a few minutes every day for a week or two. This produces a beautiful surface, and at the same time exerts a solidifying and preservative action on the wood.

The following recipes are recommended for preventing rust on iron and steel surfaces : All steel articles can be perfectly preserved from rust by putting a lump of freshly burnt lime in the drawer or case in which they are kept. If the things are to be moved (as a gun in its case, for instance), put the lime in a muslin bag. This is especially valuable for specimens of iron when fractured, for in a moderately dry place the lime will not want renewing for many years, as it is capable of absorbing a large quantity of moisture. Articles in use should be placed in a box nearly filled with thoroughly pulverized slaked-lime. Before using them rub well with a woolen cloth.

FEED BAGS FOR ANIMALS.

The driver of every team should be supplied with a bag of some kind for holding feed for his horses, as he seldom is sure where he will be when feeding time comes. Some drivers are very careful in this respect, while others make use of anything that is available. Quite a large number of feed bags are in use, the majority being constructed so that they can be attached to the side of the horse's head. This does not give the horse any freedom to move his head without moving the bag also. A Philadelphia man has patented an exceedingly simple feed bag which overcomes this fault. The bottom and sides are made of canvas or other flexible material, while the top consists of a circular frame divided into two sections, which are connected by small loops. Supporting the bag are two metal rods, one on each side, having hooks at the end which fit into the loops in the frame. In the centre and at the other end of the rods are circular loops which are shaped to fit over the shaft of the vehicle. It can easily be seen how easily this can be done, the bag always remaining in position where the horse could conveniently reach the feed, at the same time being able to move his head freely.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 30.

An interesting development in the history of Schuchardt & Schutte, manufacturers of hardware specialties, who now have offices and factories in all the principal countries of the world, was reached last week, when they opened a Canadian branch with offices at 13 St. John street, Montreal, in charge of J. Sophus, whose likeness is here presented.

Mr. Sophus is now a thorough-going and enthusiastic Canadian, but he was born in Denmark, twenty-five years ago. His early education was received in that country, but, while still a mere youth he went to England, where he gained valuable business experience for six years. During this time he traveled in



J. SOPHUS, Montreal.
Manager Canadian Branch Schuchardt & Schutte.

Holland, Germany, France and Sweden.

About a year and a half ago, Mr. Sophus decided to try his fortune in Canada and entering into partnership with W. B. McLean, under the firm name of McLean & Sophus, carried on the business of mechanical engineers and machinery experts. This firm held the Canadian agency for Schuchardt & Schutte. When the partnership was dissolved, recently, Mr. Sophus retained his connection with them. It was only last week, however, that final arrangements were made, by which Schuchardt & Schutte opened their branch here, and Mr. Sophus was made their Canadian manager.

A full line of Swedish cutlery will be introduced into Canada by this firm next year, but in the meantime they are prepared to push the sales of their "Vesta" cream separator, Gronkvist drill chuck, split steel pulleys and a complete line of shelf hardware.

Mr. Sophus is an enthusiastic and enterprising young man of the type who succeed, and Schuchardt & Shutte have made no mistake in entrusting to him their Canadian business.

WHAT "HORSE POWER" IS.

What is the relative amount of work that a man can do in comparison with a horse or machinery ? At his very best the strongest man stands in pretty poor comparison, even with a horse, for hard, continuous labor. He might perform for a few minutes one-half horse power of work, but to keep this up for any great length of time would be impossible.

Thus the gain in forcing horses to do a part of the world's work was enormous. One horse could exhaust a dozen men in a single day, and still be ready for the next day's work.

The measurement of a horse's power for work was first ascertained by Watt, the father of the modern steam engine, and he expressed this in terms that hold to-day. He experimented with a great number of heavy brewery horses to satisfy himself that his unit of measurement for work was correct. After many trials he ascertained that the average brewery horse was doing work equal to that required to raise 330 pounds of weight 100 feet high in one minute, or 33,000 pounds one foot in a minute. So he called this one horse power.

This work, however, was not continuous, for the horse would have had to back up after each pull to lower the line of the pulley, and thus he would work four hours a day in pulling 330 pounds in the air at the rate of 100 feet a minute, and four hours in slacking up the rope. Consequently no horse can actually perform continuously what is generally called one horse power. The horse was never born that could tug a rope for eight hours a day, pulling 330 pounds 100 feet each minute without rest or change. Consequently, when we speak of horse power we refer only to the average work a horse can do in one minute, that is to say, the rate at which he can work.

A strong man might pull half that weight 100 feet in the air in two minutes, but he could not repeat the operation many times without being exhausted.

For all needful purposes the expression of one horse power is accurate enough, and practically shows the measurement of an average horse's abilities for working. As a rule a strong man can, in eight hours, work at the rate of about one-tenth of one horse power ; that is, it would require ten men to pull 30 pounds 100 feet in the air in a minute, and then slack up and repeat the operation throughout the eight hours of a working day. The world's gain in labor when horses were first employed to help man in his work was thus tenfold.

W. J. McGuire & Sons have been incorporated with a capital stock of $250,000, to carry on the business of plumbers, steamfitters, etc. The provisional directors are W. J. McGuire, G. F. McGuire and Owen Neily, with head office in Toronto. A very large portion of the McGuire business is in the installation of water sprayer systems for fire protection.

HARDWARE AND METAL

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Limited

JOHN BAYNE MACLEAN - President

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FARMERS OPPOSE DUTY ON TIN.

Another section of the community has risen to enter its protest against the imposition of a duty on tin plate as urged by the professional company promoters who during the past year have been unloading on Canadian investors stocks in the proposed works at Morrisburg.

The near approach of the opening of the session of the Dominion Parliament, at which it is expected important tariff legislation will be introduced by the Government, has encouraged a large body of farmers in Prince Edward County to protest against the proposed duty as an additional tax upon their industry. They point out that not only are they users of the products of the tinware factories, whose goods would have to be advanced in price if a duty was imposed, but as part owners and sellers of goods to canneries, who use millions of cans every year, they would feel the pinch severely if a duty was imposed.

The tin plate company promoters in their request for a duty of 33 1-3 per cent. claimed that this duty would only advance the cost of a tin can one-fifth of a cent, but even at this minimum view of the situation the increased price would mean about $6,000 per year extra to only one cannery in Prince Edward County. If each of the fruit canning factories in Ontario and salmon canneries in British Columbia are forced to contribute to the Morrisburg promoters on a similar basis the extent of the imposition can hardly be gauged.

Farmers in other parts of the country should take up the agitation against the proposed duty and hardware merchants and grocers could to advantage to the trade co-operate with the farmers in urging the local members of Parliament to stand firm against the blandishments of the lobbyists who may press for the duty at the next session of Parliament.

THE METAL SITUATION.

If the metal situation was strong last week, it is stronger now, in almost every particular. The buying movement in all lines is very heavy, and the pronounced scarcity which is manifest in so many branches of the trade has caused further upward tendency.

Consumers of pig iron are, perhaps, the hardest hit by the present market. In most cases they have to be content with very inadequate deliveries, and are working in a hand-to-mouth manner. Many foundries which have been using certain grades of pig iron are now paying $2 and often more in advance of normal prices, rather than change their iron. Importers are being daily importuned to ship orders booked some time ago, but they find themselves unable to do so. The Montreal market is bare of Clarence, Cleveland, Ayresome and also of Summerlee No. 1. A considerable tonnage of the first two mentioned is now en route to that port, but as practically the entire shipment is under contract, the situation will not be relieved thereby. Similar conditions exist in all the great iron-consuming countries, so that the present situation is likely to continue for some time.

Pig lead, by scoring another advance of 15 cents, has jumped to really phenomenal figures. Quotations are now dangerously close to $5, and as the market continues very strong, that figure may yet be reached.

Copper is now so high in primary markets that brass manufacturers have withdrawn prices. Brass and copper wire manufacturers have also issued new discounts. Canadian jobbers are continuing the same prices as they have been quoting for several weeks, but it seems very probable that these will very soon have to be increased.

Sheet metals continue to be very active. Sheet zinc has gone up 25 cents per cwt., responding to the strong and healthy tone of spelter which was recently advanced. A general revision of prices in galvanized sheets is looked for next week, as importers have expressed their intention of making another advance at the beginning of October. Galvanized Canada plates have gone up about 15 cents. The leading importers of these plates report that their principals are sold up until next May.

BARRED FROM THE MAILS.

Many a doubtful enterprise has masked its obliquity behind a fair name. At length deeds speak louder than words — but there are the profits. A fraud order has been issued by the U. S. Post Office against the McLean Publishing Co. of 88 Walker street, New York, barring them from the use of the mails. The story is told by the New York Times as follows:

The concern advertized in the cheaper magazines, offering large prizes for the solution of a puzzle. These puzzles were always easy to solve, and many persons sent in the answer and demanded the prize. Instead, they received a circular announcing that "the present which will be given you is a very beautiful set of table silverware, consisting of an A1 silver plate flatware coffee set, including sugar shell gold bowl, carefully packed in an elegant double-sealed box, all fully warranted."

The prize winner was also informed that he was to receive four volumes of the Arlington Edition, a series of cheap reprints. The winner was requested to send "shipping directions, with a remittance of $1.35 to cover boxing and packing charges."

Many persons took the bait, and it is said that the McLean Publishing Company was overwhelmed with mail. However, the outgoing expresses were not taxed to anything like the same extent in carrying books and coffee sets to the persons who had sent in their $1.35. As a result, many letters of inquiry were sent to the post office Moreover, in Canada there is a MacLean Publishing Company, which is a thoroughly reliable concern. It publishes seven trade newspapers in Montreal and Toronto. Its president, J. B. MacLean, was for some years commanding officer of the Duke of York's Own Canadian Hussars, the crack cavalry regiment of Montreal. His company found itself accused of its namesake's derelictions. When a Canadian sent his $1.35 to New York and failed to receive the articles he had expected he called the Montreal firm to account. So it, too, began to make complaints.

The post office authorities made an investigation. The manager of the company admitted some of the goods had not reached their destination, but put it down to insufficient addresses. That didn't satisfy the inspector and the company was barred from the use of the mails. To the reporter of the Times all the manager would say was that it was "a dirty mean piece of business."

WIRE NAILS ADVANCED.

For the past couple of weeks the wire nail situation has been marked by a freedom from price cutting which suggested a firmer tendency. This has been justified by the present week's occurrences. There is evidently a tendency on the part of manufacturers to put prices on a higher plane, and a leading Montreal mill has advanced prices 5 cents. It is altogether likely that the other mills will follow suit sooner or later.

Canadian Wholesale Hardware Association

EIGHTH ANNUAL CONVENTION AT HAMILTON, SEPTEMBER 27th

After eight years absence from its birthplace the Canadian Wholesale Hardware Association held a happy reunion on Thursday, Sept. 27, at Hamilton, the attendance at the eighth annual convention being very representative of the jobbing interests of Ontario and Quebec and necessarily much larger than gathered at Hamilton eight years ago, when the first annual convention was held.

The first president of the association was Wm. Vallance, senior member of Wood, Vallance & Co., Hamilton, and it was fitting that the present gathering in the Ambitious City should again be under his presidency. Repeatedly the wish was expressed that his health would allow of his being again able to wield the gavel at another reunion in his home city eight years hence.

The proposal discussed at the two previous conventions that the association become more national in scope, taking in the jobbers in all the provinces, was not given much consideration this year, the limited time at the disposal of the jobbers being used to discuss matters of moment to the trade interests in Ontario and Quebec chiefly. Steps were taken to eliminate evils affecting the trade in these two provinces and the work accomplished will have far reaching influence.

The absence of Secretary Hardy and ex-President Wm. Starke, was regretted by all, the former sending an able representative in Sam Frame, while the latter's place as an all round promoter of good fellowship was hard to fill.

The crowded condition of the Hamilton hotels owing to the holding of a race meeting was the one regrettable feature of the gathering, a large number of the delegates finding it impossible to secure sleeping accommodation, and it being necessary to secure a special train after midnight to carry a portion of the delegates to Toronto, where sleeping accommodation could be had.



Mr. T. H. NEWMAN, of Caverhill, Learmont & Co., Montreal,
The New President of the Canadian Wholesale Hardware Association.

Officers Elected.

President—T. H. Newman, Caverhill, Learmont & Co., Montreal.

Vice-President—Thomas Dexter, H. S. Howland & Sons, Toronto.

Secretary-Treasurer—Jenkins & Hardy, Toronto.

Executive Committee—Thos. Birkett, sr., of Thos. Birkett & Sons Co., Ottawa; J. G. Lewis, of Lewis Bros. & Co., Montreal; D. H. Howden, of D. H. Howden & Co., London, and A. C. Fisher, of Rice, Lewis & Son, Toronto.

The list of delegates present is comprised in the record of those present at the banquet, with the exception of one or two who did not remain for that function, these including Messrs. S. R. Kennedy, of the Kennedy Hardware Co., and A. C. Fisher, of Rice, Lewis & Son, Toronto.

THE BANQUET.

Following the business of the convention the delegates spent a few hours fraternizing with each other in the hotel parlors and corridors. Trade matters were talked over in an informal way, old friendships were renewed and new ones fostered between those who had more recently engaged in manufacturing or jobbing hardware. The value of the association gatherings was emphasized again and again when keen competitors for trade were seen in friendly conversation, each learning that the other fellow was as good a fellow as he imagined himself to be.

The banquet itself was a fitting finale to what was undoubtedly the most successful convention yet held by the association. Retiring President Wm. Vallance, who tendered the banquet, was in the chair and grouped around him as guests were many prominent manufacturers. The Royal Hotel banquet hall was tastefully arranged, the menu was first-class and the orchestral music and singing by the Male Quartette was particularly entertaining.

From the time the guests sat down until the National Anthem was sung there was fun in plenty, all being in the best of humor and ready to appreciate both the serious and witty addresses delivered in reply to the various toasts.

Who Were Present.

Wm. Vallance, Wood, Vallance & Co., Hamilton; W. A. Wood, Wood, Vallance & Co., Hamilton; R. Hobson, Hamilton Steel & Iron Co., Hamilton; Col. Gartshore, McClary Mfg. Co., London; S. O. Greening, B. Greening Wire Co., Hamilton; R. H. Merrima, B. Greening Wire Co., Hamilton; H. G. Wright, E. T. Wright Co., Hamilton; J. R. Murphy, Canadian Shovel & Tool Co., Hamilton; W. L. Cummer,

Droswell Mfg. Co., Hamilton; F. H. Whitton, Ontario Tack Co., Hamilton; S. H. Alexander, Wood, Vallance & Co., Hamilton; Thos. Cook, Wood, Vallance & Co., Hamilton; J. W. Sey, Wood, Vallance & Co., Hamilton; John Milne, Burrow, Stewart & Milne, Hamilton; W. H. Ginder, Ontario Lamp & Lantern Co., Hamilton; A. F. Hatch, Canadian Steel Goods Co., Hamilton; T. H. Watson, Toronto Bolt & Forging Co., Toronto; W. B. Converse, Colonial Cordage Co., Toronto; W. J. Lind, Independent Cordage Co., Toronto; Thos. B. Lee, Toronto; T. G. Dexter, H. S. Howland Sons & Co., Toronto; A. Burdette Lee, Rice, Lewis & Son, Toronto; Geo. W. Howland, Graham Nail Works, Toronto; S. J. Frame, Jenkins & Hardy, Toronto; Weston Wrigley, Ontario Retail Hardware Association, Toronto; Geo. H. Smith, Kennedy Hardware Co., Toronto; Major J. A. Currie, Imperial Steel & Wire Co., Toronto; Col. J. B. MacLean, MacLean Publishing Co., Toronto; A. W. Taylor, Parmenter & Bullock, Gananoque; C. E. Britton, Cowan & Britton, Gananoque; Lloyd Harris, Brantford Screw Co., Brantford; J. W. Cameron, Cameron, Dunn Mfg. Co., Strathroy; Harry F. Moulden, Taylor-Forbes Mfg. Co., Guelph; W. W. Near, Page-Hersey Iron & Tube Co., Guelph; H. B. Brainerd, Dominion Cartridge Co., Montreal; Geo. C. Haldimand, W. C. Haldimand & Co., Montreal; T. H. Newman, Caverhill, Learmont & Co., Montreal; A. Jeanotte, L. H. Hebert & Co., Montreal; A. Letang, Letang Hardware Co., Montreal; C. M. Strange, Lewis Bros., Montreal; A. Prudhomme, A. Prudhomme & Fils, Montreal; Geo. Birch, Whitman & Barnes, St. Catharines; C. McGhie, Welland Vale Mfg. Co., St. Catharines; J. D. Chaplin, Welland Vale Mfg. Co., St. Catharines; C. A. Whitman, Hobbs Hardware Co., London; E. S. Field, Hobbs Hardware Co., London; D. H. Howden, D. H. Howden & Co., London; Jas. Maxwell, D. Maxwell & Son, St. Marys; C. Shurly, Shurly & Deitrich, Galt; A. H. Hough, Montreal Rolling Mills, Montreal; M. H. Day, Consumers' Cordage Co., Montreal; W. A. C. Hamilton, Consumers' Cordage Co., Montreal; J. D. Peck, Peck Rolling Mills, Montreal; W. Smale, Canada Horsenail Co., Montreal; W. H. Evans, Canada Paint Co., Montreal; H. Cluecas, Canada Paint Co., Toronto; Julius Waterous, Waterous Wire Nail Works, Brantford; J. W. Millard, Meridan Brittania Co., Hamilton.

The Toasts.

On rising to propose the first toast, Host Vallance was greeted with a burst of song and it was some minutes before he could secure quiet. He protested that it was rather early to be a jolly good fellow, and asked the guests to drink the health of a better man than he was—the King. "Yes, but he doesn't know anything about the hardware business," aptly put in one of the delegates.

After the King had been honored in the usual style "Canada, Our Home" was proposed, coupled with the name of A. Prudhomme, Montreal, whose patriotic sentiments were roundly applauded.

"We must be proud to belong to Canada," he said. "If we look back upon all that our forefathers have done to make this home worthy to live in. In 1837 both English and French united and in 1867 Liberals and Conservatives worked together, and the result of their work is now seen in a country that is honored in every part of the world. Questions of nationality must be kept in the background and French, English, Irish and German must co-operate in carrying out the work so ably begun by our grandfathers."

"Our Guests the Manufacturers" was toasted heartily by all present, the first to be asked to reply being Col. Gartshore, of the McClary Manufacturing Co., London. Col. Gartshore said other manufacturers had been manufacturing speeches while he had been eating and he begged to be excused from speaking at length. "It has been a great pleasure to meet some of the captains of jobbery," said the colonel in conclusion.

Mr. Lloyd Harris, of the Canada Screw Company, Brantford, told an interesting story of how he had entertained a reporter with a story for 2 1-2 hours and although it was suggested that he tell the story again he would not do so. He had found the jobbers kings of good fellows and he trusted that the good relations existing between the captains of industry and the captains of jobbery would continue.

Mr. C. E. Britton, of Cowan & Britton, Gananoque, was asked to reply to the toast as being one of the oldest hardware manufacturers in the country. Mr. Britton said the present looked like a case of the spider and the fly. He had come into the parlor and he hoped he would get out without being skinned. "We are apt in the joviality of the dinner to forget the real object of organization. We are in business for a profit but we must all endeavor to do whatever will be in the best interests of the trade as a whole. It is not in the interest of any hardware association to get goods for less than cost of production, as sooner or later the conditions engendered by a close buyer will react upon each branch of the trade," said Mr. Britton in urging a fair profit for each branch of the trade.

Mr. T. H. Watson, of the Toronto Bolt & Forging Company, Swansea, made a witty speech which kept his hearers in the best of good humor. In concluding, Mr. Watson again proposed the health of the king of the jobbers, retiring President Wm. Vallance.

Mr. Vallance in his reply looked back upon the seven years since the association had last met in Hamilton. They had been seven fat years for business for both manufacturers and jobbers. The two interests had one object in view and both jobber and manufacturer could well afford to overlook small annoyances and work together in the interests of the trade as a whole.

Jobbers' Sun Not Setting.

Mr. T. E. Newman, of Caverhill, Learmont & Co., Montreal, was asked to reply to the toast, "The Wholesale Hardware Association." In opening he told Mr. Britton that brighter days were coming and his mock pessimism would not be taken seriously by the jobbers present. On behalf of the Wholesale Association he could say that in many respects it had been a great success. The jobbers are entitled to respect even if they had not the great wealth of the manufacturers. The jobber's day is not yet over and he will continue to be the distributor of the goods produced by the manufacturer. Never before was the jobber's position so strong in the United States and there was no indication of their passing and the trade being done direct from manufacturer to retailer. The jobbers' interests were the same as the manufacturers' and the manufacturers' the jobbers'. The manufacturers should not allow themselves to believe that the jobber was a back number, as it was a mistaken idea.

Mr. Newman referred to the absence in England of Mr. William Starke regretfully, he being one of the best fellows in the wholesale association. Mr. Starke's health was proposed and heartily drunk.

Hardware and Metal Toasted.

"Hardware and Metal" was next proposed by Mr. Newman, and Col. J. B. MacLean was referred to as one of the best friends the wholesale association had ever had and his paper as indispensable to the trade in Canada. The toast was honored in hearty fashion, jobbers and manufacturers uniting in saying that there was nothing the matter with Hardware and Metal—it was all right.

Col. MacLean thanked the guests for the kind reception tendered him and the flattering words spoken in reference to Hardware and Metal. He referred to the first time he had been invited to attend a gathering of the wholesalers several years ago. Hardware and Metal was not then the recognized authority in the trade that it is to-day, and he was not honored then as he had been to-night. Just as the gathering was adjourning he had been called upon to speak and he had referred to the relations which should exist between the manufacturers, jobbers and retailers. He had repeatedly urged closer relations between these sections and was pleased to know that for the first time in the history of the association they had honored a retailer, the president of the Ontario Retail Hardware Association, with an invitation to attend the banquet and it was unfortunate that President Humphrey was not able to be present.

Col. MacLean suggested that future gatherings should be arranged to be attended jointly by manufacturers, wholesalers and retailers, not with the purpose of discussing prices, but to talk over subjects of interest to every branch of the trade. The retailer was the final distributor, and anything which could be done to assist him was worthy of consideration. And anything which could help the retailer to sell more of the jobbers' goods was in the real interest of the wholesale association.

Major Currie, of the Imperial Steel & Wire Co., Collingwood, said this was the first occasion on which he had been invited to be a guest of the association, and he was thankful of the opportunity to meet the jobbing trade of Ontario and Quebec. He proposed the health of President-elect Newman, who, being greeted with a song, said he had nothing to say other than that he would, during his term of office, do all in his power to advance the interests of the trade, and particularly of the wholesale association.

(Continued on page 38.)

MARKETS AND MARKET NOTES

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Scythes—Advanced 25 cents per dozen.
Pig Lead—Now quoted from $4.90 to $4.95.
Canada Plates—An advance in galvanized.
Turpentine—Now up to 88 cents.
Old Material—Light copper, 14¾c; heavy red brass, 14¾c; light brass, 8¼c; machinery assorted scrap, $15.50.
Sheet Zinc—An advance of 25 cents per cwt.
Wire Nails—One leading mill has advanced 5c.
Copper Wire—New discount 47½ per cent.
Brass Wire—New discount 47½ per cent.

TORONTO.

Pig Lead—Now quoted $4.90 to $5.00.
Conductor Pipe—Advanced 10 per cent
Eavestroughing—Prices 10 per cent. higher.
Sandpaper—5 per cent. higher.
Iron Pipe—Great scarcity developing.
Scythes—Likely to advance.
Copper and Brass Rod and Tubing—Advanced two cents per pound.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 28, 1906.

Business this week has picked up considerably over last week's record. Seasonable articles are being ordered in the liveliest style, and trade is especially brisk in weatherstrips, carriage heaters, food choppers and bread makers. Some sleigh bells are also going out during the past few days. Lanterns and cow ties, now that the cold weather is approaching, are selling very well.

From the appearance of orders which are now being shipped by the local wholesale houses, it would seem that the predicted general advance in all lines of builders' hardware is having a considerable effect upon retailers' orders. Good assortments of such lines as hinges may be seen in almost every order.

Scythes are being advanced for next season's delivery. The new price is 25c. per dozen higher than former quotations. We published last week the new list on shot. This week a discount of 5 per cent. on that list has come into effect.

An effort is being made to raise the price of lanterns by a very appreciable advance. Though this movement, if successful, will almost certainly mean an advance next year of from 35 to 50 per cent., but will scarcely affect the situation this season, as jobbers are well stocked up.

AXES—Trade is quite brisk. Our quotations remain: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — No change in business conditions is noticed this week. We still quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—An effort is being made to materially advance existing prices, which have been admittedly too low for some time past. We are still quoting: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES AND STALL FIXTURES—These are among the best selling lines at present. We give discounts as follows: Cow ties, discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGHBELLS—Good orders have been going out this week. Our prices remain: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS — Conditions are very steady. We quote discounts: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—The height of the season is at hand, and as it is always short manufacturers and jobbers are finding it difficult to secure sufficient quantities to fill orders. We quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Business is on the normal basis. We continue to quote: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.; Felisterhead, brass, 25 per cent.

BOLTS AND NUTS — Nothing has transpired to relieve the scarcity of bolts. We quote as follows: 3-8 and smaller, 60 per cent. and 10 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—Trade is lively, with discounts currently quoted as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—The market here is somewhat steadier in tone, and we are quoting $2.05 base, f.o.b. Montreal.

CUT NAILS—There is no new feature to report. The price is $2.20 base, f.o.b. Montreal.

HORSESHOES—Orders and inquiries are very numerous. Our quotations remain: P.B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Trade is improving day by day and manufacturers expect to be very busy from now until the close of navigation. Prices are unchanged.

CEMENT AND FIREBRICK — Considerable business is being done, but nearly all orders received by local jobbers are for small lots. We quote: "Lehigh" Portland in wood $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Conditions are the same as at our last report, and we continue to quote prices as follows: 5-16 in., $4.30; 3-8 inch., $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT—A discount of 5 per cent. is now being given off the new list published last week. We quote: Shot packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Discount, 5 per cent. Bags less than 25-lbs., 1-2c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION—Large orders are going forward rapidly. We give prices: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Sept. 28, 1906.

General business among the wholesalers is a little quieter at present, but a good seasonable trade is being done. It is probable that an advance will be made on scythes and some other lines of farming tools for next season. An effort is also being made to bring lanterns back to something like their former prices, and new lists showing an increase of from 35 to 50 per cent. have been sent out by some houses. An increase has been made on sandpaper, the

discount being now 35 per cent. off instead of 40 per cent. Bolts and nuts are very firm in price, and manufacturers find the utmost difficulty in supplying the demand.

AXES AND HANDLES—Sales have been good for some time for delivery to new parts of the country. Prices remain the same.

CUTLERY AND SILVERWARE — These lines are the feature of the present business.

SPORTING GOODS—Since our last week's advance of 10 per cent. no further changes have been made.

CHAIN—Coil chain is very firm and an advance is not improbable. We continue to quote as follows: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Our quotations are as follows: 2-inch mesh, 19 w.g., discount 50, 10 and 5 per cent. All others 50 per cent.

GALVANIZED WIRE — We quote: $2.17½ f.o.b. Cleveland.

BARB WIRE—We quote the following prices: On gauge 9, $2.40; gauge 12, $2.55; gauge 13, $2.65; f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS — We quote nominally $2.35 base, but the market is open at $1.95. There are rumors of a return to former prices.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS — Trade conditions are good.

SLEIGH BELLS — Trade is light throughout the country.

FARM TOOLS—An advance for next season's delivery is not improbable, owing to increased demand and the lightness of present stocks.

RIVETS AND BURRS—Tinned rivets are now quoted net extra 4c. per lb.

SCREWS—We quote: On gimlet point 70 and 5 per cent. off; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—The output is still insufficient to meet the demand and prices are very firm. We still quote: 55 and 10 per cent. off list.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c.; American low-grade, 23c. to 25c.; high-grade, 27½c. to 35c.

HIDES AND WOOL—The market is very quiet.

Hides, inspected, steers, No. 1	0	12½
" " " No. 2	0	11½
" " cows, No. 1	0	12½
" " " No. 2	0	11½
Country hides, flat, per lb., cured	0	11
Calf skins, No. 1, city	0	13
" " No. 1, country	0	12
Lamb skins and pelts	0	75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb.	0	25
" " extra "	0	27
Wool, unwashed fleece	0	16
" washed fleece	0	26

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 28, 1906.

Once more we have to report a market of uninterrupted firmness, and several advances.

Copper is stronger than last week, and it is hard to see how the present level of prices can be much longer maintained. The market has been subjected to a number of advances at the hands of producers, and jobbers' prices are almost sure to go up very shortly. The fact that brass manufacturers have withdrawn their lists on account of the high price of raw material, will lend weight to this prediction.

Pig lead is now 15c. higher than last week, and has now reached a price well beyond any quotations of the past two decades. Stocks are very light, so that it is a difficult matter to obtain deliveries, even at the advanced rate.

Zinc spelter and ingot tin are both firmer, though quotations on these metals remain unchanged. It is believed by close followers of the market that tin will go higher during the next few weeks, as the great tonnage of tin plate booked for delivery before the end of the year will consume large quantities of tin and force the market up.

The situation in pig iron is daily becoming more interesting. There is almost no soft iron to be had, and even the high grades are very scarce. Ayresome iron has now been entirely sold off the Montreal market, and quotations are withdrawn. A considerable tonnage of Clarence and Cleveland irons is expected to arrive shortly, but it is practically all under contract. We understand that the Londonderry furnace is sold away ahead, and cannot deliver the softer grades of the metal until 4 or 5 months hence. Prices have been advanced $2 a ton for No. 1. No. 1 Summerlee is almost unobtainable at present, and consumers requiring this special brand must of necessity pay higher prices.

Sheets of all kinds are active and firm in price. Advanced prices have been made in galvanized Canada plates, which are very scarce. One of the large importing houses here report that their principals are heavily booked with orders that will keep them going until May.

COPPER—Primary markets are still on the upward trend, and jobbers' margins are very close at the following quotations: Ingot copper, 21c. to 21½c.; sheet copper, base sizes, 25c.

INGOT TIN—Higher prices are looked for very soon. Meanwhile we are quoting: 44c. to 44½c. per pound.

ZINC SPELTER — Stocks are very bare, with practically none of the virgin metal obtainable. We are still quoting, however: $7 to $7.25 per hundred pounds.

ANTIMONY — The recently advanced prices are firm. We quote: 27½c. to 28c. per lb.

PIG LEAD—The record is broken by this week's price. We quote $4.90 to $5.

PIG IRON—Prices are very firm, with the tendency still upward. Almost no iron can now be had except the higher grades, and even they are very scarce. We quote, delivered Montreal: Londonderry, $22.50; Carron No. 1, $23; Carron, special, $22; Summerlee No. 2, selected, $22.75; Summerlee No. 3, soft, $21.75.

BOILER TUBES — We still quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Business is brisk at the following quotations: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL — The usual trade is being done. Our quotations are as follows: Sleigh shoe, $2.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — We still quote: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—New and advanced quotations will probably be issued next week. Meanwhile we quote: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55;

16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.20 to $4.45. In less than case lots 25c. extra.

BLACK SHEETS—We are quoting: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—The scarcity in galvanized Canada plates is very keenly felt, and some of the largest producing mills are sold up till May. We quote: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.10; 60's, $4.35.

TIN PLATES—A very large tonnage has been booked for delivery before the end of the year, and prices have firmed up considerably. We quote: Cokes, base size, IC 14 x 20, $4; charcoal, base size, IC, 14 x 20, $4.25.

TERNE PLATES—We still quote $6.85.

SHEET ZINC—The market is extremely strong, and the following prices under the circumstances are considered low: $7.75 in casks; $8 in less than casks.

SHEET LEAD—We quote: 2½ lbs., 6c. by the roll; 3 lbs., and heavier, 5¾c. by the roll; small quantities, 25c. per hundred pounds extra.

BAR IRON—We are still quoting $2.05 base, f.o.b. Montreal.

OLD MATERIAL—Trade in all lines is very active. Copper goods are especially firm. We quote: Light copper, 14¾c.; heavy red brass, 14¾c.; yellow brass, 11½c.; light brass, 8¼c.; lead, 3¼c.; zinc, 4c.; machinery cast scrap, $15.50; wrought scrap, $14 to $15; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7¾c. to 8c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, September 28, 1906.

Strong conditions still rule but prices have not changed much during the week. Lead is getting close to the five-cent mark and in fact some dealers are asking that much already. Copper is strengthening and both copper and brass rod and tubing has been advanced two cents per pound. A general advance in copper goods seems likely and some brass manufacturers are talking of withdrawing their lists.

The scarcity in stocks of tin has caused many canners to close down their plants temporarily and the general impression is that higher prices will be asked by jobbers very soon. On next season's stocks there is bound to be a considerable advance owing to the increased price on ingots now ruling over those of a year ago. Eavetroughing and conductor pipe have both been advanced ten per cent. during the week.

Bar iron is easier than a month ago, but pig iron is getting more difficult to secure owing to the mills being bocked up for months ahead. Only the poorer grades are available on early shipments. Iron pipe is very scarce and prompt shipments cannot be had.

PIG IRON—Only the softer grades of pig iron can be procured for early shipment. We quote: Radnor at furnace, $33; Hamilton at furnaces, No. 1, $21.50; Londonderry, f.o.b. Toronto, No. 1, $23; Middleborough, $22.50 to $23.

BAR IRON—A brisk demand exists at steady prices. Stocks are more assorted. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Local prices are steady. Dealers are asking from 42c. to 43c. per lb.

TIN PLATES—Canners are short of tin for cans and eavetroughing and conductor pipe have both been advanced. We quote: Cokes, base size, 14x20, $4; charcoal, base size, 14x20, $4.50.

GALVANIZED SHEETS—Stocks of galvanized iron are very low and prices are stiff. Canada plates and black sheets are also firm.

BRASS—Brass rod and tubing have been advanced two cents per pound. We quote: 23c. to 24c. per lb.

COPPER—Rod and tubing are subject to an advance of two cents per pound. Copper is stiffening and further advances probable. Our prices are: Ingot copper, $20 per 100 lbs., and sheet copper, $25 per 100 lbs.

LEAD—We are advancing our quotations another 5 cents, the figures now being $4.95 to $5 for imported pig and $5 to $5.50 for bar lead.

ZINC SPELTER—Foreign markets are very stiff and prices are strengthening. We quote: 7¼c. per lb. for foreign and 6c. per lb. for domestic.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.50; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—A half cent advance has been recorded. Stocks are none too heavy with a good demand.

OLD MATERIAL—Advances have been made in copper wire and tea and heavy lead. Dealers' buying prices are as follows: Heavy copper and wire, 15¼c. to 15¾c. per lb.; light copper, 13½c. to 14c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.40 per 100 lbs.; heavy lead, $3.60 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $11; No. 2 wrought, $3 to $5; machinery cast scrap, $15; stove plate, $10; malleable and steel, $5; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, Sept. 25, 1906.

PIG IRON — Cleveland warrants are quoted at 54s. 6d, and Glasgow standard warrants at 54s., 9d, making prices as compared with last week 3d higher for Cleveland warrants and 1s. higher for standard warrants.

TIN—Spot tin opened firm at £185 12s. 6d, futures at £184 10s., and after sales of 350 tons of spot and 550 tons of futures closed firm at £186 for spot, £184 17s. 6d for futures, making price compared with last week £2 higher on spot, and £2, 17s. 6d higher on futures.

COPPER—Spot copper opened strong at £90 2s. 6d, futures £90, and after sales of 400 tons of spot and 500 tons of futures, closed firm at £90 5s. for spot, and £90 5s. for futures, making price as compared with last week £2 4s. 6d higher on spot and on futures.

LEAD—The market closed at £18 10s. making price as compared with last week unchanged.

SPELTER—The market closed at £27 12s. 6d, making price as compared with last week 2s. 6d higher.

U. S. METAL MARKET.

From the Iron Trade Review, Cleveland, Sept. 26, 1906.

The buying by railroads continues to be a prominent feature of the market and several hundred thousand tons of plates will be required for the construction of rolling stock just ordered, including 12,400 cars for the Pennsylvania Railroad, which is expected to place larger orders at an early date. The buying of steel rails has not been so brisk, but the New York Central system has allotted 80,000 tons sold some weeks ago. Many rumors are current of orders for lake vessels to be placed.

There is considerable activity in the pig iron market in some centres but very heavy buying can hardly be expected for the present. Some very high prices are being paid for prompt delivery, but quotations for the first quarter and the first half of the year are about the same as they have been for several weeks.

An advance of $1 per ton on all wire products has naturally followed the tremendous demand of the past three months.

The shipping of iron ore has progressed rapidly during the past ten days, and indications now are that the total shipments for the year will be about 36,500,000 tons. The ports at the head of the lakes have made heavy gains recently, compared with last year.

The wonderful prosperity of the iron and steel industries is shown in a most impressive manner by the increasing difficulty of obtaining adequate supplies of semi-finished material to meet the unprecedented demands of the mills. Keen observers of tendencies in the trade foresaw this demand to some extent, as evidenced by the building of the new Bessemer plant at Youngstown, but the addition of new capacity has furnished small relief, and there are now numerous new

projects on foot to increase the supply of crude steel. During the past week the Union Pacific Railroad has been unable to place an order in the Chicago market for 11,500 tons of billets for its mill at Laramie, Wyo., while many other inquiries have met with similar fate and forging billets have been shipped very long distances. Consumers have not been unwilling to pay heavy freight in order to keep their mills in operation. This tremendous demand for crude steel is due to pressure for delivery on contracts and also to the large number of orders in prospect.

U. S. IRON AND METAL TRADES.

From the Iron Age, Sept. 27, 1906.

On the whole, the pig iron markets throughout the country have been quiet, with occasional spells of activity cropping out locally. The latter feature grows out of the appearance of inquiries both for prompt and forward delivery. Generally speaking, quotations are about $1 higher for the former. A good deal is being made of the new furnace capacity which will become available during the next six months, but experience has only too often taught that expectations as to the date of blowing in of new furnaces are rarely realized.

From the west comes reports of increasing scarcity of steel.

The railroads continue to appear as important buyers for next year.

A good run of moderate sized contracts for structural material has come to the mills. Included in them is 5,000 tons for the two new plants in the Chicago and Pittsburg districts of the Universal Portland Cement Co., a new subsidiary company of the United States Steel Corporation, which is handling the rapidly developing cement production of the corporation.

In the lighter lines, it is the old story of enormous pressure to meet the demands. In the wire industry there has been an advance of $1 per net ton all along the line. In the sheet trade a premium of $1 per ton on the heavier gauges is growing more general, while in the tin plate trade a somewhat significant incident is that there have been small sales of foreign tin plates for domestic consumption for very prompt delivery, it being impossible to secure domestic tin plate.

British Columbia Trade News

Vancouver, Sept. 21, 1906.

While steady development work has been going on at the oil fields in the Flathead country, in Southeastern British Columbia and Southwestern Alberta, not much has been known by the public as to progress made. The Western Oil & Coal Co., which has been operating there for the past three years, will soon be in position to ship. One well is producing about 200 barrels per day and another is to be sunk. Already the company has five "holes" down. Kelly Bros., a West Virginia company of long experience, are sinking a well ten miles from the Western Oil & Coal Co.'s property.

President Hays, of the Grand Trunk Pacific, is expected to reach Vancouver on Sunday. A trip by team across the prairie from Portage La Prairie to Edmonton, just completed by the president and party, is a last reminder of the old cross country route by Red River carts, the first means of transport from Winnipeg to the far Northwest. From Edmonton President Hays is on his way south to Calgary and thence west to the coast. Interviewed at Edmonton he expressed his surprise at the speed which had marked work on the prairie section. By next year that section will be ready for the iron. As to the mountain section and the location of the coast terminus, Mr. Hays said nothing would be finally decided till survey parties still in the field would report this Fall.

* * *

In adding to its power-producing capacity this year, the Vancouver Power Co. has purchased from the Canadian Westinghouse Co., of Hamilton, the largest generator ever made in this country. It is of 2,000 h.p. capacity, 3 phase, 7,200 alternations, 200 revolutions per minute, of direct connected engine type. Included with the order was a rotary convertor of 1,350 h.p. and eight air-blast transformers, each of 733 h.p. This new plant is required for immediate demands upon the power the company is supplying to the cities of Vancouver and Victoria and to the B. C. Electric Railway system. The total power to be developed by the company when this addition is installed will be 12,000 h.p. The waterworks installation of the company at Lake Beautiful is of 30,000 h.p. capacity, so that future extensions are provided for.

The Stave Lake Power Co.'s plant, some 30 miles from Vancouver, is also actively under construction, Mr. Wm. Kennedy, C.E., of Montreal, being the engineer in charge of construction, so that Vancouver is not to be handicapped in building up a manufacturing centre.

* * *

Building material for the construction of the Fraser Valley section of the V., V. & E., J. J. Hill's British Columbia road, is being collected at Cloverdale, a a point on the Great Northern south of the river, whence the projected line starts east to meet the section now being driven through the Similkameen and the Hope Mountains, to the coast. Active construction work is to go ahead uninterrupted, so the orders run. The company has just completed purchase of right of way on the south side of the Fraser River to Ladner, a point close to the mouth of the river, and whence steamer connection to the island and to northern coast points may be had.

* * *

The visit of the Manufacturers' Association is being looked forward to with considerable excitement here, now that the convention at Winnipeg is over and the party is en route west in its special train. It is to arrive here Monday and almost a week is to be spent on the coast. Closely following this visit is the convention of the Canadian Forestry Association, at which His Excellency the Governor-General is to preside. As His Excellency is also to open the B. C. Exhibition at New Westminster, the next two weeks will be very important to this province, bringing it into deserved notice in Eastern Canada.

Nova Scotia Trade News.

Halifax, N.S., Sept. 25.

With the Dominion Exhibition now on, the hardware business is very quiet and it is not expected to brighten up until the show is closed. Some changes have been made in the price list since last report. White lead has been increased about 25 per cent. on the hundred pounds, and shot has been increased 50 cents on the list. Zinc has also been advanced, but the Halifax jobbers have not yet increased their prices, though it is expected that they will soon raise it half a cent per pound, placing the quotation here at 8½ cents per pound.

Among the hardware dealers and manufacturing firms exhibiting at the exhibition are the following:

The Consumers' Cordage Company displayed five large pyramids of rope and ten smaller pillars of clothes lines, binder twine, etc.

Henderson & Potts had an interesting exhibit. The frame work of a reception room was covered completely by different colored cans containing the firm's various paints, varnishes and stains.

The Starr Manufacturing Co.'s exhibit was somewhat similar to that of other years, with pillars made from hockey sticks and a fine display of the Acme Club skates.

Cragg Bros., retail hardware merchants, Halifax, exhibited several handsomely finished show cases and other shop fixtures.

The McClary Manufacturing Co. made a fine showing of about twenty sample stoves, ranges, etc.

In Machinery Hall, James Flemming, St. John, showed the Essex gasoline engines, with a couple of motor boats, one of which was fitted with revolving chairs.

W. C. Thompson had a fine display of hot water boilers, stoves and ranges.

Longard Bros. showed hot water boilers and gasoline engines, and the Maritime Light & Power Company, which lighted the building, also had an exhibit.

The Lloyd Manufacturing Company showed gasoline engines and saw mill machinery.

The Maritime Heating Company, Amherst, exhibited hot water apparatus and radiators.

The Amherst Foundry Co. had a fine display of beautiful enamelled ware ranges and stoves, and Jas. Dover, Truro, had a display of patent curling stones.

The Toronto Gas & Gasoline Engine Co. had a most attractive display of launches and gasoline engines.

Austen Bros. had a big exhibit, including a mining car fitted with Chapman ball bearings, gasoline engines, steam drills and mining supplies.

H. H. Fuller & Co. had a large and attractive display of forges, blowers, drills, tools of all kinds, mill and mining supplies.

W. Crowe, Truro, showed lawn swings and windmills.

The Waterous Engine Co., Brantford, Ont., showed a steam fire engine and a gasoline fire engine, and the Canadian Fire Engine Co., London, Ont., showed the first new steam fire engine.

James Hills & Sons had a nice exhibit of the stoves, ranges, etc., manufactured at their foundry.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Sept. 28, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Owing to the advances in pig lead local prices have been advanced in shot and lead pipe. New prices will be found in the detailed quotations below. General business is active in all lines and collections are reported much better than at the corresponding season last year. The settlement early in the week of the building trades strike in the City of Winnipeg has prevented any serious setback in the city trade in builders' supplies and builders' hardware.

LANTERNS — Wholesale prices are steady in spite of severe cutting by retailers in a few sections. We quote: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per dozen.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ by 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ½, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ⅝, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES — Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Owing to the advances in lead, shot has been marked up 25c. per cwt. New prices will be noted below. There is a good demand for ammunition and general sporting supplies. We quote: Cartridges, Dominion R. F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33⅓; C. F., pistol, 5 p.c.; C. F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL—Prices are Bar iron (basis, $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—The local price of $5.60 per cwt. in small quantities is maintained firmly and still higher prices are expected.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

LEAD PIPE—The price has been advanced to $7.80.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gaso-

line, 70-72 (engine), 25½c., in barrels, f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE—Mixed paints are being generally advanced owing to the high price of lead and oil. This week's quotations are as follows: White lead, pure, $7; bladder putty, in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels, 97c.; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

$ $ $ $ $ $ $ $ $ $

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
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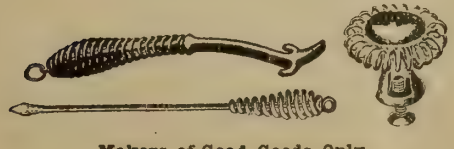


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TROY, N.Y.
DERBY SNAP
With Plated Rust Proof and Guarded Spring
"The Latest and Best."
For Sale by all Jobbers at Manufacture Prices

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - BIRMINGHAM

PRIEST'S CLIPPERS
BALL BEARINGS
Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.
Small Springs of Every Description.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

BRONZING SEASON

means bronze business, and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY, EDMONTON WINNIPEG, CAN.

Everything for the Painter



THAT'S WHAT Stephens' STANDS FOR

No other Canadian concern has our combined **experience, equipment** and **disposition** to fill **complete orders so promptly** and **faithfully** in regard to

READY MIXED PAINTS
"Made with Manitoba Linseed Oil"

Special brands of inside and outside house paint; wagon and carriage paints; barn and elevator paints; stains and varnishes.
Our extensive advertising creates the demand. Will you supply it?
Our guarantee protects dealer and consumer.
We fill rush orders on day received.
Our big Catalogue is free. Write.
G. F. STEPHENS & CO., LIMITED, - WINNIPEG, CANADA

CANADIAN WHOLESALE HARDWARE ASSOCIATION.

(Continued from page 31.)

"The Retail Hardware Association" was proposed by President-elect Newman, he referring to the need of organizing each branch of the trade and to the great good which the retail association could do in eliminating price-cutting and fostering a more fraternal spirit amongst the members of the trade.

Secretary Weston Wrigley, Toronto, whose name was coupled with the toast, regretted the inability to attend of President Humphries, who was much better fitted than he to speak on behalf of the retail trade. "The present gathering," the speaker said, "was an evidence of the benefits of organization to jobbers and manufacturers. Doubtless when the jobbers first organized there were many pessimists, and it was found difficult to get the conflicting interests together, but after eight years of organization each had probably learned that his competitor was not a bad fellow after all, and while there were occasional breaks the general advantages of organization far outweighed the disadvantages.

"The retailers are learning the bene fits of getting together," the secretary continued, and as anything which tendgressive action being taken by the retailer would reflect back upon the jobber, both wholesaler and manufacturer should view with satisfaction the progressive action being taken qy the retail trade. The jobber is in reality the retailer's banker, and the wholesaler as an assembler of goods was a necessity to the retailer as the manufacturers could not to advantage carry a large enough staff of salesmen to call upon each retailer and sell in the small quantities that the limited capital of the retailer made it necessary for him to buy.

"The Retail Hardware Association has been organized at an opportune time," the speaker concluded, "as the present is a critical period in the history of the trade. The wholesale trade is threatened with extinction if present tendencies are not checked. The retailers complain that the jobbers are selling direct to consumers, and this is encouraging many retailers to buy more and more goods direct from the manufacturers. The organization of the retail trade and the harmonious working together of the two interests was absolutely essential to the proper combatting of the destructive tendencies now gaining headway. In the United States the jobbing and retail associations worked together harmoniously, and the same condition could exist in Canada if the jobbers, as the older organization, extended the hand of fellowship to their sister organization.

Secretary Hardy Ill.

Mr. Newman proposed the health of Secretary Hardy, who was too ill to attend the convention. A fitting tribute was paid to the work of Mr. Hardy for trade organizations, and his assistant, Mr. Sam Frame, responded briefly.

"The Ladies" was the concluding toast, it being responded to in a few happily chosen words by Mr. H. B. Brainerd, of the Dominion Cartridge Co., Montreal.

HARDWARE TRADE GOSSIP

Ontario.

Heximer Bros., Welland, are building a stove and plumbing shop.

A. Andrews, hardware dealer, Carp, suffered a fire loss of $6,000.

C. M. Strange, of Lewis Bros., Montreal, was a visitor in Toronto during the week.

J. E. Farrell & Co., Soo, will put the heating plant in the new High School there.

A. Tidey & Co., gas fitters, etc., Hamilton, have assigned to W. G. E. Boyd.

Sturgeon & Beal, of Peterborough, will open a plumbing establishment in Woodstock.

Frank Moses & Son have opened a stove and tinware business at 487 Yonge street, Toronto.

J. T. Norton, Ingersoll, has purchased the plumbing and tinsmithing business of H. Tune.

F. J. Wilson has sold his hardware business at Buckingham, Que., and removed to Ottawa.

McDonald & Kennedy, tinware, etc., Cornwall, have dissolved partnership, D. E. Kennedy continuing.

J. M. Gunn, of the McClary Mfg. Co., London, is in the west with the Canadian Manufacturers' Association.

The stock and business of Norris & Lockhart, plumbers and electricians, Guelph, have been sold to Lockhart & Co.

H. J. Morden & Co., hardware dealers, Colborne, Ont., suffered a considerable loss from the recent big fire at that place.

George A. Childs, Montreal representative of the United States Steel Corporation, was in Toronto during the week.

Joseph Firth, head plumber with Peter & Sylvester, Stratford, has taken a position with E. P. Paulin, of Goderich.

Norman A. Wylie, of the Kemp Mfg. Co., Toronto, is visiting Western Canada with the Canadian Manufacturers' Association excursion.

W. C. Springer, of the Belleville Hardware Co., Belleville, is one of the Canadian Manufacturers' Association party touring Western Canada.

Thos. S. Baker, general manager of Ontario Steel Ware, Limited, Toronto, leaves next week on a months' tour of the enamelware plants of the United States.

The recent fire at the works of the Maple Leaf Harvest Tool Co., at Tillsonburg, has not interrupted the business of that concern and shipments are being made as usual.

A. W. Humphries, president of the Ontario Retail Hardware and Stove Dealers Association, was a visitor in Toronto and Guelph during the week on his return from the Methodist conference at Montreal.

Henry and Edmond Zettel, who formed a partnership this year to conduct their hardware, stove, tinware, implement and windmill business at New Germany, Ont., report a steadily increasing trade with some difficulty experienced in getting sufficient help.

George T. Pepall, of Samuel, Benjamin & Co., Toronto, returned a few days ago from a trip to the iron and steel plants in the Pittsburg district. While visiting one mill he had a narrow escape with his life, part of the superstructure collapsing a few seconds after he had crossed.

Jones Bros., Bracondale, estimate their loss by fire last week at $8,000, on which there is only $2,000 insurance. The business was started about ten years ago, but by hard work had been built up into a prosperous concern. Last year they were talking of building a new factory opposite the old one, but pressure of business delayed operations. All this Summer has been spent getting ready the Fall and Winter stock, which is entirely destroyed, besides many valuable patterns that will be hard to replace. The firm is rebuilding and rapidly getting in shape again and will soon be able to look after their former trade in stove repairs and cement.

Quebec.

Charles Belisle, plumber, Montreal, has been burned out.

Latourneau, Fils & Co., wholesale hardware, have been registered in Montreal.

T. L. Clark & Co., Montreal, plumber's supplies, had their stock damaged by fire.

Messrs. Austin & Nicholson, contractors, Chapleau, Ont., spent part of the week in Montreal.

T. M. Hutchinson, of Drummond, McCall & Co., Montreal, spent a few days of this week in New York.

Mr. Cameron, representing the Winchester Repeating Arms Co., called on the Montreal trade this week.

H. B. Carbary, of Lewis Bros.' city traveling staff, was married this week to Miss Odair, of Green Valley.

W. J. Leslie, of A. C. Leslie & Co., metal importers, Montreal, spent the week in Hamilton and Toronto.

J. Watterson & Co., wholesale metal merchants, Montreal, suffered a slight loss through fire in their warehouse this week.

F. S. Laythe, representing Butterfield & Co., manufacturers of taps and dies, Roch Island, Que., visited Mont-

real during the week, in the interests of his firm.

I. England, of J. England & Son, general merchants, Knowlton, paid a business visit to Montreal during the week.

H. L. Holstein, general merchant, of Whitney and Barry's Bay, Ont., was a caller at Montreal hardware warehouses recently.

Chas. Dietrich, representing Shurly & Dietrich, Galt, was a caller at the Montreal office of Hardware and Metal this week.

J. R. Golden, manager of the Canadian McVicker Engine Co., Galt, called at the Montreal office of Hardware and Metal, on Tuesday.

S. E. Waffle, representing Alex. McArthur & Co., paper manufacturers, visited the firm's Montreal office on Tuesday of this week.

F. Wilson Fairman, president of the Dominion Wire Mfg. Co., Montreal, has gone west on a six weeks' business trip. Mr. Fairman will stop at Winnipeg for a few days and then continue as far west as the coast.

Geo. J. Scott, western representative of the Pedlar People, spent his holidays in Montreal, accompanied by Mrs. Scott. Mr. Scott, being himself an old Montreal boy, has met a number of boyhood friends during his stay.

The Dundas Axe Works, Dundas, Ont., have got out a neat little souvenir representing a miniature of their "Crown Jewel" well known axe. Their Quebec representative, A. Bourbonniere, 204 St. James street, Montreal, is distributing them among his friends in the trade.

Western Canada.

Sova & Barbour, plumbers, Winnipeg, have dissolved partnership.

A. E. Hiscox, hardware dealer, Vermillion, Sask., has assigned.

Geo. D. Wood, of Geo. D. Wood & Co., has been slightly ill for several days.

Nicholles & Renouf, hardware dealers, Victoria, B.C., advertised their business for sale by tender.

C. D. Waldon, of Pease-Waldon Co., Winnipeg, returned last week from a business trip to Toronto.

Jesse Anderson, of Barr & Anderson, plumbers, Vancouver, has returned to his business from his wedding trip. He was married to Miss May Irving, Boston, Mass.

The additions to the warehouse of the J. H. Ashdown Hardware Co., Winnipeg, are being pushed rapidly to completion now that the building trades strike is settled.

The capacity of the Winnipeg warehouse of the Kemp Mfg. & Metal Co., Winnipeg, will be almost doubled when the addition now in course of construction is completed.

The Marshall-Wells Co. hope to be in their new Winnipeg warehouse the first of the year. The new building will be eight storeys high and the management state that it will be the largest in Canada.

A. N. Marshall, of Duluth, president of the Marshall-Wells Co., was in Winnipeg last week consulting with the management of the Winnipeg branch of the firm. This week he is in the country shooting chickens.

M. Shaffner, traveler for W. G. McMahon, Winnipeg, is on the road again after a seige of typhoid, which confined him to the St. Boniface hospital for several weeks. Sales of "Happy Thought" ranges should boom now.

Johnston & Co., Brandon, had a very attractive window last week, displaying their line of mantels and grates. When lit up at night it was the subject of admiring comment on the part of the crowds who throng the streets of the "Wheat City."

Jesse Anderson, of Barr & Anderson, Vancouver, passed through Winnipeg this week on his way to the Pacific Coast, carrying with him the spoils of a successful matrimonial campaign, which he has waged in Boston. Hardware and Metal tenders congratulations.

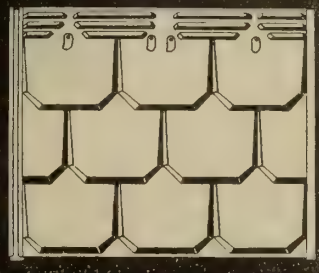
J. B. Curran, of the Brandon Hardware Co., has in his possession a "Commercial Agency register" of 1874, a book corresponding to the Bradstreets' or Dun's of the present day. A Hardware and Metal representative, who called on Mr. Curran last week was interested to notice the ratings in 1874 of two or three of the most prominent business men of Manitoba in 1906. There was no Brandon in 1874.

United States.

The E. A. Pfleuger Co., Akron, Ohio, has been organized with $100,000 capitalization to manufacture fishing tackle. E. A. Pfleuger, formerly with the Enterprise Mfg. Co., Akron, Ohio, is to be president and general manager of the new concern, and his years of practical experience will stand him in good stead in the new venture.

THE METALLIC ROOFING COMPANY LIMITED

"EASTLAKE"



STEEL SHINGLES

FOR THE ROOF

There's truest economy in choosing

"EASTLAKE"

STEEL . . . SHINGLES

They last indefinitely.

Are fire, lightning, rust and leak-proof.

Fit together perfectly by means of their special patented side lock, can't possibly work apart.

GALVANIZED "EASTLAKES" are heavily coated on both sides with all the galvanizing material that will adhere to them.

PAINTED "EASTLAKES" are thoroughly covered on both sides with Sherwin-Williams best paint.

"Eastlakes" have been tested by years of service in all climates, everywhere giving thorough, lasting satisfaction.

Write and let us give you further information.

TORONTO, CANADA.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

FOUNDRY AND METAL INDUSTRIES

The Defiance Iron Works, Chatham, will be greatly enlarged.

The Cape Breton Foundry Co. will establish a foundry at Sydney, C.B.

H. R. McLellan and others, of Sydney, C.B., have taken over the Mowry Safety Nut Co.

It is reported that Graham Fraser, formerly director of the Dominion Iron & Steel Co., is at the head of a syndicate to establish an iron plant at Amherst, N.S.

The Dominion Iron & Steel Co. during August produced 4,947 tons of wire rods, 17,840 tons of steel rails, 25,079 tons of steel ingots, and 20,844 tons of pig iron. The bounty earned would be $70.000.

At Portage la Prairie on Sept. 20, 54,674 tons of eighty-pound steel rails, valued at $1,500,000, were officially entered into Canada from Buffalo. The steel is for use on the Grand Trunk Pacific line, and will be brought to the yards they have established here for distribution. This is said to be the largest single entry ever passed in the west.

W. I. Kemp, Newark Valley, N.Y., proposes to reopen the Kemp Manure spreading factory in Stratford, as an agricultural machinery factory. The city council is asked to submit a by-law to the ratepayers to guarantee the bonds of the company for the sum of $25,000, repayable in 20 years, and to fix the business assessment at the sum of $25,000 for ten years. The factory was built five years ago at a cost of $36,000.

It is said that the Dominion Iron & Steel Co. have secured a large order from the United States for overhead rails of 125 pounds. They received the sample rail a few days ago. The mill is working now on the G. T. P. contract for 30,000 tons, and it is understood the manufacture of this rail will be begun as soon as this order is finished. The mill is rushed day and night. Very little work is being done in the rod mill of the company, owing to the serious depression in the market. It is stated that strong pressure will be brought to bear upon the Government to increase the duty on wire goods.

SHIP BUILDING INDUSTRY.

The big 500-foot freighter now under construction at the shipyard, is certainly a wonder for size and strength. Stood on end she would reach as high as a ten-storey building, and to climb to her deck is like going up the winding stairs of the tower at Ottawa. All the framework of this vessel is in position, and the greater portion of the heavy plates also riveted in place. The foundry and machine shops have a large gang busy on the engines for No. 9.

The shipyard is bound to be a money maker. The old conditions have passed away. The company have already a large number of applications for reservation for the Winter months, and it looks as if the dock and yards will be run wide open all Winter with repair work.

Our reporter visited the Northern Iron & Steel Co's works on Monday last, and found this magnificent plant last, and found this magnificent plant The rolling mills will be ready by the end of the month.

About four thousand tons of raw material have already been assembled on the premises, and orders have been booked for the whole of the product manufactured during the first three months.—Collingwood Express.

TO APPEAL AGAINST JUDGMENT.

The Smith's Falls Malleable Castings Co. are appealing to the Court of Appeal against a $60,000 judgment given against them in favor of the National Malleable Castings Co. It was held that they had failed to carry out a contract to supply a large and continuous supply of iron couplers at a certain price. The court has reserved judgment.

HOW ONE FIRM MADE A SUCCESS OF THEIR PAINT BUSINESS.

Every dealer who puts in a stock of paints and varnishes does not make a success in building up a profitable paint business. Much depends on the line, the way it is pushed, and the dealer himself. Goods do not sell themselves, neither do they make "repeat" sales if they have failed to give satisfaction the first time.

But Magladery Bros., Parkhill, Ont., are a splendid example of successful paint dealers. A little over a year ago they decided to add a stock of paints and varnishes to their hardware lines, and, after careful consideration, decided on The Sherwin-Williams Products. Thus they took the first step toward success by securing the best line, and goods of a uniform quality and excellence. Then, by co-operating with the Company in pushing their products, they rapidly built up a most profitable paint trade. The advertising and promoting helps secured the business and the satisfaction given by S-W. Products held customers when they had been secured.



Paint Department of Magladery Bros.' Store, Parkhill, Ont.

The illustration below shows a corner of the paint department in Magladery Bros.' store. It is a good example of a compact and well arranged paint and varnish display. By giving the right kind of attention to their line they have helped it along. Goods cannot be expected to do all the work—they must be shown up to advantage and brought to the attention of the prospective customer.

The following expressions from a recent letter to The Sherwin-Williams Co. from Magladery Bros. are interesting:

"We do our best to give S. W. P. all the space we can possibly give in our store, as we recognize in it a money maker and a trade getter.

"We have nandled S. W. P. only one year and it is needless to say that we find it a very easy seller, especially with the help of your personal letters, etc."

There is food for reflection in this firm's paint success and dealers who anticipate putting in a line of paints and varnishes, or who have not found their paint business profitable, should write The Sherwin-Williams Co., 639 Centre St., Montreal, Que., for their Agency Proposition. With the S-W. line and the S-W. advertising the dealer has every advantage.


Mr. Thomas Maglade. y.


Mr. Wm Magladery

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

"DOMINION"

The hall mark of quality on

Bar and Hoop Iron
Polished Steel Sheets
Polished Canada Plates
Charcoal Tin Plates

A. C. LESLIE & CO.
MONTREAL.

HAND DRILLING MACHINES

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
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NEW YORK CITY

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

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LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lookers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

PRICE and QUALITY

are two vital elements in

GILBERTSON'S

COMET GALVANIZED SHEETS

That means they are soft, smooth, and easily worked, that they are flat, well galvanized and that they are lower in price than other high grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

CANADIAN OIL CO. FIRE.

The manufacturing establishment and oil warehouse of the Canadian Oil Company, Limited, Strachan avenue, Toronto, were destroyed by fire last Saturday morning. The office and a frame building used for storing varnishes and paints were saved from destruction, but as the company has large stocks in warehouses at various points in Ontario they are again shipping orders as usual. The loss, it is estimated, will probably be around $100,000. Thousands of gallons of oils, a large quantity of greases and four cars loaded with oil for shipment to Port Arthur were destroyed.

The fire spread with amazing rapidity, and is supposed to have originated in the oil warehouse at the extreme west end of the structure, which was about 250 feet deep, with a frontage of 55 feet. The intersection of the building, which contained six ten thousand and six twenty thousand gallon steel tanks filled with different grades of oil paints between the office and the warehouse, was two storeys high, the other parts of the structure being one storey high.

The total insurance is $138,250, divided among twenty-four companies. T. H. Hamilton, general manager of the company, stated "that the eastern portion of the building in which the offices are was saved, together with the paint factory and all other buildings and plant, including outside and underground tanks, which were filled with oil and remain undamaged. The business will continue without interruption, as we are in a position to fill all orders on hand and take care of all future business with our well equipped line of branches. The part of the plant destroyed will be rebuilt at once."

THE TURPENTINE INDUSTRY.

A southern trade paper states that if present conditions are permitted to continue, the extinction of the long leaf pine will be complete within the next 40 or 50 years. The United States Government is fully alive to the situation, but it is difficult to see in what way they can remedy it further than by giving advice to the owners. It is customary to lease tracks of timber for short terms of years to turpentine operators. The lessee naturally endeavors to obtain the largest quantity of products he can during his term of lease. As there is practically no supervision, he bleeds the trees to such an extent as to damage them. The timber speculator and the turpentine operators appear to be in control, and are indifferent as to whether the country is depleted or not of the long leaf pine.

The following description of the method employed in the distillation of turpentine is taken from one of the publications of the United States Department of Agriculture: "The process of distillation requires experience and care in order to prevent loss in spirits of turpentine, to obtain the largest quantities of resin of higher grades, and to guard against overheating. After heating the still somewhat beyond the melting point of crude turpentine, a minute stream of tepid water from the top of the condensing tub is conducted into the still and allowed to run until the end of the process; this end is indicated by a peculiar noise of the boiling contents of the still and the diminished quantity of volatile oil in the distillate. On reaching this point the heating of the still and the influx of water have to be carefully regulated. After all the spirits of turpentine has distilled over, the fire is removed, and the contents of the still are drawn off by a tap at the bottom. This residuum, the molten resin, is first allowed to run through a wire cloth, and is immediately strained again through coarse cotton cloth, or cotton batting made for the purpose, into a large trough, from which it is ladled into barrels, The legal standard weight of the commercial package is 280 lbs. gross, no tare being allowed. The finest grades of resin are largely used in the manufacture of paper, for sizing, of soaps, and of fine varnishes; the medium qualities are mostly consumed in the manufacture of yellow soap, sealing wax, in pharmacy, and for other minor purposes; and the lower and lowest qualities are used for pitch in ship and boat building, brewers' pitch, and for the distillation of resin oil, which largely enters into the manufacture of lubricating agents.

INDUSTRIAL POISONING IN LONDON.

According to the statistics for 1905-6, the following cases of industrial poisoning occurred in London, England, during the year: Lead poisoning, 203 cases, made up thus: White lead manufacturing, 66; paints and colors manufacturing, 25; printing, 5; metal melting, refining and rolling, 27; ship and boat building, 3; carriage and wagon building, 19; electrical accumulator manufacturing, 15; cask, drum and keg making, 10; other places under the act to which section 73 applies, 19; other places to which section 73 does not apply, 3; places outside act, 11; mercurial poisoning, 2 cases, made up thus: Barometer and thermometer manufacturing, 1; other processes, 1; phosphorus poisoning (lucifer match manufacturing) 1 case; arsenical poisoning (paints and colors manufacturing and arsenic extracting), 2 cases.



Elastilite Varnish Sales

RETURNED
Dec/13/06
to R. S. MacLean
Cut Book No. 58
Page No. 59 a.a.w.

for 1906

HAVE DOUBLED OVER SAME PERIOD 1905

THE RESULT OF BEST QUALITY

ALWAYS UNIFORM

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

STOCKS AT
WINNIPEG, MAN., c/o. MASON & HICKEY.
VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

ASK US SOME QUESTIONS ABOUT

Superior Iron Filler
Superior Wood Filler

SUPERIOR IRON FILLER is for filling sand holes and other imperfections in the surface of castings, etc. The dark shade is suitable for all general iron work, and the light shade is especially prepared for use under enamel or bath tubs, etc.

SUPERIOR WOOD FILLER gives satisfactory results on Natural Oak, Antique Oak, Ash, Walnut, Rosewood, etc. It is prepared in light, medium and dark shades.

See pages 11 and 18 in our Catalogue

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

It is Easy to See

Why so great a success has been gained by

JAMIESON'S Floor Enamels

They are **easier to apply, dry quicker, look better** and **wear longer** than any other covering for the floor that has ever been put on the Canadian market.

That's why they are so easy to sell.

Write us for information about our **Floor Enamels** and our famous

Crown and Anchor Brands of Paints

Manufactured solely by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Ahead of all others in **quality** and **workmanship**. If **sparks** of **fine quality, set by experts**, are what you require, buy Diamonds of **A. Shaw & Son's** make.

Canadian Agent
GODFREY S. PELTON
201 & 202 CORISTINE BUILDING. MONTREAL

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE.*

SHELLAC

MARX & RAWOLLE
NEW YORK
Manufacturers

BLEACHED and ORANGE
Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**
Tel. Main 2661 P. O. Box 14. MONTREAL FOR QUOTATIONS

BRANDRAM BROS. & CO.
BRANDRAM'S B. B. WHITE LEAD
MANUFACTURERS LONDON ENGLAND

Various Paints may claim various points of excellence, but only

"ANCHOR"
AND
"ENGLISH"
LIQUID
HOUSE
PAINTS

among all the paints produced in Canada, can claim the merit that the only white lead used in their manufacture is

"Brandram's"
B. B. GENUINE

This is the point that makes them absolutely unrivalled.

ANCHOR BRAND
H & P
REGISTERED
TRADE MARK

HENDERSON & POTTS LIMITED, HALIFAX, N. S ST. JOHN, N. B.

HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG

MARSHALL-WELLS CO. - Winnipeg
Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, September 28, 1906.

Turpentine has shown a change during the past week, and with an increase of 3 cents a gallon at shipping points, prices in Canada have been marked up 2 cents.

Notwithstanding the firmer tone and advanced quotations on white lead, reported in our last issue, the demand even at the higher prices is exceedingly brisk. There are also lively shipments of red lead and other lead products.

A brisk inquiry is being maintained for varnishes, and prices are extremely firm. Especially is this the case with reference to shellac, and in view of the higher price of gum it is anticipated that some manufacturers will soon advance prices.

LINSEED OIL—The market is still somewhat unsteady, and our prices are subject to shading for round lots. We quote: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE—At shipping points an advance of 3 cents has been made, and Canadian jobbers have responded by an increase of 2 cents per gallon. We are now quoting: Single barrel, 86c. per gal.; two barrels or over, 85c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6.50 to $6.75; No. 1, $6.15 to $6.40; No. 2, $5.80 to $6.15; No. 3, $5.55 to $5.80, all f.o.b. Montreal.

DRY WHITE ZINC—The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—In common with all lead products this line continues very firm. We still quote: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

GUM SHELLAC — Primary markets are constantly advancing, but Canadian jobbers quote the following prices: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH—From present indications there will be an upward movement in this line very soon, owing to advances in gum shellac. We are still quoting: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20¼c. in barrels.

WINDOW GLASS—Business continues large. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.70; third break, 100 feet, $4.25; fourth break, 100 feet, $4.45; fifth break, 100 feet, $4.70; sixth break, 100 feet, $5.25. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, September 28, 1906.

There is no further change in turpentine since our last week's quotations, although the market shows a somewhat firmer condition since then. Linseed oil is stronger in tone and is costing more, but prices to retailers are unchanged. Lead, and all pigments continue firm, but as the season is now well advanced there will scarcely be any further advances. Varnish is costing more to manufacture owing to increased prices of the raw material used and there are some indications

BERRY BROTHERS' VARNISHES

Are the most profitable to handle

BECAUSE THEY ARE THE BEST IN THE WORLD

QUALITY, RELIABILITY, UNIFORMITY

These are the qualifications that make demand. They are strongly advertised, neatly and conveniently put up and always satisfy.

ACCEPT NO SUBSTITUTES

BERRY BROTHERS, Limited

Varnish Manufacturers

WALKERVILLE, ONT.

Correspondence invited.

Send for price lists.

A few more of our

TRADE MAGNETS and TRADE RETAILERS

The Martin-Senour Porch and Deck Paint
"Stands the Weather."

The Martin-Senour Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour Carriage Paint
It's "superfine," everything said.

The Martin-Senour Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT

100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited

"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL

2514-2520 Quarry Street CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited
HALIFAX, N.S.



A GOOD motto for a Sun Dial is, ***"I only mark the sunny hours."*** The motto for a tin of the ***Sun Varnish*** would be, ***"Brightness reigns within."*** There has been a tremendous revival in the demand for ***Sun Varnish.***

¶If you wish to ***know the cause*** of this ***popularity*** enquire from ***our customers*** and our ***customer's customers.*** They will explain.



that an advance will be made. It is uncertain, however. The general paint business is quieting down somewhat, but a particularly successful year is reported and great preparations are being made by manufacturers to carry on next year's work.

WHITE LEAD — Ex Toronto, pure white, ..6.55; No. 1, $6.17 1-2; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto., in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.75; ditto., in kegs of 100 lbs., $6.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 pounds.

TURPENTINE TO ADVANCE.

Owing to the serious storm which occurred in the Southern States on Thursday in which floods are reported to prevail in the districts known as the pine belt, higher prices are almost certain to prevail for turpentine. Those in control of the markets at Savannah will take full advantage of the disaster to jump up the prices. At the time of writing the extent of the influence of the storm on the turpentine is not known, but as the negroes will not work in the water a scarcity is possible.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 56c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 59c.; 5 to 9 barrels, 57c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 90c.; 2 to 4 barrels, 89c., f.o.b. point of shipment, net 30 days. Less than barrels, 96c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5c. to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Trade continues normal. We quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

WILL MAKE GLASS.

The Manitoba Glass Co., of Beausejour, Man., is ready to commence work. They have five melting basins and five kilns for the purpose of tempering glass.

PRESENTATION AT MONTREAL.

On Friday last for about five minutes just before closing up time at the Canada Paint Company's offices in Montreal the telephone service in the counting house was badly disorganized.

It appears that one of the stenographers, Miss Tabb, has resigned, and the office staff being desirous of showing their appreciation of her uniform kindness and genial good nature, left their desks and telephones and rallied around, presenting Miss Tabb with a case containing a handsome sunburst composed of immaculate pearls set in solid gold. The short speeches which were made during the presentation by Mr. Robt. Munro, the managing director of the company, and Mr. William H. Evans, were literally bubbling over with well deserved compliments, and the recipient of these marks of appreciation was so overcome by this unexpected ovation that it was with great difficulty she could make any response to the genuine and much regretted farewell. The informal meeting quickly dispersed after three rousing cheers and a spontaneous "tiger" had been given for the fair young lady who has graced the office with her sweet smile and charming manner for some time.

CHINESE LABOR A FAILURE.

The Florida turpentine operator who tried the experiment of substituting Chinese for negroes in naval stores work has decided that it is not a success, and has arranged to ship the forty-eight Chinamen back to Portland, Oregon, whence he secured them three months ago. It is said the experiment cost him $10,000.

ITEMS OF INTEREST.

It is estimated that the aggregate yield of flaxseed in Manitoba, Saskatchewan and Alberta this year will be 700,000 bushels, an average of 12 bushels per acre.

It is reported that the United Alkali Company, of Northwich, Eng., has discovered a new process for extracting arsenic from a bye-product of their factory.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Prize Winning Windows.

The Dover Mfg. Co., of Canal Dover, Ohio, have recently sent out a number of reproductions of some of the prize winning windows in last year's window display contest. There is something to be learned in looking over these cuts, in the art of window dressing and hardwaremen would do well to have a copy of their circular showing the different ideas which are suggested. The company will mail a copy to those sending their names.

Bowser Oil Pumps and Tanks.

S. F. Bowser & Co., Toronto, are mailing a set of cards showing their different styles of oil pumps and tanks. These cards are a departure from the usual catalogue and convey clearly the many good features of the Bowser self-measuring oil pumps. Their exhibit at the Fair was one that deeply interested all who were fortunate enough to pass that way, and those who had already purchased one of them were more than pleased with the saving effected in time and in oil. Besides these features they eliminate all danger incident to the storage of oil in the ordinary manner. A request from dealers will bring all information.

Sidney Wheel Scrapers.

The Sidney Steel Scraper Co., Sidney, Ohio, in their catalogue No. 10, show something new in steel scrapers, wheelbarrows and other contractors equipment. Their improved wheel scraper has a number of features that will commend it to all using this class of tool. particulars of which will be sent upon request.

Ingersoll-Seargeant Rock Drills.

The Ingersoll-Rand Co., 11 Broadway, New York, have ready their latest catalogue, No. 45B., showing their rock drills. Besides showing the different manufactures of this company the book gives some valuable information and comments upon the work for which each tool is adapted. A list of forty-four questions covering the problems of rock drilling under all conditions is given, as well as several pages and tables of useful information on compressed air, which ought to be in the hands of users and handlers of these tools.

Starr Skates.

Forty years at the business is a long time, and ought to mean a lot of experience. The Starr Mfg. Co., Dartmouth, N.S., have recently issued their fortieth annual catalogue. It is all about skates and shows a lot of good ones, which just at this time of year should be very interesting. Over 25 different styles are shown, accompanying which are a delineation of their particular features, and the class of skating they are constructed for. The reputation of the Starr skates is well established throughout Canada, and this year their prospects are better than ever for a large output.

Moore's Treasure Stoves.

A new catalogue of 146 pages has been recently gotten up by the D. Moore Co., Hamilton. It deals exhaustively with the many different classes of stoves and ranges made by this company. With each cut there is a description, giving a general outline of that style, stating the length of wood it will take, the number and size of the holes, the price with extras, etc. In short it is a silent salesman, showing such a number of sizes and styles that even the most peculiar conditions could not fail to be met. The back pages contain a lot of information on chimney, the operation of stoves, campers, fuel, etc., which will be found useful for everyone who sells or owns a stove. Dealers who have not received one of these catalogues should write for one.

STOCK CONTINUOUS LEDGERS

$21.00 Size 8x12 — **$23.75** Size 12x12

The above prices are for a complete outfit, comprising--

1 REGULAR CRAIN CONTINUOUS BINDER AND INDEX
1 "K" SECTIONAL POST CANVAS TRANSFER BINDER AND INDEX,
ONE THOUSAND PAGES (500 LEAVES)

The continuous Binder is the same in every particular as the high-class goods we have always manufactured.

Different Ledger Rulings to choose from on best ledger paper.

Before placing your order for a new ledger this fall write us for further particulars.

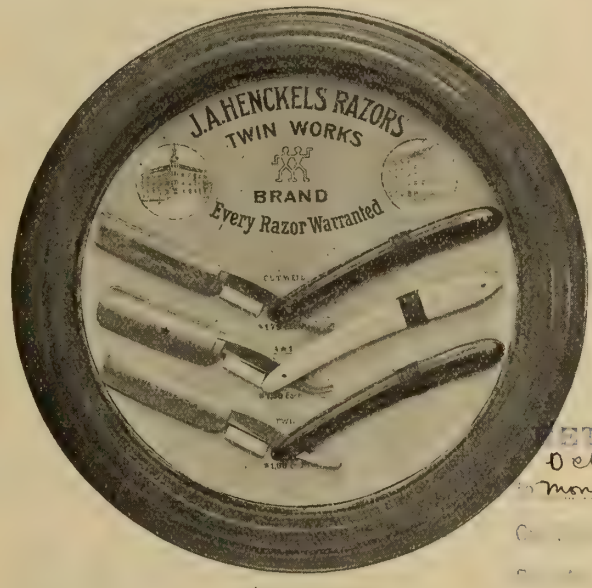
LOOSE-LEAF SYSTEMS — CRAIN — OTTAWA, ONT.

The Rolla L. Crain Co., Limited

OTTAWA, CANADA

BRANCHES and AGENCIES

TORONTO OFFICE—18 Toronto St.
MONTREAL OFFICE—74 Alliance Building, 107 St. James St.
WINNIPEG OFFICE—Sylvester-Wilson Bldg.
ST. JOHN, N.B.—Schofield Bros.
VANCOUVER, B.C.—White & Bindon.



THIS FINE SHOW CASE

is given away free of charge with every order for a set of the famous J. A. Henckel's, Twin Works, Razors Every Razor guaranteed. Always ready for use. Every merchant should avail himself of this opportunity and procure one of these display cases which act as a silent salesman.

For Sale by All Leading Wholesale Houses

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F. W. Lamplough & Co.

MONTREAL

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Piate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Sydney Cement Co., Sydney, C.B., will build a large plant.

The Seamen Kent Co., of Meaford, will build a factory in Winnipeg.

The Polson Iron Works, Toronto, will extend their plant at a cost of $100,000.

The Borland Carriage Co., Stratford, purpose making a large addition to their factory.

The Sawyer-Massey Co., Hamilton, will increase their plant at a cost of $30,000.

The Modern Bedstead Co., Cornwall, Ont., have applied for a charter, and will build a factory.

The Peterborough Shovel Co. will erect an addition 40 x 115 feet to meet their growing business.

Fred A. Harley, Georgetown, Ont., and others, contemplate establishing a knitting factory in that town.

The Strathcona Radial Tramway Co. are seeking franchise to build an electric railway between Strathcona and Edmonton.

W. E. Buckingham, of Guelph, representing Michigan capitalists, contemplates starting a paper mill in Toronto.

The Sanderson Mfg. Co., Sydney, N. S., have been incorporated with a capital stock of $45,000. They will manufacture roofing material, tar paper, etc.

J. M. Fleming, of Ottawa, and others, purpose starting a factory in Iroquois, Ont., for the manufacture of certain patents in connection with machine shops.

The Detroit Trolley Wheel & Electric Equipment Co., have purchased the Ward factory building in Leamington, Ont., and will manufacture automobiles, brass goods, tools, etc.

The Phillip Carey Mfg. Co., Lockland, Ohio, is preparing to erect an asbestos plant at Montreal. It cost $15,000 in duty last year to bring this company's goods into Canada.

Oil of very good quality has been struck at Fort McMurray, up the river from Edmonton. The C.N.R. is pushing its branch line from Edmonton to the Landing, five miles of steel already being laid.

The John Morrow Screw Co. have been incorporated with a capital stock of $100 000. They will carry on their usual business. The directors are J. A. Coulter, W. H. Shapley, F. H. Deacon, O. E. Robinson, and W. H. Wortman, with head office at Ingersoll.

The first electric or trolley locomotives to be used on the Canadian Pacific, or in Canada, will be installed in the Fort William switching yards of the C.P.R. Mr. Cross, assistant to the vice-president, stated that as soon as Kakabeka Falls power plant is completed electricity will be used for motive power in the Fort William yards.

The first gasoline traction engine for threshing, plowing and general heavy work, ever built in Canada was turned out of the Dyment Foundry Co's shops at Barrie for its trial trip. The engine weighs four tons and is the invention of J. C. McLachlan, of Toronto, now superintendent of the motor shops. It is equipped with a 40 h.p. double opposed engine and with a gang of ten plows will plow 40 acres a day. The machine is much lighter than a steam engine, and the elimination of the chances of fire is one of the engine's chief recommendations. It will drag a threshing outfit two miles an hour on ordinary roads.

In many respects the recent convention of the Canadian Manufacturers' Association held in Winnipeg was the most successful in its history. The attendance was much larger than a year ago at Quebec and a vast amount of business of an important nature was disposed of in the businesslike style of the best business men of Canada. It was decided to open a permanent office in London, Eng., to act as a commercial intelligence agency for the association members, to assist in securing skilled labor for the members, and in other ways to promote the interests of the organization. Important steps were also taken in promoting the scheme for the mutual fire insurance of association members, and, taken as a whole, the meeting was remarkable for the new departures which were decided upon.

For the first time in the history of the association the annual convention was held west of the Great Lakes and the event was looked forward to with keen anticipations by the citizens of Western Canada, who, rightly or wrongly, united in considering it a most important epoch in the history of the newer Canada. The west wants manufacturers and is determined to have them, her citizens being thoroughly convinced of the unwisdom of shipping raw materials east and bringing in the manufactured product. The west wants manufacturers and preferably Canadian manufacturers, and hence the keen interest excited by the visit to the west of the Canadian Manufacturers' Association. Winnipeg received them with open arms and everything possible was done to show the visitors the advantages offered them by the metropolis of the west. In the excursion westward which followed the convention the principal western towns have been visited and in all an effort has been made to show the visitors what the west has to offer them. It may be confidently expected that one result of the western

Paroid Roofing Will Make Money for You

READ THIS:

Thousands of dealers all over Canada and the United States are making with Paroid one of their most profitable lines. If you are not selling Paroid it will pay you to get our proposition.

Why Paroid is the Best Ready Roofing Made

Paroid is the best quality of ready roofing made. Railroads, manufacturers and farmers all over Canada and the United States are using it in place of shingles, tin, iron and other kinds of roofings, because it lasts longer and costs less.

We make Paroid from start to finish—we make our felt—the most important part of the roofing, while other manufacturers buy their felt where they can get it cheapest. That's the principle reason why Paroid lasts longest. We could not stand back of Paroid if we did not make the felt.

Paroid is **soaked** and coated with a thicker, smoother, more pliable and durable coating than is on other ready roofings. Send for samples of Paroid and compare it with other kinds. You can see and feel the difference.

Paroid is applied with the **only** anti rust-proof cap made. It insures a tight roof. Other roofs often fail because the cap rusts out. Paroid will not crack and break in cold weather. It is adapted for all kinds of buildings and will outlast other ready roofings.

How We Help You

Our advertising plan has doubled the sales of our dealers this year. It helps to sell their other lines, too.

Send for our proposition and we will mail advertising matter and samples to every likely user of roofing in your town. It will not cost you a cent and can't help bringing you orders. We'll send you all the electrotypes and special things you can use. We'll write letters to prospective customers and send our salesman to help you land orders. Write, telegraph or telephone at our expense at any time.

The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

It won't cost you a cent to try out our proposition and we stand back of every roll of Paroid you sell.

Sign your name to a postal to-day and we'll send you full particulars and samples.

F. W. BIRD & SON

Makers

Factory and Office:
Hamilton, - Ontario

Established U.S.A., 1817.

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH
Best Grade American

KEENE'S
Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

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Branch Office, Acton, Town Hall.
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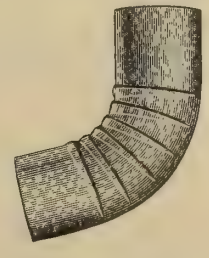
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F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

visit of the manufacturers will be the establishment in the west of many branch factories and the opening of many more branch warehouses.

BUILDING NOTES.

A new land titles office will be built at Regina.

Souris, Man., Methodists will build a $20,000 church.

St. Jules congregation, Winnipeg, will build a church.

Thos. Kennedy will build a Summer hotel at Barrie.

Victoria will have hospital extensions to cost $30,000.

Donaldson Bros. will build a hotel at Cobalt, to cost $10,000.

The C.P.R. will build a paint shop at Montreal, to cost $70,000.

P. O. Dwyer will build a pork packing factory at Edmonton.

Milne Bros., Mundare, Alta., are building a hardware store.

The Cockshutt Plow Co. will enlarge their Winnipeg warehouses.

It is stated that the Grand Trunk will build a large hotel in Quebec.

Winnipeg will build another new Collegiate Institute to cost $50,000.

A new Baptist church will be built in Montreal at a cost of $60,000.

The Lutheran congregation, Fort William, will build a new church.

A penitentiary, to cost a half million dollars, will be built at Prince Albert.

The Canadian Express Co. will build a ten storey building at Montreal to cost $250,000.

Winnipeg building permits for the past nine months have amounted to $10,500,000.

The Toronto, Hamilton & Buffalo Railway will build shops at Hamilton, to cost $10,000.

Rhodes, Curry & Co., of Amherst, N.S., have the contract for the new school at Glace Bay, for $17,300.

MANUFACTURERS' ASSOCIATION OFFICERS.

The officers elected for the ensuing year were as follows:

President—Harry Cockshutt, of the Cockshutt Plow Co., Brantford.

First Vice-President—Hon. J. D. Rolland, Rolland paper mills, Montreal.

Provincial Vice-Presidents—Ontario: L. Harris, Brantford; Quebec, G. A. Vandry; British Columbia, John Hendry, Vancouver; Manitoba, L. C. McIntyre, Winnipeg; New Brunswick, Chas. Macdonald, St. John; Nova Scotia, T. M. Cutler, Halifax; Alberta, A. E. Cross, Calgary; Saskatchewan, E. J. Brooks, Regina. Treasurer, Geo. Booth.

The convention was brought to a fitting close by a brilliant banquet at the Royal Alexandra, on Wednesday night, Sept. 19. At its close the special excursion train left for the west carrying the manufacturers on their western tour.



OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

The Northern Engineering & Supply Co., Fort William, write: "We would be obliged if you could put us in touch with manufacturers of school fixtures, such as desks and furniture used in schools."

The James Smart Mfg. Co., Brockville; Canadian Office & School Furniture Co., Preston; Moffat & Co., Carleton Place; John B. Snider, Waterloo; Granby Iron Works, Granby, Que.; and Rhodes, Curry & Co., Amherst, N.S., make various kinds of school furniture.—Editor.

Carriage Springs.

C. A. McDonald Co., Mortloch, Sask., write: "We have a special order to fill for buggy springs, but do not know who to get them from. We have tried the Winnipeg wholesale houses to no effect. Can you favor us with the names and addresses of at least two firms making this class of goods."

Three manufacturers of carriage springs, etc., are: Campbell Bros., St. John, N.B.; James Warnock & Co., Galt, Ont., and the Gananoque Spring & Axle Co., Gananoque.—Editor.

NEW ENAMELWARE PLANT.

Toronto is to be the headquarters of the fourth enamelware factory to be established in Canada, and the new ware, when it is definitely placed on the market, will embody many new features, according to Thomas S. Baker, the general manager of Ontario Steel Ware, Limited, who have succeeded Fairgrieves, Limited, as manufacturers of tin and galvanized ware and are broadening out into the enamelware field.

Mr. Baker, who is secretary-treasurer as well as manager of the company, was for some years with Messrs. B. & S. H. Thompson, metal merchants, Montreal, and for a brief period with Messrs. Samuel, Benjamin & Co., Toronto, leaving the latter firm to take hold of the Fairgrieves business, Mr. Fairgrieves' interest having been purchased and the entire control now being in the hands of Mr. Baker and his associates, two of whom are John De Gruchy, of the M. Langmuir Manufacturing Company, Toronto, and H. W. MacMahon, of the Sanderson Harold Company, the John Leckie Company and other enterprises.

The new firm name is well chosen as the firm's product will largely be enamelware, although their factory now has an output of 1,500 galvanized pails daily and 45 cement laundry tubs weekly, besides a large amount of tinware specialties. For their enamelware factory they have procured the services of several experts from the largest factories in Europe and the United States and by November they promise to be in a position to fill orders for high-class enamelware. Their factory is well located, having a frontage on Brock and Florence avenues.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

ARTICLES FOR SALE.

CORNICE brake and a number of other tinsmith's tools in first-class condition for sale cheap Chesney & Smiley, Seaforth, Ont.

BUSINESS CHANCES

WELL selected stock of hardware, stoves, tinware, tinshop tools, etc. In first-class section of Ontario. Good reasons for selling. Stock about $4,000. Apply Box 549, HARDWARE AND METAL, Toronto. [39]

WANTED—Hardware business — Stock about $5,000; in western Ontario. Box 557, HARDWARE AND METAL, Toronto. [39]

HARDWARE and tinware business and property in Ottawa Valley. Good business; good property, Particulars on application. Box 556, HARDWARE AND METAL, Toronto.

ARTICLES WANTED.

WANTED—Tinsmith's outfit, second-hand, must be in good condition. The Sussex Mfg. Co., Sussex, N.B.

SITUATIONS VACANT

FURNACE MEN WANTED—Highest wages are offered to competent furnace men in the largest cities in the west; also splendid openings for mechanics with a general knowledge of steam fitting and furnace work. Apply to The Pease-Waldon Co., Limited, Winnipeg, Man.

TINSMITH WANTED—To go west; must be first class; good on furnaces. Steady man. Highest wages and steady job to right man. Box 555, HARDWARE AND METAL, Toronto. [41]

WANTED—Hardware clerk, five or six years' experience. Steady position to right man. Apply box 449, Newmarket.

WANTED—Capable young man with fair knowledge of mechanics and good appearance as city traveller in Winnipeg. Good position for right man. Box 57, HARDWARE AND METAL, Winnipeg. [35]

WANTED—First-class tinsmith, must understand furnace work, steady job to right man. Apply stating age, experience and salary expected. Bandman preferred. Good town in Alberta. Box 553, HARDWARE AND METAL, Toronto. [38]

WANTED—Broom and Whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 554, HARDWARE & METAL, Toronto.

SITUATIONS WANTED

HARDWARE clerk, with nine years' experience, wants position with hardware firm. Can give best references. Box 554, HARDWARE AND METAL, Toronto.

POSITION wanted as clerk. Five years in wholesale. Best references. State wages. Box 558, HARDWARE AND METAL.

WANTED—A position as traveling salesman by young man with thorough knowledge of hardware. Now employed on the road. Eastern territory preferred. Box 47, HARDWARE AND METAL, Winnipeg.

EVER SEE BETTER?

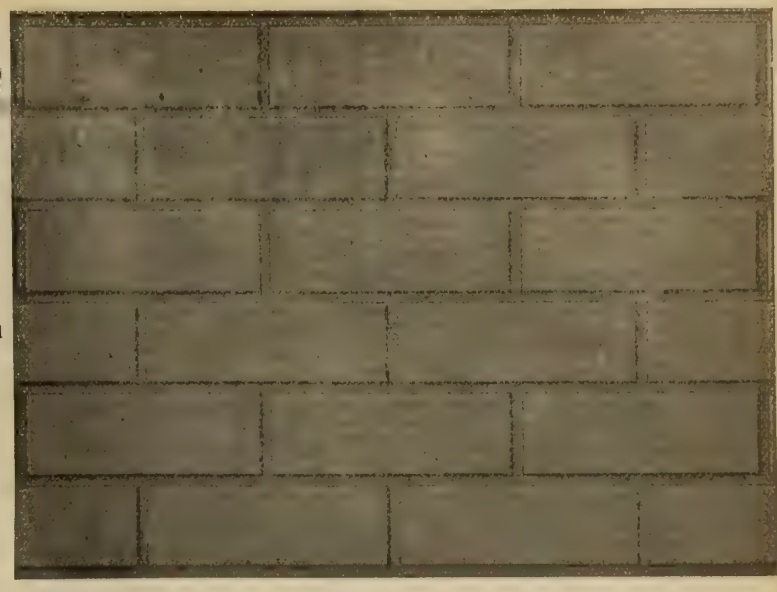
WE THINK NOT

It's pretty hard to get sidings as good as ours. Our Dies are all specially modeled and the plates they produce are sharp and bold in design.

They fit perfectly, too, and are, therefore, warmer and more quickly laid.

All patterns and weights.

Send us a trial order.



The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.

Are You Getting That Fall Rifle Business?

Nobody to blame but yourself if you are not getting it.

You have the opportunity to purchase

HAMILTON RIFLES

and get the Hamilton Rifle business.

The jobber will sell to you; the people will buy from you.

☞ ***Prices*** - { ***Model 15, $2.00*** / ***Model 19, $2.50*** / ***Model 23, $3.00***

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

TRAVELER WANTED.

GOOD position open for party of exceptional ability to sell a complete line of up-to-date stoves and furnaces in Manitoba and Northwest, a line well known. Excellent opportunity One with furnace experience preferred. Address in confidence Box 550, HARDWARE AND METAL, Winnipeg.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, easily applied, and of **uniform** and **durable** quality. Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" *FARLEY WORKS, SHEFFIELD, ENG*

GEORGE PHILLIPS & CO.

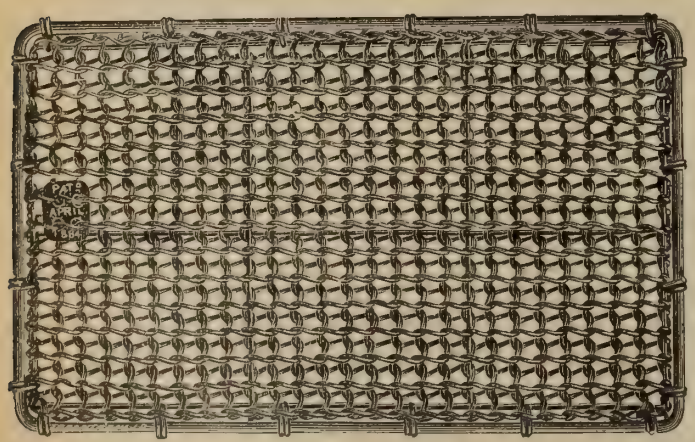
MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

WIRE DOOR MATS



The cleanest, most durable and perfect sanitary Mat made.

Has been on the market for 20 years.
All sizes and shapes made to order.
For stock sizes, see catalogue.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.

WINDOW GLASS

Large stocks well assorted now on hand, and fresh arrivals continually of our well known brands

Star
Diamond Star
Double Diamond Star

Also Enamelled, Colored, Rolled Plate, Figured Rolled, Cathedral, Muffled, Venetian, Mottled, etc., etc., etc.

Do you want our prices?

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

BOOKS FOR
Plumbers and Sheet Metal Workers

HOUSE CHIMNEYS.

A series of articles and letters by different authors on chimney troubles and their remedies.

This book contains chapters dealing with the following subjects: Points on Chimneys, Defective Flues, How to Improve a Weak Chimney, Various Forms of Ventilators or Chimney Tops, Condensation in Stove Pipes, Smoke Pipe for Wood Furnaces, Remedying Down Draft in Chimney, Connected Flues Destroy Draft, and Fails to Bake on Bottom. Surely there is contained in this book information that will solve many of the problems that trouble furnace and stovemen.

62 pages, 5 1-2 x 8 inches.

40 illustrations.

Paper cover; post paid, 25c.

THE NEW METAL WORKER PATTERN BOOK.

A treatise on pattern cutting as applied to all branches of sheet metal work; by Geo. W. Kittredge.

This is the most thorough and complete work that has been published for sheet metal pattern cutters. The first five chapters are theoretical or educational in their nature, while the last chapter is devoted to practical work. The book does not presume upon any previous technical knowledge upon the part of the reader. Besides being a systematic treatise on the principles of pattern cutting, is also a valuable reference on pattern problems and as a fund of information on the subject treated.

430 pages, 10 x 13 inches.

744 illustrations.

Cloth bound; price, post paid, $5.

KITCHEN BOILER CONNECTIONS.

A selection of practical letters and articles relating to water backs and range boilers.

The work is divided into two parts, the first on water backs and boilers and their connections, and the second on heating rooms from range boilers, a topic that has much practical interest to the plumber. There are few lines of work where so many little difficulties arise, and therefore the discussion of different questions which have arisen should be of great interest as well as practical value to workers in this line.

Fifth enlarged edition; 194 pages; 6 x 9 1-4 inches; 113 illustrations.

Cloth, post paid, $1.

STEAM AND HOT WATER FITTERS' TEXT BOOK.

A book prepared for the steam and hot water heating course at the New York Trade School, with supplementary chapters on house heating, specifications and surface estimating; by Thos. E. McNeill.

This book will be appreciated by those who wish to master the prinicples of steam and hot water heating. The definitions in the beginning deal with the appliances, and little by little the reader is led on until at the close he is informed how to figure surfaces, lay out plans and install heating apparatus with the necessary piping.

140 pages; numerous illustrations and diagrams; 5 x 7 inches.

Cloth, post paid, $1.

TINSMITH'S HELPER AND PATTERN BOOK.

A book of tinsmiths' patterns with rules, diagrams and tables, by H. K. Vosburg.

The author, knowing from experience the needs of the practical tinner, has prepared a book in which a number of simple patterns are described in the plainest way. There are rules for the surface measurement of circles, cylinders, spheres, triangles and polygons; and also for the contents of solid bodies.

120 pages, 4 1-2 x 6 3-4 inches.

53 illustrations.

Cloth binding; price, post paid, $1.

FURNACE HEATING.

A practical and comprehensive treatise on warming buildings with hot air; by W. G. Snow; 170 pages, 6 x 9 inches; 90 illustrations; bound in cloth.

Besides dealing with hot air heating the work has an appendix on furnace fittings. The author has prepared a book of reference for the furnace man or the architect. Details have been discussed at some length. There are tables which have been tested by years of practical use, and these will be of great value to the practical furnace man.

Price, post paid, $1.50.

EASY LESSONS IN ROOF MEASUREMENTS.

Twelve short lessons on figuring from architects' or scale drawings the amount of material required to cover a given surface in flat, hipped or irregular shaped roofs; by W. Neubecker.

This book would prove of value to mechanics in the building trades, but would also prove of worth to the tinsmith.

31 pages, 5 1-2 x 8 inches.

12 illustrations.

Paper cover; post paid, 25c.

In addition to the above-mentioned we have many other works in stock and can secure any book published.

SEND FOR CATALOG.

THE MACLEAN PUBLISHING CO., Limited

MONTREAL TORONTO WINNIPEG

THE STANDARD IDEAL SANITARY CO., LIMITED

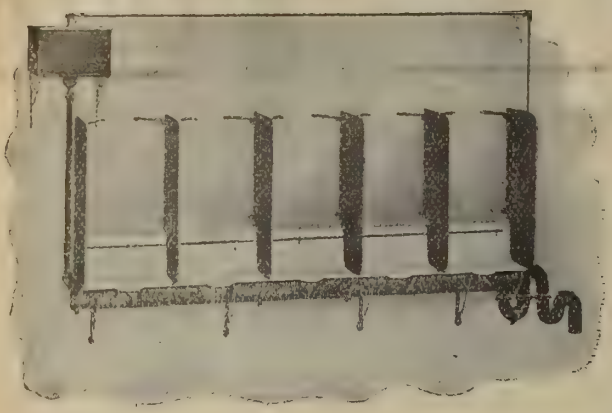


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Range-Closets, Range-Urinals, avatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

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Plumbing Supplies

SANITARY SILENT SAFE

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The **"Astoria"**

A high-class modern closet combination.

Every Plumber has a few customers who can afford and who want something better than "the ordinary."

Our **Astoria** Syphon-Jet Closet, special design, with square back, extra large bowl, giving deep water seal, is just the article for trade of this kind.

Woodwork highly polished in mahogany, oak or other woods.



The "Astoria" is supplied with High or Low Tank or Flushometer.

The James Morrison Brass Mfg. Co., Limited, Toronto

Engineers' Goods ***Plumbers' Supplies*** ***Electric Fixtures***

PLUMBING AND STEAMFITTING

ANSWERS TO HOT WATER HEATING QUESTION.

"If you were installing a hot water heating plant having 500 sq. ft. of radiation, and a boiler rated to handle the same amount, and you were asked by your customer if there would be any advantage in installing a larger sized boiler, either in the interest of better service or economy in the consumption of fuel, and if so, why?— What would you say?"

About six weeks ago we asked the above question relating to the installation of a hot water heating system and offered to send Hardware and Metal free for one year to every one whose answer we published and a special prize to the one giving the best answer to the question.

We have received a large number of replies and it has been a difficult task to pick out those which we reproduce in this issue, because nearly every one possessed more or less merit, and it has been more especially difficult to arrive at a conclusion as to which one should be awarded the prize.

A striking feature of the contest has been the practically unanimous opinion expressed by practical men that a boiler a size larger than that rated to handle a given amount of surface is the best to use, and this undoubtedly is true; but, while the statement is made in almost every reply, the "reasons why" are in most cases not made clear.

If the assumption contained in Knox Bros.' letter were true in fact, then, of course, there would be no necessity for providing greater capacity than that given by boiler manufacturers for their various sizes, but, unfortunately, these ideal conditions do not obtain in one case in a thousand.

We know that this is a strong statement, but practical men everywhere realize that it is quite within the mark, because they know that in boiler manufacturing, as in every other line, competition compells the inflating of apparent value to the highest point and it is easy to understand that boiler tests are made under the very best conditions, viz., with perfectly clean sections, and careful firing, properly insulated pipe connections, etc., so that practically no heat escapes except through the radiators.

As compared with these conditions the heating man has to figure on the possibility, and indeed, probability, of a dirty boiler, having, perhaps, from 1-4 inch to 1-2 inch of soot and ash on the top of each setion, poor firing and perhaps poor fuel.

Some times, too he is compelled to depend on poor mechanics, and in consequence defective work retards the circulation which will otherwise be assisted to some extent by a stronger boiler.

In addition, it is an undeniable fact proven by everybody's experience, that a moderate fire, permitting the absorption of the maximum number of heat units as they pass slowly over the water surface, is much more economical than a bright fire, which will always be required, especially during cold weather, when the boiler is connected to heating surface equal to its total rating.

Thos. Stinson, London, makes a good point when he says that the capacity of a boiler is considerably reduced when a domestic heater is introduced, and this fact is too often overlooked.

To sum up, while, as has been said, several of the answers possess a good deal of merit, we are of the opinion that that written by "J.E.W." Ailsa Craig, Ont., is given in a way which would be most convincing to a customer who had no practical knowledge concerning the point, and we therefore award him the prize.

* * *

The Prize-Winning Reply.

To your question relative to hot water heating I would say:

My experience in installing and also tending to hot water systems, I have come to a practical conclusion that it is better and more economical to have a hot water boiler larger by from 15 to 25 per cent. than the radiation calls for, for the following reasons:

1. In extreme cold weather, with the larger boiler you have enough boiler capacity to keep an even temperature in the building **without excessive firing** and liability of injury to a smaller one.

2. That it requires **much less attention** with the larger boiler under checked draft than a boiler just large enough, owing to the **more rapid consumption of fuel** under full draft, and thereby necessitates frequent replenishing of fuel to the fires.

3. That with a small boiler under full draft the water is **heated to a greater degree of heat upon a smaller surface**, which therefore, carries a larger amount of air with the water to the radiators, which have to have constant attention to let the air pass off through the air cocks so as to give the full circulation of the radiator.

4. The most important item of all is the saving of fuel. By using a small furnace to get desired results you have to have the **fires under full draft**, and in this way a **large quantity of heat and unburnt gases passes off through smoke pipe and chimney and is entirely lost** when by having a larger boiler running under checked draft **and a small amount of fresh air passing in over the fire, the combustion of the gases is almost perfect** and the loss of heat passing up the chimney is reduced to a minimum.

J. E. W.

Ailsa Craig, Ont., Aug. 13, 1906.

* * *

Larger Size Unnecessary?

In reply to your questions of August 11, concerning a given quantity of hot water radiation, specifically 500 square feet: First, would the use of a heater, larger in size than one that is listed by the maker, ensure a more efficient service; and secondly, would it serve as an economizer of fuel. The subject is so important, surrounded as it is by so many variable conditions that one feels reluctant to display any assurance or to lay down a strict line for general guidance.

Offhand, the casual listener, in the light of comparison, would promptly dismiss the idea of getting a 20 h.p. motor, when all he needed would be the energy of a 10 h.p. one, he would consider that the surplus energy instead of being conserved, would be uselessly expended. To the practical man who has been schooled to appreciate the differences between the appearance of capacity and the possession of it, to him, oftentimes practice and theory appear contradictory and perhaps he would be prepared to show cause why the larger motor should be placed in preference to the smaller, the differences are as a rule settled by considerations that are special in character. So it is with a hot water heater—it is a fair and reasonable assumption that makers of them have demonstrated their capacity under the most severe test to perform their rating.

We will not differentiate between makers, but simply say our reasoning applies to the sectional boilers now so popular. Most boilers are good, conditional on their treatment. Incompetent pipe fitting will destroy the merit of any of them. Many a boiler of ample capacity for this reason has been condemned and thrown on the scrap heap. In these cases uniformity and simultaneity in radiation were impossible owing to the condition named, but which might be more appropriately described as disregard for the law of heat circulation. Where the fitting is perfect, a case is known where the boiler in the coldest weather for a considerable period, heated some thousands of feet more than it was listed at. Therefore, allowing for a well constructed house and piping, in size and arrangement, conforming to the law that heat lays down for its control, we would not consider it necessary, in regard to efficiency,

to advise our customer to place a boiler larger in size than his list called for, namely, 500 square feet.

It is supposed on this basis, that the cubicial size of the building has been determined, and a percentage struck, to give the required temperature, percentage is a condition whereon many differences arise, number and size of windows, position of rooms, whether they have an aspect to the north or south, presumably you have allowed for these in your specification. With a larger boiler you would have a larger firepot, hence a larger fire. Is it necessary with the limit you have placed before you? It has been determined by the rule of proportion that the size of the firepot tallies with the boiler or vise versa. If, then, 500 square feet, will give our customer the temperature he wants, our duty would be to tell him, that it would be useless expenditure in fuel and money to get a greater surface than that estimated to heat the quantity specified.

KNOX BROS.

Ottawa, Sept. 21, 1906.

* * *

Allow for Domestic Heater.

In answer to your question for steamfitters, in your issue of August 11, regards size of boiler for 500 feet of surface, I would say that it would be to the customers benefit to have boiler a size larger for service, economy, and saving of fuel and working of heating plant in general.

1. A larger boiler would have a free and quicker circulation of water, more grate and heating surface, fire pot and fire could be kept under control better in very cold weather as there would be no occasion to force the fire and it could be run with less waste of coal.

2. Grates in larger boiler would last longer, as there would be no occasion to force boiler in cold weather and they would be less liable to be burnt out.

3. The customer by purchasing a larger boiler may have the benefit of adding more surface to his plant, by the way of addition of residence or conservative as the case may be.

4. Or the customer may have a coil or heater placed in fire pot of boiler for heating water, for domestic uses, which is done on a good many boilers, and I find by experience it requires at least 5 per cent. more boiler power to heat a 60-gallon range boiler, and in a good many cases fitters do not take this into consideration.

Now Mr. Editor, take the life of the boiler in from three to five years time. All boilers get more or less corroded with soot and rust and we are all using a sectional boiler. A size larger boiler would certainly get the benefit by having more direct fire surface. I myself would try and place the size larger if possible.

GEO. STINSON.

London, August 26, 1906.

* * *

Fire Forced in Smaller Boiler.

In reply to your question of heating I would say that I always advise the installation of a furnace one size larger than one that is rated to carry the necessary amount of radiator specified. If 500 square feet of radiator were put on a boiler rated at that capacity it would be overloaded, as no allowance is made for mains. It will do the work in moderately cold weather if large mains are installed.

In my experience in heating I have always found it more economical for my customer to install a boiler one size larger than boiler rated to carry a specified amount of radiation, for the reason that a larger boiler means a larger fire pot and greater heating surface, and also a slower fire.

With a small boiler a much hotter fire is necessary as the fire pot is smaller. Consequently, in very cold weather the fire must be to a certain extent forced, as the capacity for coal is not so great, and with a very hot fire, clinkers will form, whereas in a larger boiler, the fire being slower, the coal has an opportunity to burn to a fine ash. This means a saving in the coal bill and less attendance, which does away with a certain amount of care and worry incidental to getting up in the small hours of the morning to replenish the fire that has burned itself out in the night.

W. J. GRAHAM,
Per Brennan.

Montreal, August 17, 1906.

* * *

Some Strong Arguments.

I would most certainly recommend a boiler of a larger size for many reasons.

1st. Because boilers are in many cases over-rated by manufacturers.

2nd. Because the mains have to be looked after and require to be allowed for.

3rd. Because of imperfect construction of many boilers, for instance (a) firepot may be too small to keep fire in all night (even with drafts closed) and especially on a very cold night if boiler is only large enough it would require some one to be firing several times during the night; (b) waterways may be tortuous and small and should the velocity of the water passing through boiler be high the friction would be so that the system would fail to give satisfaction; (c) forced firing (which is never economy in fuel) would cause trouble with grate and would necessitate more care in watching ashes and clinkers which would more than likely lead to burning out of grate bars and considerable annoyance at the very time that you most need the boiler; (d) insufficient heating surface is also another defect in construction, especially around and over fire.

4th. Because it is a wise precaution to allow a margin in the capacity of a boiler for very severe weather, for after all it is those few days of very cold weather that you have to live through.

5th. Because by having a larger boiler you are able to fire easier (which means economy in fuel) and with a damped fire, thus avoiding a large amount of heat going up the chimney unnecessarily.

Summing up, say you have a boiler that is rated with a margin of 50 per cent. or that your boiler rated at 500 square feet is really good for 750 square feet; that your boiler has a good deep firepot that will hold a good supply of coal to put you through on the coldest night you may have for at least eight hours; that your boiler has a good grate with a level surface where you can get a slice bar to work in case of clinkers; that your boiler has good clear waterways so that water as soon as it gets hot can deliver the heat to the radiators through pipes properly installed and of ample capacity (for your boiler would be useless otherwise); that your boiler is easily got at to clean surfaces; that your boiler is equipped with good doors, dampers, draft and check drafts; that your chimney is of ample size and of good draft; then it would be about as useless to get a larger size boiler to do the work as it would be to buy a pair of No. 9 boots if a pair of No. 8 suited you to perfection.

A. R. WILSON.

Sherbrooke, Que., Aug. 14.

* * *

Make Allowance for Extension.

If I was installing a furnace such as you mention, I would certainly recommend a size larger, first, for economy in fuel, the larger furnace holding more coal, requires less shaking, thereby saving coal; second, with a larger furnace you have capacity for adding more radiators in case of extension at first cost less radiators and labor.

ALEX. FORREST.

Quebec, August 22.

* * *

Adding Extra Radiators.

If I were installing a hot water heating plant with a given radiation and a boiler estimated to handle same, and were asked by my customer if there would be any advantage in installing a larger boiler, either for better service or the saving of fuel, I should say:

Put in a larger size boiler; it will burn no more fuel than will a smaller one, and will give a quicker circulation and does not require the same amount of attention. The advantage, however, would be greatest in case the given radiation was not sufficient to heat all the rooms and where an extra radiator would have to be added, or where unforeseen circumstances made it necessary to extend the building.

D. G. ROSS.

Winnipeg, August 20.

* * *

Large Size More Economical.

I always recommend the use of a boiler of more than the necessary capacity for the following reasons:

1st. The larger boiler has more heating surface.

2nd. It has also a larger firebox, taking a proportionately larger charge of fuel.

3rd. The additional heating surface permits the fire to be carried at a lower temperature than would otherwise be necessary.

4th. The fire being carried at a lower temperature allows the charge of fuel to last longer, assuring a greater uniformity of temperature at the radiators.

5th. There is consequently less wear and tear and burning out of grates and

firebox, less dirt, dust, labor and attention.

6th. With firebox properly charged, a little attention to dampers, and (as stated above) as the larger boiler may be run at a lower temperature in the firebox with a consequent slower combustion of fuel, the result is a big saving of fuel. After all, once the plant is installed, the main object is to keep the water at the required temperature with as little fuel and as little wear and tear on plant as possible, and to my mind the larger boiler is certainly more likely to have this result. I always like to see a boiler or boilers with 1¼ to 1½ times the required capacity go into a job—it depends on the size of the plant a good deal.

Hope you will get a good lot of answers to this question as I am eager to see what the other fellows say about it I want to say right here that I find your Hardware and Metal most interesting and up-to-date. I look for it every week.

GEO. BOND.

Hudson's Bay Company, MacLeod, Alta., August 16.

* * *

Heat Losses of Small Size.

If I was installing a hot water plant having 500 square feet of radiation and a boiler rated to heat the same amount and a customer would ask me if it would be of any advantage to him to install a larger size boiler, I would advise him to have at least a size larger boiler than the one mentioned.

In doing so you have a larger body of water, also a larger firepot, and when the water is once heating it has less tendency of cooling off when putting on fresh coal and the water returning back to the boiler than the one specified.

It is more economical to work with a larger size boiler at a moderate heat than a smaller size and rushing the fire, for in doing so you lose a certain amount of heat through the chimney.

A small apparatus should have more surface of boiler in proportion to the amount of radiation than a larger one, as the fire burns to less advantage in a small furnace than in a larger one.

There is no advantage in using too large a boiler for a small plant — the water is more liable to boil and discharge through the overflow of the expansion tank and form air in the radiators.

ARTHUR DESMARCHAIS.

Picton, Ont., Sept. 17.

* * *

Saves Fuel and Labor.

Assuming the combined area of the radiators and mains to be 500 square feet and the boiler to have a maximum rating of 500, I would advise my customer to use a size larger boiler as I believe it would be economy for him to do so, for I think he would save the extra cost of the larger boiler in at least five years in fuel alone, besides the time saved in attendance.

With the larger boiler a given quantity of coal would impart more heat units to the water contained in the system over a slow fire than would be the case with the same quantity of coal in a smaller pot under a full draft, as the waste through chimney would not be so great. At least that is the opinion of

D. S. A.

Campbellford, Ont., Aug. 14.

HOT WATER HEATING

(Reproduced from the splendid catalogue recently issued by the Taylor-Forbes Company, Guelph, copies of the book can be secured on request by any heating contractor in Canada.)

The theory of circulation is that all falling bodies gravitate with the same velocity, and, therefore, descend through a certain definite space in a given time, an effect of which gravity is the cause; by it the circulation of hot water is attained. The circulation causes all the hot water in an apparatus to be warmed. This continues while there is a fire in the boiler.

By means of this unequal pressure the water is forced to circulate through the apparatus, and it will continue to do so as long as the water in the returns has a lower temperature than that in the boiler and flow pipes, and as one is continually receiving heat while the other is as constantly parting with it, an equality of temperature can never occur. So we find the circulation of water in an apparatus is caused by the unequal pressure of the "up and down" pipes, and is not the result of any alteration in the level of the water contained.

A more even temperature may be obtained by hot water than by any other method, and it is also superior in its economy of fuel.

The relative weight of water and steam at 212 deg. is about as 1 is to 1,640. So that a pipe filled with water at 212 deg. contains 1,640 times the matter that it does when filled with steam. When the temperature of the steam falls below 212 deg. condensation begins, and continues until all its latent heat is abstracted; it then contains a heating power of an equal bulk of water, or as quantity occupying 1-1640 part of space the steam did.

The colder the water in the return pipes, as compared with that in the heater, the more rapid will be the circulation through the pipes.

Provision must be made for the escape of air in the pipes, or no circulation can be had. Water while boiling evolves air, and when cooling it embibes it again; and as the air is lighter than water, it lodges in the high part of the circulating pipes, and allowance must be made for its escape or for carrying it off.

With closed boilers, pipes may be carried to any height, depending only on the strength of the material employed. The higher the ascending and descending pipes are run, the more rapid will be the motion of the water, because of the greater difference in their weights.

Neither the principle nor practical working of an apparatus is in the least affected by having any additional pipes leading into or out of the boiler. The effect is the same with more flows than returns, and conversely.

Increasing the number of vertical branches does not increase the pressure in an apparatus if the vertical height is not increased.

Velocity of Flow.

The motive power of the circulation in a hot water apparatus is the difference between the specific gravities of the ascending and descending pipes. This effective pressure is very small, and is equal to about one grain to each foot in height for each degree difference between the pipes; thus, with a height of 12 in. in "up" pipe, and a difference between the temperatures of the up and down pipes of 8 deg., the difference in their specific gravities is equal to 8.16 grains on each square inch of the section of return pipe and the velocity of the circulation is proportioned to these differences in temperature and height.

Friction of water in pipes varies accordingly to their arrangement and size, being much greater in small than in large pipes, because of greater surface the water contained is in contact with, and its increased circulation, on account of its more rapid cooling. By increasing velocity the friction is increased nearly as the square of the velocity.

Water loses less of its heat in small than in large pipes, since it travels more rapidly, and the loss of heat by water is directly as the time and the surface conjointly.

One square foot of boiler surface exposed to the direct action of the fire, or three square feet of fuel, will be sufficient in a hot water system to supply the necessary heat to about 50 superficial feet of four inch cast iron pipe of about 200 deg. Fahr.

Every square foot of glass cools about 1¼ cubic feet of air as many degrees per minute as there is difference between inside and outside temperature.

If the difference between the inside and outside temperature should be 50 deg., then 1¼ cubic feet of air will be cooled 50 deg. by each square foot of glass, or as much heat as is equal to this will be given off by each square foot of glass.

The expansion of water between the temperatures of 40 deg. and 212 deg. is equal to one gallon in every 24.

To compute the pounds pressure per square inch of a column of water, multiply the height of column in feet by .434.

Water contracts and becomes denser in cooling until it reaches 39 deg. Fahr., then it has reached its greatest density. Below this point it expands, and at 32 deg. Fahr. it becomes solid, or freezes and expands, and will burst any metal used for either boilers, radiators or connections of the system.

Radiator boards should always be used as they cost very little extra, and carpets may be taken up or relaid without moving the radiator—besides it is easier to keep the floor or board under the heater free from dust than it is to brush the carpet.

Heating of Dwellings.

Hot water heating for dwellings is the best, the nearest to perfection, and most economical system known to-day. If it is intended to warm the rooms to 65 or 70 deg. Fahr., bedrooms to 60 or 65 deg., and bathrooms slightly higher, with the water temperature at 165 deg. when the thermometer is 10 to 15 deg. below zero, hot water is best, because the water can be conveyed through the system any temperature below 205 deg., thereby preventing overheating in mild weather. This is not so with steam heating, where 212 deg. of heat is necessary to secure any circulation.

Cast iron boilers have, from actual experience, proved to be the most satisfactory. There is a large variety of types, but the round boiler is most pre-

ferable. They have the best proportioned combustion chamber and perfectly arranged grate surfaces. The first section of boiler over the fire should be the largest, as this section easily does the best work. There should be a clinker door right on top of the grate below charging door, to admit of readily cutting out clinkers.

The fire-pot should be deep and, if possible, corrugated inside, and larger at the bottom than top, or perfectly straight. Cleaning out doors should all be separate instead of one large door, as this saves cooling off the boiler too suddenly when brushing out the soot.

Radiators of the vertical section cast iron type have proven to be the most perfect method of distributing heat through any building. They are made in a great variety of styles, shapes and heights—any and every demand can be easily satisfied. Those with screw threaded nipples will stand the highest pressure and look most like a finished article when set up. Those tied together with bolts have in many cases been found unsatisfactory because of the uneven expansion of the metals, as cast iron and wrought iron do not expand or contract evenly, whereas screw nipple radiators are all cast metal of even thickness and, therefore, not affected by the uneven expansion caused by very sudden changes in temperature and water.

Radiators should be placed as near the windows as possible; underneath gives the best results, or on exposed walls. This will prevent cold drafts on the floor.

PLUMBERS' ADVERTISING

The plumber of to-day has more than ordinary advertising to do; he has the people of his community to educate to a higher knowledge of better sanitation. The education of a people that are liable to look at price only, to see the necessity of a better grade of material and workmanship and the ill effect that poor sanitation can have on health. You yourself fully realize how the corners can be cut and good workmanship sacrificed in the plumbing business. But the average house owner does not realize this; in fact, he knows very little about the plumbing business. He couldn't tell you whether the traps ought to be put in the cellar or underneath the fixture, and as to the careful wiping of joints he can't see as there is any difference in the way of doing it. But where would your competitor with his cheap help be if you had been running an educational advertising campaign explaining the necessity of higher sanitation. Why, your prospective customer will realize that you know what you are talking about and he will never be easy if he does give the job to your competitor. You've unnerved him, and in nine cases out of ten you will get his work.

Now, there is a right and wrong time to give this information to a prospect, and it is not when he is ready for the work. Your price is higher than your competitor and you have a hard time convincing him then, for there is too much price as a gauze before his eyes. But if he has had this house in view for some time, and it's most likely he has, he'll be reading everything that has a bearing on it. He'll be making a study of paint, looking at the different houses he likes, getting the price on lumber, cabinet ware, etc. If you are running a good, strong newspaper talk on the better grade of plumbing, you'll have his attention even if he hasn't the matter definitely settled. Every man has a longing to have a little home of his own some day, and the minute the first money is laid away for this purpose anything pertaining to this house will be of interest to him. If your advertising has been well written you'll find that you will be the first one he will interview in regard to his plumbing. More than that, he will want the better grade, for you've shown him the difference, and he has reasoned it out for himself.

The average plumber thinks he can't run such an advertising campaign, yet he can talk plumbing if he has a prospective customer in hand. Then, why is it that he can't write this down in a series of ads and hand them to the printer? It is not any harder than to talk it. But the trouble is that the plumber is like many other business men. When it comes to writing anything down they try to make the matter look too well. Leave this alone. Write your ads just like you talk and don't attempt to add any of the frills. If you are in the habit of using the best of English, then write your ads the same way, but be sure and get them simple enough for any one to read. Leave out all the technical plumbing phrases you can, talk in the language any man would use when talking to another if both knew very little about plumbing. Don't mention syphon jet unless you go on and show what a syphon jet is. Try and look at the writing of plumbing ads from the reader's standpoint and you'll be sure and get them plain enough.

My experience in handling plumbers' advertising taught me that in the average size town or city a five or seven-inch single column space is just about the right size space. Try and give each ad as strong a headline as possible; make it of few words and with a bearing on the ad itself. Don't forget that when a person reads your ad once they'll not read it again, any more than they will the news items. The oftener you change them the better. Takes some time, but you will find it'll pay. — Selected.

PLUMBING ADS.

J. E. Farrell & Co., North Bay, a portion of whose ad is shown herewith, are progressive plumbers, judging from their interpretation of retail publicity's mission. "The Art of Fine Plumbing" explains the situation, comments on it and states a conviction. This stamp of ad certainly indicates that some plumbers are coming to the fore in sales matters. Unfortunately, Farrell's ad was poorly printed and therefore a reproduction, showing the cut, was impossible.

Purdy, Mansell & Co., Toronto, run a 25-line single column ad in the Globe. The ad does not do the company justice, for the space is so small that continuous statements are out of the question.

John Lewis & Co., Belleville, have a well-worded ad, but it is very badly set. The advertiser should insist on getting something like a decent presentation of his story in type. He pays for it and should see that the printer gives it to him.

H. Lalumiere, of Cookshire, Que., doesn't specialize enough on plumbing. He advertises his new tin shop and his metallic roofing, but merely places the word "plumber" below his name. He should advertise one thing at a time.

CLUFF BUSINESS GROWING.

The steady growth of the business of Cluff Brothers, Lombard street, Toronto, selling agents for Warden, King & Son, Montreal, manufacturers of the Daisy boiler, is evidenced by the recent additions to their sales staff of Angus Groft, representing the firm in Western Ontario, John Wilson, calfing on the Toronto trade, and Charles Childs at the warehouse.

P. A. Smith, formerly of Detroit, but recently with W. J. McGuire & Co., Toronto, has also been secured to look after the company's advertising, as well as to undertake the important work of supervising the getting out of a catalogue, which will comprise "Everything in Heating Goods," as well as roughing-in materials for plumbers and the Warden King Co.'s stable fittings.

M. J. Quinn, who recently resigned his position as mechanical superintendent of the Ontario Government, and in that capacity had won a wide reputation as a heating and sanitary engineer, is now devoting his attention particularly to the installation of Thomas air washing, cooling and ventilating systems, for which Cluff Brothers are Canadian agents.

The magnificent new offices and showrooms in the new Lombard street building are nearly completed, and Hardware and Metal hopes to be able to give our readers illustrations and descriptions of the new building in an early issue.

The pictoral post card gotten out by Cluff Brothers to celebrate their remov-

The Art of Fine Plumbing

Has progressed with the development of the science of sanitation and we have kept pace with the improvements. We can solve the plumbing question for you by installing the famous Standard Porcelain Enamelled Plumbing Fixtures.

J. E. FARRELL & CO.

Shop Opposite New Catholic Church. PHONE 154

A QUESTION FOR PLUMBERS

In HARDWARE AND METAL of August 11th, we propounded the question on Hot Water Heating to which about a dozen answers are published on the preceding pages. The large number of replies received have encouraged the announcement of another query, this time to plumbers. As before, we offer an honorary prize of $5.00 for the best answer to the question repeated below, as well as a year's subscription to HARDWARE AND METAL, to any reader of the paper who sends in an answer considered worthy of publication. The question is as follows :

> In your judgment is it essential that every closet connection to soil pipe stack should be provided with a Break syphon ?
>
> If not, illustrate by a rough sketch the conditions which would render unnecessary the use of a Break syphon, and give the reasons why it would not be required.

An interesting subject for discussion is opened up in the above proposition and many Master Plumbers in every province in Canada should take part in the discussion by sending in a reply. By a comparison of views, and the presentation of the arguments of various correspondents, every plumber should be able to learn something.

In the replies to the question on Hot Water Heating several of the correspondents did not explain their "Reasons" as fully as might have been done and their arguments were not carried out to their proper finality. The answers to the plumbers query should not be too brief and confined. Plenty of space should be taken to make the argument clear and understandable.

Master Plumbers' Associations in the cities are often used for the discussion of subjects such as the one suggested. Let the columns of HARDWARE AND METAL be used in a similar manner as a sort of meeting place where the members of the trade throughout Canada can get together and talk mutual advantage.

How many can send us an answer before December 1st ? Address all letters to

The Editor

Plumbing and Steamfitting Department

HARDWARE AND METAL

10 Front St. East, Toronto

al into their new building made a great hit with the trade, and the demand for extra copies has been large. Any dealer in heating goods who did not secure one should send for a copy before the supply is exhausted.

BRASS GOODS AND APPLIANCES.

The Turner Brass Works, of Chicago, who have been established for thirty-five years, and have grown from a small beginning to probably the largest brass manufacturing concern in Chicago, report a constantly increasing Canadian trade and have been compelled to add extra equipment to their factory during the last year, an evidence of their increasing patronage. Two years ago they purchased from the White Manufacturing Co. their blow torch, furnace, brazer, and oven business and all patents controlling this line and continue to market it as in the past. They issue special catalogues of the following specialties: Automobile specialties, foot and pressure pumps, brass letters and figures, gasoline vapor lamps, gas arc lamps, sidewalk and name plate stamps, machinery name plates, blow torches and furnaces, and furnish estimates on all special work in brass, copper and aluminum. They operate a large foundry and give special attention to contract work.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Sept. 28, 1906.

A rushing business is being done this week in all heating goods, and other lines required for finishing plumbing jobs. The big demand is caused by the near approach of the cold season and also the desire to have shipments made before the close of navigation.

Iron pipe is a big seller at present and no relief from the reported scarcity has been experienced by the jobbers. Heating contracts in the many new buildings which have been erected this Summer are calling for exceptionally large quantities of pipe.

A still further advance in pig lead has occurred this week, but without affecting the price of either lead pipe or solder, other than to strengthen last week's quotations.

RANGE BOILERS—Trade conditions are unchanged and prices remain as follows: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—Quotations on pig lead have advanced about 15c. per hundred lbs., this week Pipe, however, remains as follows: 10 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—There is an exceedingly good demand for this line. We give discounts as follows: Discounts on all sizes of nipples up to 6 inch, 67 1-2 to 70 per cent.

IRON PIPE—The scarcity which we have mentioned as existing for some months past, shows no abatement. Our prices and discounts remain as before: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch, and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—These goods are not experiencing so lively a demand as before, but it is still excellent for the season. We quote as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Although lead has gone up still higher, solder remains the same, and we are still quoting: Bar solder, half-and-half, guaranteed, 24c.; No. 2 wiping solder, 21c.

ENAMELWARE—Our quotations remain as follows: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65, special $18.65; plate E11 and E21, 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Sept. 28, 1906.

There is a great scarcity of iron pipe just now and supply men are taxed to the limit in trying to fill orders. There is practically no 1¼ in. on the market, and galvanized pipe is also very short. The reason for this scarcity is said to be an insufficient supply of raw material and not because the mills cannot manufacture fast enough. This shortage of pipe consequently makes prices very firm. There is no further change in lead pipe, nor yet in solder, but on account of the high prices reached by pig lead, all lead products are firm. Heating goods are without change, but a lively demand exists for all lines. The end of the season usually stimulates this trade, but this Fall the business is much larger than in previous years. Soil pipe remains the same as our last quotations.

LEAD PIPE — The discount on lead pipe has been lessened to 10 per cent. as a result of the increasing price on pig lead. Lead pipe, 8c.

SOIL PIPE AND FITTINGS—Medium and extra heavy lead pipe and fittings are back to their former price, the extra ten having been taken off again. We quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings [illegible] cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE — A great scarcity prevails in iron pipe, and unless raw material commences to come to the mills in larger quantities there will be an actual shortage. At present there is scarcely any 1¼ inch. The supply of galvanized pipe is also very light. We quote: Black, 1-in. pipe, $4.37; galvanized, 1-in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—There is no further change since last week, but prices are firm. We quote: Cast iron elbows, tees, crosses, etc., 67½ per cent.; cast iron plugs and bushings, 67½ per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65½ per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS — Business never was better than at present. Prices are the same. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER — Quotations remain the same, but not likely to drop any. We quote as follows: Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE — Quotations are as follows: Plate E1, 5 feet, first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15; plate E21, 5 feet first quality, $14.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.90. Fittings extra.

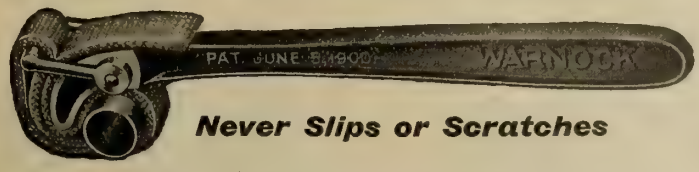
GENUINE Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY Limited, - TORONTO, ONT.

THE WARNOCK WRENCH



Never Slips or Scratches

For Use Where All Other Tools Fail.
Send for Sample.

Warnock Mfg. Co., Worcester, Mass., U.S.A.

I CARRY A STOCK OF

Stoves, Furnaces, Hot-Water Boilers, Radiators, etc. Enamelled Baths, Lavatories, Sinks, Closets, Brass Goods, and all Plumbers' Supplies.

What can I do for you?

What goods do you want shipped to-day?

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA

Free From Sandholes

You never heard of sandholes being in



Diamond Brand Fittings

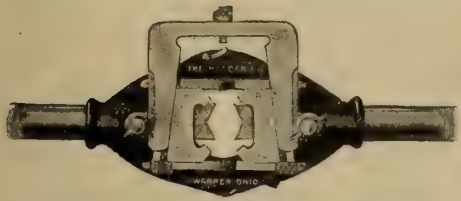
neither did any other dealer. "D.B." Fittings have no blemishes

OSHAWA STEAM & GAS FITTINGS CO., LIMITED

OSHAWA, CANADA

THE NEW

"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

BERLIN, - ONTARIO

Selling Agents for Canada



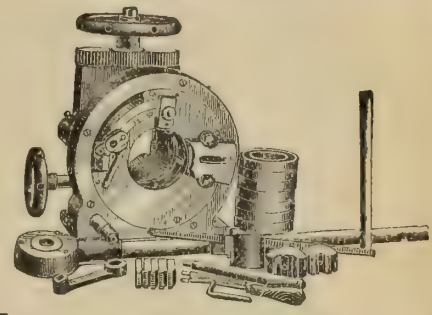
For Threading Pipe in Position

close to walls or ceilings, in corners, in ditches or wherever there is a limited space, Armstrong's Ratchet Attachment fills the bill admirably

Write us for prices.

THE ARMSTRONG MFG. CO.,
292 Knowlton St., Bridgeport, Conn.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

HAND GROUND

TWO COCKS FREE



TWO COCKS FREE

For every one sent you defective

HOW'S THAT FOR A GUARANTEE?

Glauber Brass Mfg. Co.

CLEVELAND, O.

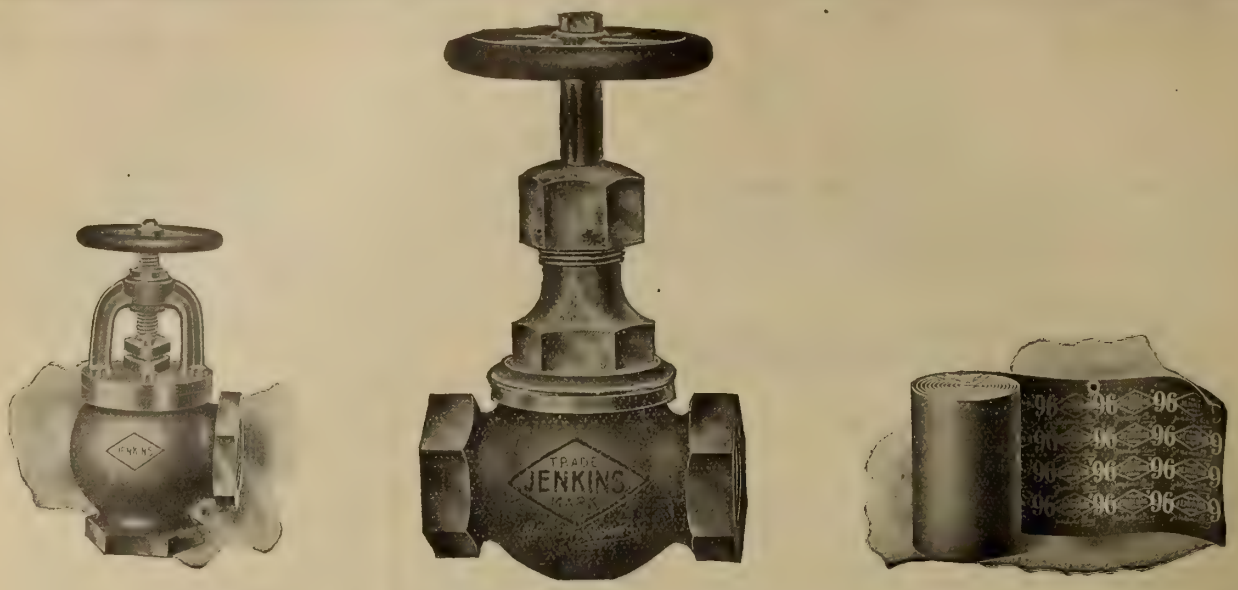
Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand



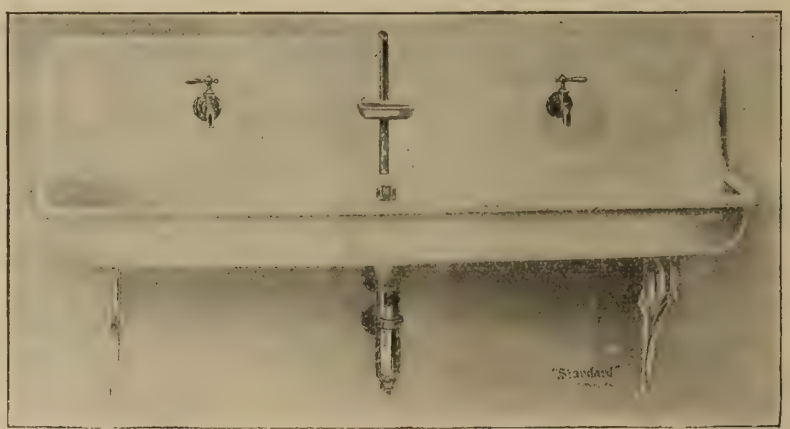
Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.

The Houseowner's Preference—"Standard" Fixtures



"Standard" Porcelain Roll Rim Sink and Wash Tray Combination with 15-inch Porcelain Enamelled Back. (For detailed specifications see catalogue).

OUR advertising and the houseowner's own observation have impressed him with the fact that "Standard" Porcelain Enamelled Fixtures are superior to all others. Architects and Plumbers find "Standard" equipment preferred in the home because the houseowner knows that the name "Standard" on any fixture is a **guarantee** of superior sanitation, inviting appearance and great durability, and that "Standard" equipment increases the cash value of the house.

Standard Sanitary Mfg. Co. PITTSBURGH, PA., U. S. A.

The Oxford Boiler is the Boiler for you to push, because-

The dealer can meet competition easier with the Oxford Boiler because the way the boiler comes to him (four-fifths put together) saves him much in expensive time—a few hours work instals an Oxford, where a day or more is needed with the average boiler.

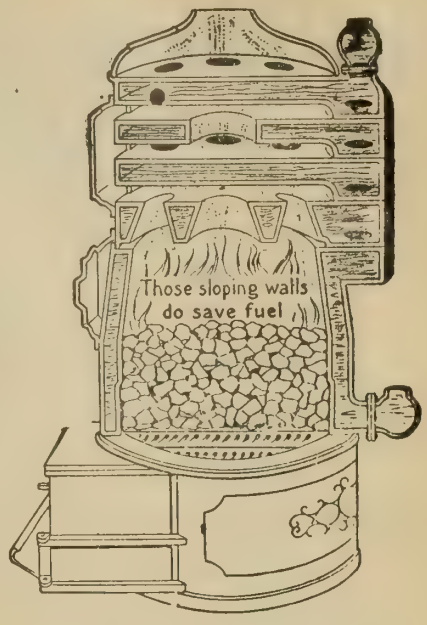
He can meet competition easier with the Oxford Boiler because, although it has so many heat increasing and fuel saving improvements, these are not made the excuse for an exorbitant price.

He can meet competition because, though the Oxford Boiler is lavishly and liberally advertised for the dealer's benefit, neither dealer nor customer is taxed with the outlay for publicity.

He can **EXCEL** competition, because the Oxford Boiler selling-help puts him in touch with every opportunity in his field, and aids him in every necessary way to close every contract worth going after.

It would pay you to ask questions to-day about our new offer to live dealers on the

Boiler With Twelve Betterments.



The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

178

NOTICE.

We are issuing a booklet which we know will be of interest to all practical plumbers. Write and we will be pleased to mail you one.

UNITED BRASS MFG. CO.
CLEVELAND, OHIO, U.S.A.

GALVANIZING

WE HAVE THE

LARGEST PLANT IN CANADA

AND ARE IN A POSITION TO DO

THE LARGEST WORK
THE BEST WORK
THE CHEAPEST WORK

We run 2 pots continuously, by which we are enabled to give Special Work advantages both in

Quickness and Quality

As we are large users of GALVANIZED GOODS, we can afford to

QUOTE LOWER PRICES THAN ALL OTHERS

ONTARIO WIND ENGINE & PUMP CO. LIMITED

(Atlantic Avenue) **TORONTO**

Our Soil Pipe Never Splits

THE PRODUCT OF OUR SOIL PIPE AND FITTINGS FOUNDRY STANDS IN A CLASS BY ITSELF.

The quality of material and workmanship used ensures the highest possible degree of excellence. The smooth surface, the facility with which it can be cut, the even thickness throughout, and the square bead are features that recommend it.

CLUFF BROTHERS

Selling Agents for

Warden King & Son, Limited

TORONTO



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.



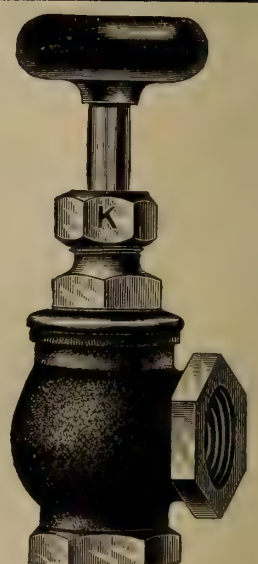
No. 30 King. Price each $4.25 net.

HOTTEST ON EARTH

We manufacture the largest line of mechanical tools using gasoline, kerosene and alcohol as fuel. Your jobber will supply you at factory prices. Guaranteed to please you or money refunded.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - CHICAGO, U.S.A.



Kerr's Standard and Jenkin Disc Radiator Valves

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, strictly high-grade

The KERR ENGINE CO., Manufacturers Limited

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



IT'S—
MECHANICAL
PERFECTION

RETURNED
Oct/27/06
to
Cut Book No. 56
Page No. 83
GENUINE

THAT MAKES PENBERTHY INJECTORS THE BEST IN THE WORLD

RETURNED
Oct/27/06

THE WISE DEALER CONSIDERS THIS WHEN HE BUYS

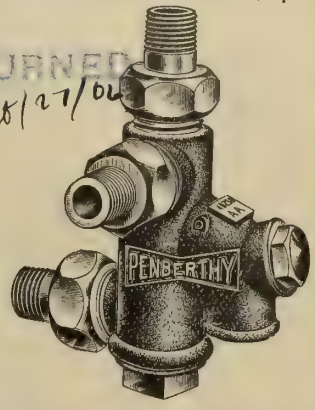
"Nothing Satisfies a Customer so Much as Getting What He Asks For."

HE WILL ASK FOR PENBERTHY Injectors

CAN YOU DELIVER THE GOODS?

KEEP A CATALOG ON YOUR DESK

MANUFACTURED BY— Penberthy Injector Co., Limited, Windsor, Ont.

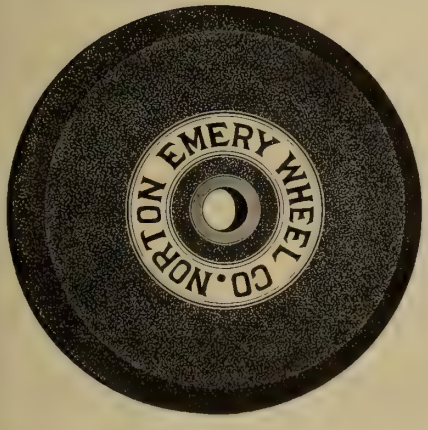


AUTOMATIC INJECTOR

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

For

Machine Shop Users

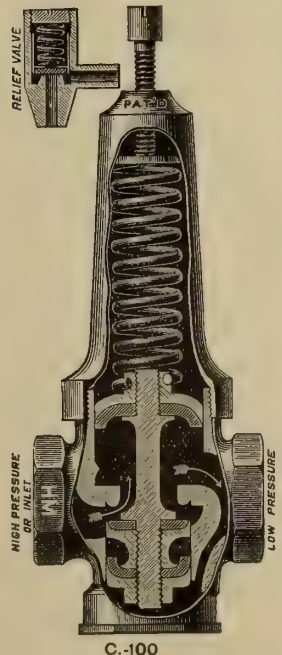


We carry a complete stock of Machine Shop Supplies.

All Orders Filled Promptly

The Canadian Fairbanks Co.
Limited

Montreal Toronto Winnipeg Vancouver



C.-100

Mueller Water Pressure Regulators

High pressure at faucets is conducive to unnecessary or high water rents, as more water is delivered than is wanted. With this regulator the pressure is reduced at faucets, waste is diminished and water rents correspondingly lessened.

THE MARK OF DECATUR H⊙M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS
UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

Your Judgment Will Endorse Our Word

"BLACK DIAMOND"



TARRED FELT

Proves its right to be in your store after the first visit.

"JOLIETTE" and "CYCLONE" SHEATHING

Make a hobby of multiplying trade.

In the making of Building Papers, Ready Roofing, Wrapping Papers, we aspire to, and know we achieve, First Honors.

Just now we are thinking of You. Send a message to us!

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Sept. 28, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27½ 0 28

BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.
Spun..... }

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, hard-rolled, 2x4	0 23
Tubing, base, per lb.....	0 24

TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$44 00 $44 50

TINPLATES.

	Per box.
Charcoal Plates—Bright	
M.L.S., equal to Bradley—	
I C,14 x 20 base	$6 50
IX. 14x20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C. 14 x 20 base.....	6 50
I X. 14 x 20 "	8 00
I X X, 14 x 20 base.....	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base.....	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 75
I X. 14 x 20 "	5 75
I XX, 14 x 20 "	6 75
Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 00
I.C., special sizes, base	4 25
20x28	7 75
Charcoal Plates—Terne	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 00
" 14x65, " }	
Tinned Sheets.	
72x30 up to 24 gauge.....	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.....	2 05	2 15
Forged iron "	2 30	...
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base...		2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel.....		0 12
B. K. Morton & Co.—		
"Alpha" high speed.....		0 65
" annealed		0 70
"M" Self-hardening.....		0 50
"J quality best warranted		0 18
"T " warranted.....		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel....	0 10	0 20
" "Novo"..... ..		0 65
" " annealed		0 65
Thos. Jowett & Sons B.P.L. tool steel annealed.....		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules.....	0 20
Star.....	0 15
No. 1	0 12
No. 2.....	0 10
No. 3.....	0 07
No. 4.....	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit.....	0 40
Standard Anti-Friction Babbit.....	0 30
" Special Babbit	0 25
Car Box Babbit.....	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin.....	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction.....	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber.....	0 11½
Philadelphia.....	0 08½
Canadian.....	0 06
Hardware Babbit No. 1.....	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 60
14 gauge.....	....	2 80
17 gauge.....	....	2 40
18 "	2 30	2 45
20 gauge.....	2 30	2 55
22 "	2 30	2 60
24 "	2 30	2 70
26 "	2 35	2 85
28 "	2 40	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright	3 80
Galvanized Canada Plates, 52 sheets	4 25

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60.....	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 " ..	3 95	4 20
28 " ..	4 20	4 50

Apollo.

10½ oz. (American gauge).....	4 25	4 60
28 gauge..... "	4 00	4 25
26 " ..... "	3 75	3 90
24 " ..... "	3 50	3 70

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 25c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....		7 00
" ¼ " ..	....		5 85
" 5-16 " ..	....		4 45
" ⅜ " .	....		3 75
" 7-16 " .	....		3 50
" ½ " ..	....		3 25
" 9-16 " ..	....		3 20
" ⅝ " ..	....		3 20
" ¾ " ..	....		3 10
" 1 " ..	....		3 00
" ⅞ " ..	....		3 05

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots.....	21 00	21 50
Bars.		
Cut lengths, round, ⅛ to ⅞ in..		26 00
" round and square,		
Cut lengths, 1 to 2 inches....	25 00	26 00
Sheet.		
Plain, 16 oz,, 14x48 and 14x60		25 00
Plain, 14 oz.....		26 00
Tinned copper sheet.....		27 00
Planished		34 00
Braziers' (in sheets).		
4x6 ft., 25 to 30 lb. each, per lb.		0 25
" 35 to 45 "		0 24
" 50-lb. and above "		0 23

ZINC SPELTER.

Foreign, per 100 lb	7 00	7 25

ZINC SHEET.

5-cwt. casks	7 75
Part casks.....	8 00

LEAD.

Imported Pig, per 100 lb.....	4 75 4 85
Bar, " "	4 75
Sheets, 2½ lb. sq. ft., by roll	0 06
Sheets, 3 to 6 lb. "	0 05¾

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim..	$19 65		17 65
5 feet " ..	20 65		18 65
5½ " " ..	22 15		20 15
6 " " ..	24 90		22 90
Plate E II			
5 feet 2½ in. " ..	19 15		17 15
5½ " 2½ " " ..	20 65		18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132 .....30 & 5 p.c.		40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201....	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.65 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 10 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 09	¼ inch.....	2 92
⅜ "	2 09	⅜ "	2 92
½ "	2 42	½ "	3 27
¾ "	3 05	¾ "	4 20
1 "	4 37	1 "	6 02
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 10
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 70 per cent.

Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock.....net	1 75
No. 4 " ..... "	1 90
No 7 Fuller's ..... "	2 35
No. 4½, " ..... "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208..... 2 25

Square head brass cocks, discount 65 per cent.

" " iron 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon..... ..net	25 00
" 35 " .... "	29 00
" 40 " ..... "	33 00

Discount off copper boiler 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, discount 65 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

Light pipe and fittings, per 60 cent. off.

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan Handles, Highly Finished Blades.



Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

½-lb. per lb.	0 37
1 b. or over "	0 34

SOLDER.

	Per Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 24	0 25
Wiping	0 21	0 23

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 08
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.	
Pure	6 50	6 75
No. 1	6 10	6 40
No. 2	5 80	6 10
No. 3	5 55	5 80
No. 4		5 25
Munro's Select Flake White		7 00
Elephant and Decorators' Pure		6 80
Monarch		6 75
Standard Decorator's		6 50
Essex Genuine		6 25
Brandram's B. B. Genuine		7 50
"Anchor," pure		6 25
Ramsay's Pure Lead		6 40
Ramsay's Exterior		6 15
"Crown and Anchor," pure		6 50
Sanderson Pearcy's		6 55

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " ½ gal.	1 40
" " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints, gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
5-lb. tins	1 80
2½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra.	1 10	1 25
" No. 1	C 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00

	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, $1.20 size 2, 70c.; size 3, 40c. each.		
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.		
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 56c. per lb., f.o.b., Eastern Canadian Points.
Shellac, T N. orange, etc., 49 to 53c, f.o.b., New York.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol sizes, Dominion, 30 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 25 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, "Trap" and "Dominion" grades, 25 per cent. discount. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Brass Shot Shells, 55 per cent.
Primers, Dom., 30 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8.50 and 5% list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net	4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00

Bench Axes, 40 per cent.
Broad Axes, 25 per cent.

Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25

Underhill American Bench Axes, 40 p.c.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's 5 50 8 00
" Peterboro', discount 50 and 10 per cent. off new list.

Farm.

American, each 1 35 3 00

House.

American, per lb. 0 35 0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " full sq. ($2.40 list)	60
" " Norway Iron ($3 list)	60

Machine Bolts, all sizes, ⅜ and less	55	
Machine Bolts, 7-16 and up	55 and	5
Plough Bolts	55 and	5
Blank Bolts	55 and	5
Bolt Ends	55 and	5
Sleigh Shoe Bolts	70	
Coach Screws, conepoint	70 and	5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German	per doz. 6 00	9 00
American	" 12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing, per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent.
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.
Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.
Plain or Corrugated.

2-inch	per 100 feet	3 30
3 "	" "	4 40
4 "	" "	5 80
5 "	" "	7 45
6 "	" "	9 90

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DOOR SPRINGS (COIL).
Chicago Spring Butt Company.
Chicago Door Springs, 25 per cent.
Reliance Door Springs, 25 per cent.

DRAW KNIVES.
Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.
Hand and Breast.
Millar's Falls, per doz., net list.

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.
Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 30

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.
White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.
Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.
Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.
Marking, Mortise, Etc.
Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.
1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	9 00
" " ⅞ "	"	10 00
" " 1 "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HAMMERS.
Nail.
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.
Tack.

Magnetic	per doz.	1 10 1 20

Sledge.

Canadian	per lb.	0 07 0 8½

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.
C. & B., discount 40 per cent., revised list.
Hoe.
C. & B., discount 40 per cent., revised list.
Saw.

American	per doz.	1 00 1 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.
Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HANGERS, BARN DOOR.
Chicago Spring Butt Company.
Chicago Friction Hangers.....5 per cent.
Chicago Oscillating Hangers.....5 "
Chicago Big Twin Hangers.....5 "

HARVEST TOOLS.
Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.
Henderson & Potts' "Anchor Brand"

HAY KNIVES.
Net prices.

HINGES.
Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—to 10 in	per 100 lb.	4 50
12 in. up	"	3 25
Spring, No. 20, per gro. pairs		10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

SPRING HINGES.
Chicago Spring Butt Company.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago (Ball Bearing) Floor Hinges, 40 and 5 per cent.
Garden City Fire Engine House Hinges, 12½ per cent.
Chicago Saloon Door Spring Hinges, 12½ per cent.

HOES.

Garden, Mortar, etc., discount 60 per cent.		
Planter	per doz.	4 00 4 50

HOLLOW WARE
Tinned cast, 35 per cent

HOOKS.
Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.
Wrought hooks and staples Canadian discount 60 per cent.
Wire.

Hat and coat, discount 62½ per cent.		
Belt	per 1,000	0 60
Screw, bright, discount 62½ per cent.		

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list	Oval
M.R.M. Co. brand, 55 per cent.	head
"Monarch," 50 and 7½ per cent.	
"Peerless" 50 per cent. dis.	

HORSESHOES.
F.O.B. Montreal

M.R.M.'Co. brand, base	3 65
New Pttern "P B." horseshoes	3 50

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.
Discount 50 per cent.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent		
Cabinet trunk and padlock American	per gross	0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

LAMP WICKS.
Discount, 60 per cent.

LADDERS, EXTENSION.
Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 37 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 0 90

LOCKS.
Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle discount 30 per cent
Padlocks.

English and Am	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.
Iron and Brass.
Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.
German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.
Discount 25 per cent.

NAILS.	Cut.	Wire.
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	0 85	2 50
No. 1	0 85	
No 1573	0 75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

Plumbers	per 100 lb.	4 00

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cen

PAILS (GALVANIZED).
Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PLANES.
Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.

STANLEY PLANES

No. 2	1 55
" 3	1 65
" 4	1 80
" 5	2 07
" 6	2 68
" 7	3 00
" 8	3 60

Net List prices.

POULTRY NETTING.
2-in. Mesh, 19 w.g., dis. 50, 10 and 5 per cent
All others 50 per cent.

PLANE IRONS.

English	per doz.	2 00 5 00

PLIERS AND NIPPERS.
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Results Speak Loud *in Hardware and Metal Want Columns. They are widely read. Give it a trial.*

PRESSED SPIKES.

Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

PUNCHES.

Saddler s per doz.	1 00	1 85
Conductor's "	3 00	15 00
Tinners', solid per set	....	0 72
" hollow per inch	....	1 00

RAKES.

Wood per doz. net 1 20 up

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros.' "Klean Kutter'	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 35 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal	0 10½
Pure Manilla	0 15
"British" Manilla	0 11½
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet per doz.	0 60
" " 60 feet "	0 75
" " 72 feet "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

S. & A. sand, discount, 53 and 5 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.

Crosscut, Disston's per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete each	0 75	2 75
" frame only each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century $6 25
" " No. 1 Maple Leaf 5 25
" " Happy Medium 4 25
" " Watch Spring 4 25
" common frame 4 00

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb 0 31

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish per doz. 8 75
3 in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood per doz.	3 25	4 00
" iron "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net 6 00 9 00

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.) $18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose	$17 50		$16 30
Bear	15 00		15 30
Fox	12 50		14 30
Black Cat	10 00		13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492 per doz.	1 90	2 25
" No. 493 "	2 40	2 55
" No. 494 "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	2	75
Plain	2	50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita per lb.	0 28	0 60
Hindostan "	0 06	0 07
" slip "	0 09	0 09
Labrador "		0 13
" Axe "		0 15
Turkey "		0 50
Arkansas "		1 50
Water-of-Ayr "		0 10
Scythe per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		25 00
" under 40 lb., "		28 00
" 200 lb. and over		31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7	00
7 inch " "	7	50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned	80 and 20
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk 85,	12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	55
Copper tacks	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned	65 and 10
Clout nails, blued	65 and 5
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

TAPE LINES.

English, ass skin per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's each	0 90	2 85
" steel each	0 80	3 00

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.

German per doz.	4 75	5 00

S. & D., discount 35 per cent.

TWINES.

Bag, Russian per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress per lb	0 33	0 45
Staging "	0 27	0 35

VISES.

Wright's	0 13½
Brook's	0 12½
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2	5 50
Saw Vise	4 50 5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	$2 15
10 "	6c. extra
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 52½ per cent. off the list.
Copper wire, discount 52½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15—No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING.

Galvanized barb	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 45
" No. 11	3 10
" No. 12	2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 45
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	45 00

WRINGERS.

Leader, 11 in. per doz.	32 00
Royal Canadian, 11 in. "	29 00
Royal American, 11 in.	29 00

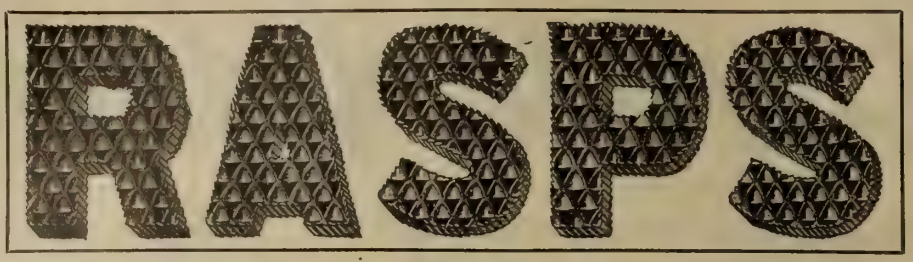
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The Best Rasp Made



The Rasp that sells

MADE BY Dominion Wks.

Nicholson File Co., Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

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INDEX TO ADVERTISERS.

A

American Shearer Mfg. Co..... 37
Armstrong Mfg. Co 61
Armstrong Bros. Tool Co 15
Atkins, E. C., & Co..... 9
Atlas Mfg. Co..... 12

B

Barnett, G. & H. Co....outside back cover
Barrett, Jos., & Sons..... 72
Batty Stove Co. 12
Bell, Thomas, Sons & Co 43
Berry Bros. 45
Bird, F. W..... 49
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co. 37
Brantford Roofing Co. 9
Burr Mfg. Co 12
Business Systems..... 10

C

Cameron & Campbell. 24
Canada Foundry Co 12
Canada Iron Furnace Co..... 41
Canada Metal Co..... 18
Canada Paint Co..... 46
Canada Paper Co 12
Canada Smelting Works 41
Canadian Bronze Powder Works..... 43
Canadian Fairbanks Co 61
Canadian Heating & Ventilating Co.. 21
Canadian Sewer Pipe Co..... 41
Canadian Shovel & Tool Co..... 4
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 1
Clauss Shear Co..... 67
Cluff Bros..... 64
Consolidated Plate Glass Co..... 48
Consumers' Cordage Co..... 10
Contract Record Co..... 37
Covert Mfg. Co 37
Crain, Rolla L..... 47
Cumming Mfg. Co..... 11

D

Davenport, Percy P..... 72
Davidson, Thos., Mfg. Co..... 4
Dennis Wire and Iron Co..... 14
Deseronto Iron Co..... 41
Dieckmann, Ferdinand..... 49
Dominion Cartridge Co. 2
Dorken Bros..... 64, outside front cover
Dowswell Mfg. Co 23

E

Eadie, H. G..... 41
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 43
Findlay Bros..... 19
Forman, John 64
Forwell Foundry Co 61
Fox, C. H..... 16
Francis-Frost Co..... 23
Frothingham & Workman 6

G

Galt Art Metal Co..... 51
Gibb, Alexander..... 16
Gibsone, J. B..... 16
Gilbertson, W., & Co..... 41
Glauber Brass Co..... 61
Grautoff, B. A..... 23
Greening, B., Wire Co..... 52
Guelph Stove Co..... 20
Gurney Foundry Co..... 21, 63
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Cotton Co..... 14
Hamilton Rifle Co..... 51
Hanover Portland Cement Co..... 15
Harris, J. W., Co..... 11
Hart & Cooley Co..... 72
Heinisch, R., Sons Co..... 15
Henderson & Potts Co 44
Heney, E. N., & Co..... 72
Hobbs Mfg. Co 22
Hope & Noden..... 41
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 16
Hyde, F. & Co..... 48

I

Imperial Varnish and Color Co..... 42
International Portland Cement Co.... 15

J

Jamieson, R. C., & Co..... 43
Jardine, A. B., & Co. 41
Jenkins Bros..... 62
Johnson's, Iver, Arms and Cycle Works 50
Joy Mfg. Co..... 20

K

Kemp Mfg. Co..... 24
Kerr Engine Co..... 64

L

Lamplough, F. W..... 47
Leslie, A. C., & Co. outside front cover, 41
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 52
London Foundry Co..... 9
London Rolling Mills 14
Loughead, J. S., & Son..... 12
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McCaskill, Dougall & Co..... 43
McClary Mfg. Co..... 22
McDougall, R., Co 72
Macfarlane, Walter..... 13

M

Maple Leaf Harvest Tool Co 8
Marlin Firearms Co..... 57
Martin-Senour Co 45
Merrell Mfg. Co..... 65
Metal Shingle and Siding Co..... 13
Metallic Roofing Co 39
Millen, John & Son.....outside back cover
Mitchell, H. W 16
Montreal Rolling Mills Co 14
Moore, Benjamin, & Co. 21
Morrison, James, Brass Mfg. Co..... 54
Morrow, John, Machine Screw Co 15
Mueller, H., Mfg. Co 65
Munderloh & Co..... 69

N

Newman, W., & Sons 37
Nicholson File Co.. 70
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 41
Novelty Mfg. Co 13

O

Oakey, John, & Sons..... 41
Ontario Lantern & Lamp Co..... 13
Ontario Tack Co..... 40
Ontario Wind Engine and Pump Co .. 64
Orford Copper Co..... 41
Oshawa Steam & Gas Fitting Co..... 61
Owen Sound Wire Fence Co..... 23

P

Paterson Mfg. Co..... 68
Pearce, Frank, & Co 16
Pelton, Godfrey S 43
Penberthy Injector Co..... 65
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 11
Phillips, Chas. D 15
Phillips, Geo., & Co..... 52
Pink, Thos..... 11

Q

Queen City Oil Co.. 6

R

Ramsay, A., & Son Co..... 52
Reid, David, & Co..... 16
Robertson, James Co....inside back cover
Rochester Lamp Co. 18
Roper, J. H 23
Round, John, & Son..... 15

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 20
Scott, Bathgate & Co..... 16
Sells Commercial..... 15
Seymour, Henry T., Shear Co..... 15
Shantz, I. E., & Co..... 61
Sharratt & Newth 12
Sherwin-Williams Co..... 44
Silica Barytic Stone Co..... 75
Stairs, Son & Morrow..... 70
Standard Ideal Sanitary Co..... 54
Standard Paint and Varnish Works... 43
Standard Sanitary Co..... 62
Starr Mfg. Co. 14
Steel Trough and Tank Co..... 12
Stephens, G. F., & Co..... 37
Sterne, G. F., & Son 16
Stewart, Jas., Mfg. Co..... 16, 21

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co. outside back cover
Turner Brass Works 64

U

United Brass Mfg. Co..... 63

V

Vickery, O..... 61

W

Wallace Barnes Co 37
Warnock Mfg. Co..... 61
Western Wire Nail Co 23
Wilcox Mfg. Co..... 13
Winnipeg Paint and Glass Co 37
Wright, E. T., & Co 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

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Stephens, G. F., Winnipeg.
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Loughead, J. S., & Son, Sarnia, Ont.

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Silberstein, A. L., New York.

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Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

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Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell Toronto.

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Kerr Engine Co., Walkerville, Ont.

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Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

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Bradstreet Co.

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Montreal Rolling Mills Co., Montreal.

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Gibsone, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

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Winnipeg Paint & Glass Co., Winnipeg.

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Diamond Saw & Stamping Works, Buffalo

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

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Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

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Cumming Mfg. Co., Renfrew.

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Copeland-Chatterson Co , Toronto.
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Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander. Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Bell, Thos., Sons & Co., Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co,, Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg. Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shellac
Bell, Thos., Sons & Co., Montreal.

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co , Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co , Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

GALT, - CANADA



Trade Mark

"LION"

BRAND

PUTZ TRIPLE EXTRACT

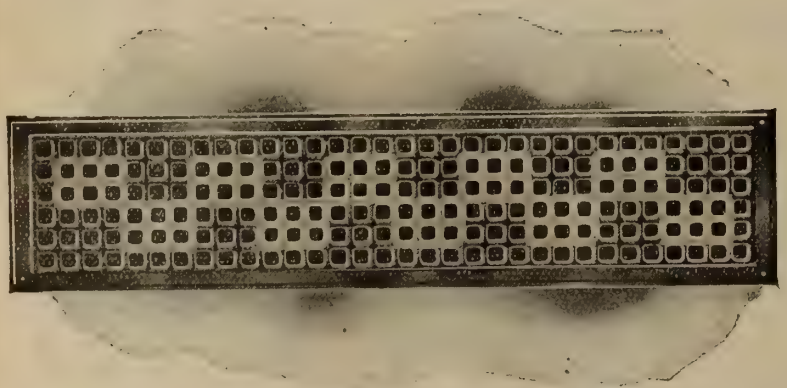
METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,

Montreal, Quebec

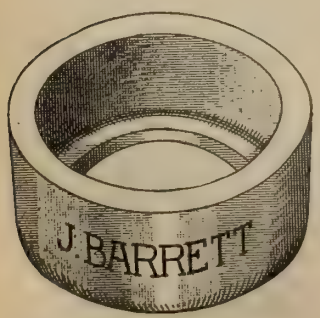


Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.

New Britain, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00 per 100
3-in.	"	$7.00 " 100
3½-in.	"	$8.00 " 100
4-in.	"	$9.00 " 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

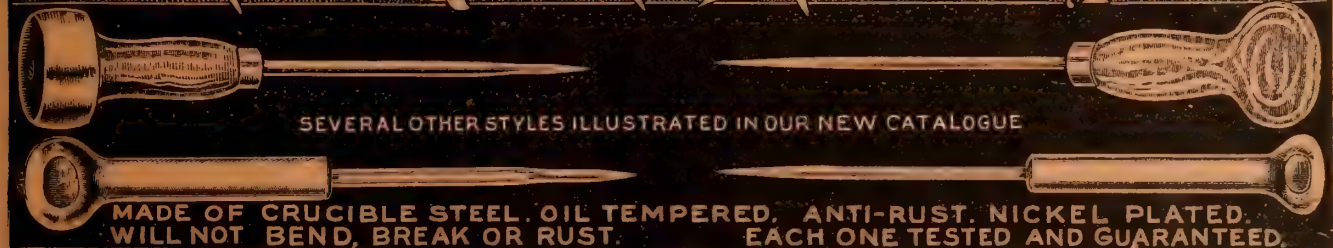


NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.

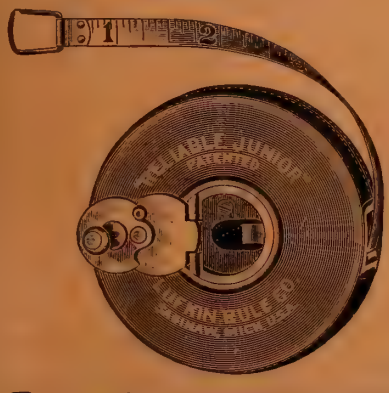
WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holbern. New York City Branch—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1808. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"White's" Brand Portland Cement

Ordinary Commercial or Lump Whiting

Machine Powdered Whiting

Gilders' Whiting (a Superfine Grade)

Paris White (an Extra Superfine Grade)

Lump Chalk

Prices to Import on Application to

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

Agents for

The Associated Portland Cement Manufacturers (1900) Limited

London, England

KEY BLANKS

Every size
Every style
Every quality

Door keys, safe keys, trunk keys, brass keys, drawer keys, big keys, latch keys, little keys, thin keys, heavy keys.

The most comprehensive assortment of Key Blanks to be found in Canada.

When you want Key Blanks write to

JOHN MILLEN & SONS, LTD.

321 St. James St. MONTREAL

132 Bay Street TORONTO

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, OCTOBER 6, 1906 NO. 40.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO., MONTREAL

CANADA

MORE POPULAR THAN EVER

after forty years' trial

WHY?

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.





ONLY ONE

There's only room for one at the top of the Radiator Excellence Ladder, and the

Sovereign Radiator

holds that position.

Look at the "Sovereign" and you'll see Features, look and you'll see Quality, look and you'll see Service.

We are also manufacturers of the well-known "Sovereign" Boilers.

SECURE PARTICULARS

TAYLOR - FORBES COMPANY, Limited

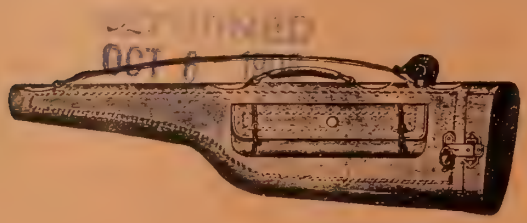
TORONTO—1088 King St. West.
MONTREAL—122 Craig St. West.
Head Office and Works, GUELPH, ONT.

AGENTS:
Mechanics' Supply Co., Quebec.
Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 71.

Hunting Supplies

Now is the time for the live hardware man to see that he has a full stock of hunting clothing and supplies. We have a very complete stock and can supply your wants promptly.



GUN CASES



CAPS



GUN CASES

SHOT



SHOOTING COATS



SHOOTING COATS

SHELLS



SHOOTING COATS

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

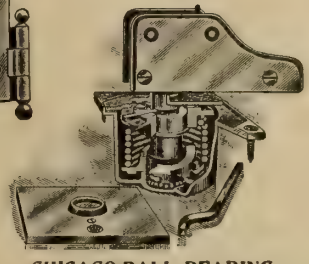


TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of WINCHESTER and DOMINION Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

OTTAWA, ONT.

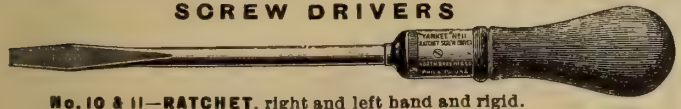
Other Tools are very Good Tools, but

"YANKEE TOOLS"

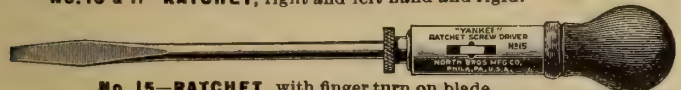
ARE BETTER

SCREW DRIVERS

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



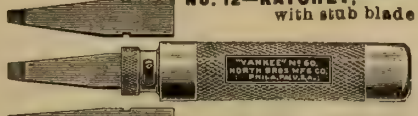
No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade



No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.

DRILLS



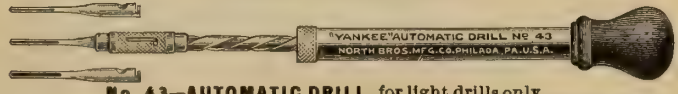
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.



SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

QUALITY COMES FIRST



in a Revolver. If you do not wish to sell a customer a second time, then it might pay you to offer him a cheap and worthless weapon on which you make a big profit. If you want his future trade, sell him the famous

H. & R. REVOLVER

Recognized as the greatest revolver value for the money. H. & R. Revolvers are noted for their accuracy, safety and durability. Made of the best obtainable materials, in a factory fitted with the most improved modern machinery, operated by highly skilled mechanics, each one is rigidly inspected to insure absolute freedom from flaws of any kind. Every part is accurate to the thousandth of an inch. H. & R. Revolvers are free from shake or rattle, and if treated with ordinary care will last a lifetime and can always be depended on. When you sell one you make a friend of your customer, and he'll come again to buy cartridges or other goods he may need in your line. If you have never handled these goods, it is to your interest to put in a stock at once. They are the kind that don't stay on the shelf, and that make satisfied customers.

SEND FOR CATALOGUE

HARRINGTON & RICHARDSON ARMS CO.

314 PARK AVE., WORCESTER, MASS.

Also Makers of Single Guns

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

EVER FOOLED ON PLUMBERS' OAKUM?

Your Automobile

will take a more substantial form than it does in your dreams, if you pay strict attention to the "when and where" to buy your goods to advantage.

Let us save you the price of a new pair of tires on this order.

Sometimes it comes with so little tar in it that it's taken for Carpenter's Oakum (not tarred); sometimes the weight of the wrapper is enormous, when compared with the weight of the bale; again, perhaps you'll find lumps in the centre that can't be used, and consequently you lose on the weight.

We have a large boat shipment of

Good Plumbers' Oakum

coming in this week. **How much can you use?** Let us know the largest quantity and we'll name you interesting prices (likely lower than factory carloads).

Prices are advancing rapidly, if you want our **best,** write now.

LEWIS BROS., Ltd.

OTTAWA
TORONTO

Montreal
WINNIPEG

VANCOUVER
CALGARY

SCOOPS

Grain, Coal, Locomotive, House Furnace

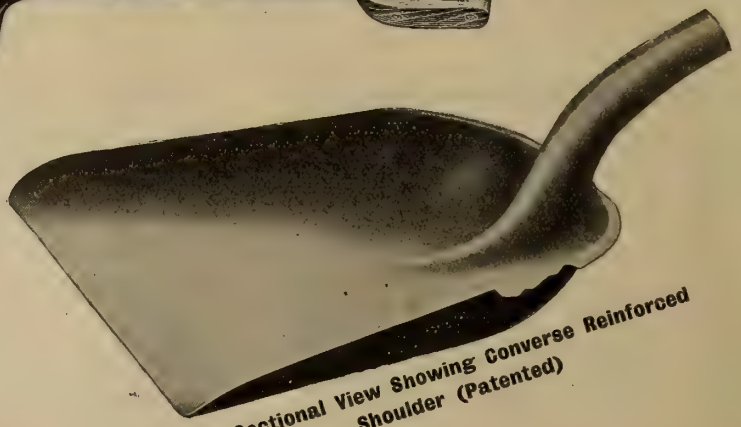
MOOSE
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

1st Grade



BLACK CAT
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

4th Grade



Sectional View Showing Converse Reinforced Shoulder (Patented)



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

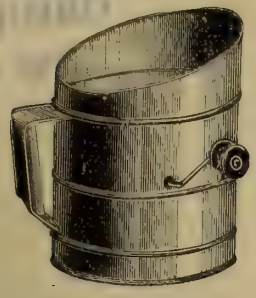
H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Wholesale Only

138-140 WEST FRONT STREET, TORONTO

Only Wholesale

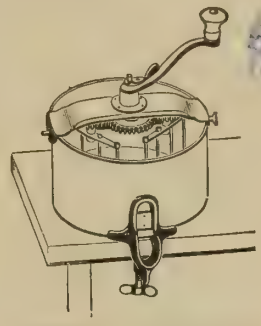


"Victor" Flour Sifter



"Universal" Bread Maker

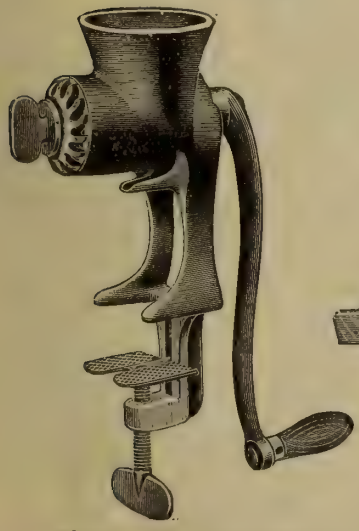
No.	Capacity.		
4.	4 loaves.	Heavy Tin and Sheet Steel.	
8.	10 "	" " " "	



Universal Cake Maker

Capacity--One gallon.

Is indispensable to all up-to-date housekeepers, and cake-making is no longer a thing to be dreaded. Mixes the batter for all kinds of cakes easily and quickly.



"Griswold" Food Choppers

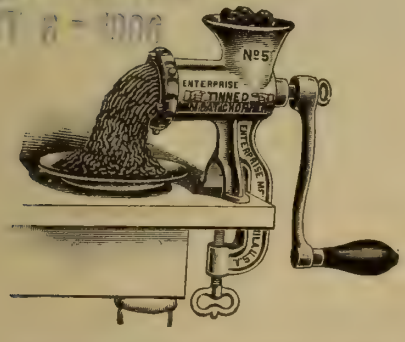


Slaw and Krout Cutters

Adjustable.

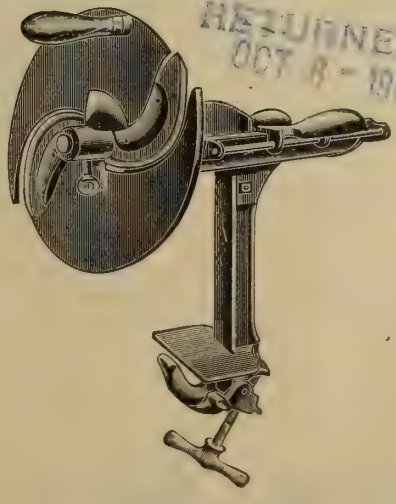


"Universal" Food Chopper

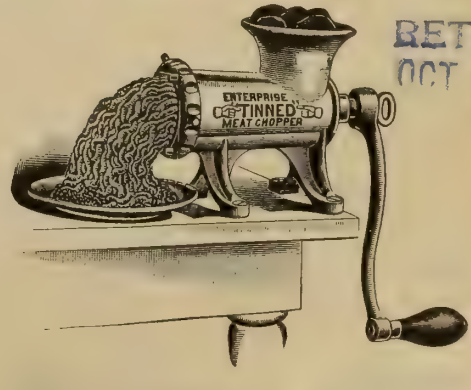


German and American Meat Cutters

Clamp to Table.



Sterling Vegetable Cutters



German and American Meat Cutters

Screw to Table.

For Meat and Vegetable Cutter parts see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

GRAHAM NAILS ARE THE BEST

We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

TURNED
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85



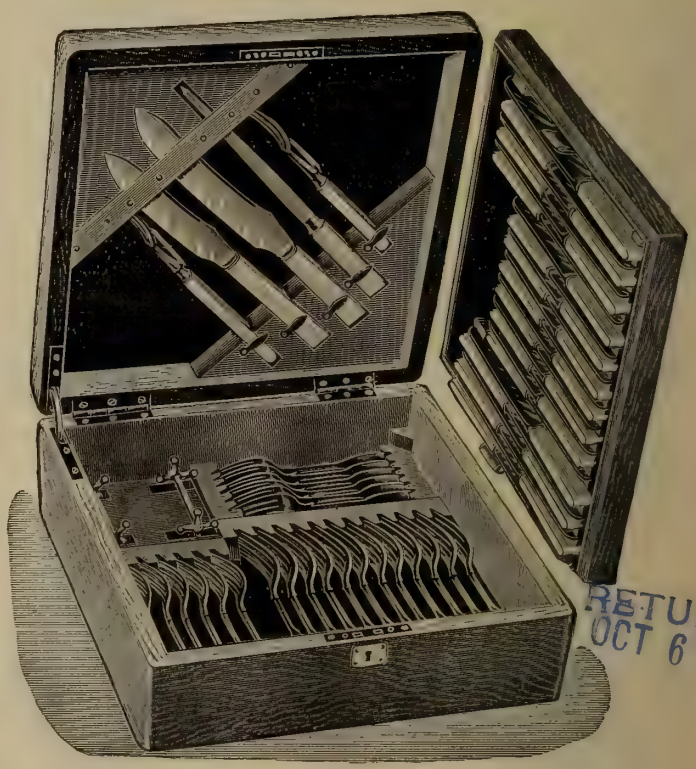
You Can Sell

some of these high-grade Cutlery Cases if you try.

There will arise plenty of opportunities in your town.

They make excellent wedding presents, They are more than ordinarily acceptable as silver wedding gifts. They are often bought as Christmas presents.

Is anyone leaving your town to whom the citizens wish to give a present? Suggest to the committee in charge of the matter, a cabinet of silverware.



RETURNED
OCT 6 - 190

Our cabinets are made in Canada of quarter cut oak, seasoned to our climate, and will not crack.

The cutlery is English make of the highest quality, and a choice can be given of several designs and grades.

If interested, we will send you a folder with full descriptions.

If you have an enquiry, write us.

F. & W. Hardware Montreal

F. & W.

REECE'S SCREW PLATES

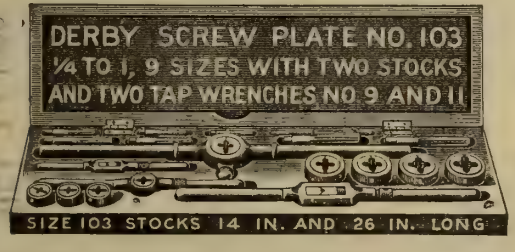


No. "CC" { 4 Small Collets cutting 1/4, 5/16, 3/8, 7/16. Stock 14-in.
3 Large Collets cutting 1/2, 5/8, 3/4. Stock 26-in.
With Tap Wrench

No. "EE" { 4 Small Collets cutting 1/4, 5/16, 3/8, 7/16. Stock 14-in.
5 Large Collets cutting 1/2, 5/8, 3/4, 7/8. Stock 26-in.
With Tap Wrench

The Taps and Dies in these sets have "V" shaped threads for cutting rough iron.

Derby Screw Plates

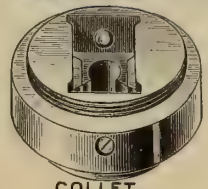


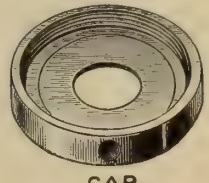
WITH ROUND ADJUSTABLE DIES

No. 102 cuts ¼ to ¾ in. with Tap Wrench
" 103 " ¼ to 1 " " " "
" 113 " ½ to 1 " " " "
" 121 " ⅜ to 1 " without Tap Wrench

Superior workmanship and high grade materials go to make up the great reputation enjoyed by the makers of Reece's Screw Plates.

The Collet holding the Reece Dies is made in two pieces—the guide and the cap which holds dies rigidly in place rendering stripping of threads impossible.


COLLET


CAP

By means of screws on side of Collets, dies can be adjusted as required.

Both Reece's Taps and Dies are made by skilled workmen, (in Canada) as though the firm's reputation depended on each individual article turned out.

In Ordering Stocks and Dies or Taps, Write Us

Caverhill Learmont & Co

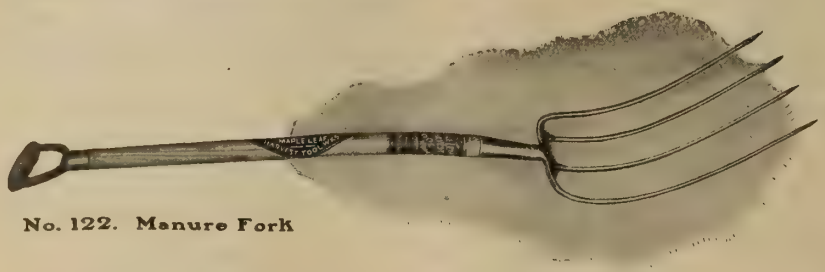
WHOLESALE DISTRIBUTORS

MONTREAL and WINNIPEG

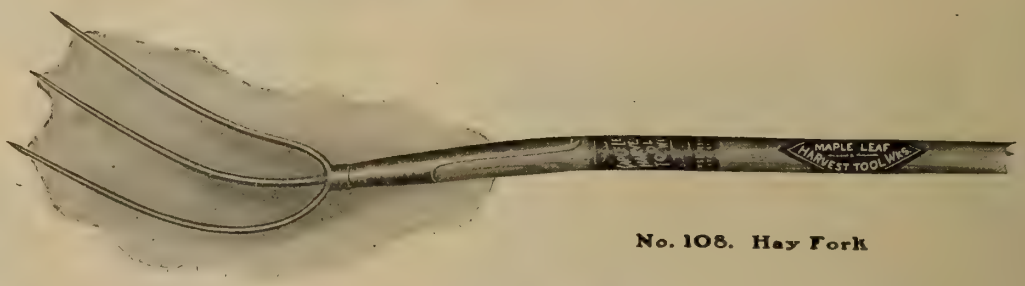
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



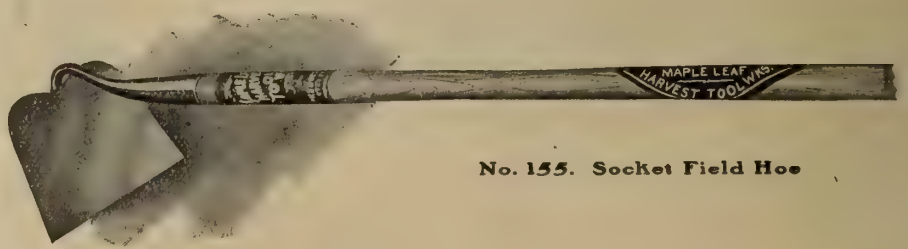
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



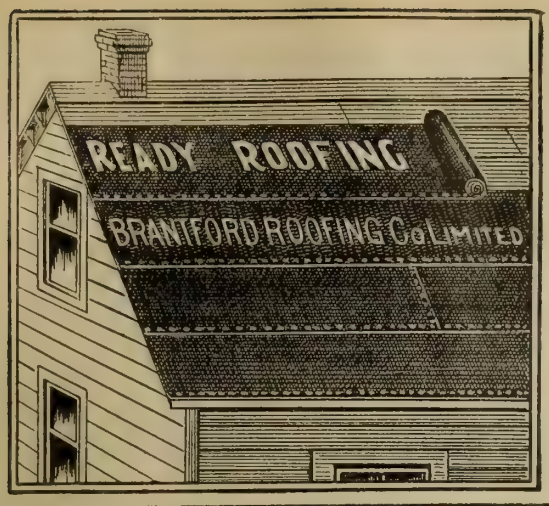
No. 155. Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



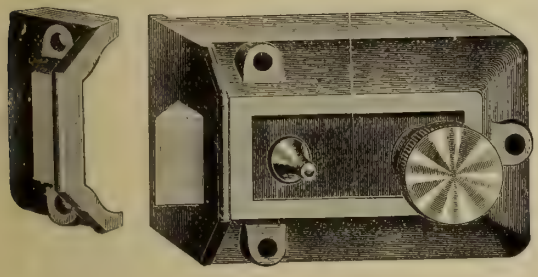
BRANTFORD "ASPHALT" "RUBBER" ROOFINGS

EASILY APPLIED.
FIRE-PROOF, ALKALI-PROOF, WATER-PROOF.
ELASTIC, STRONG AND DURABLE.
STEEP OR FLAT ROOFS.

Get Sample and Circular and Price

BRANTFORD ROOFING CO., LIMITED
BRANTFORD, ONTARIO

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

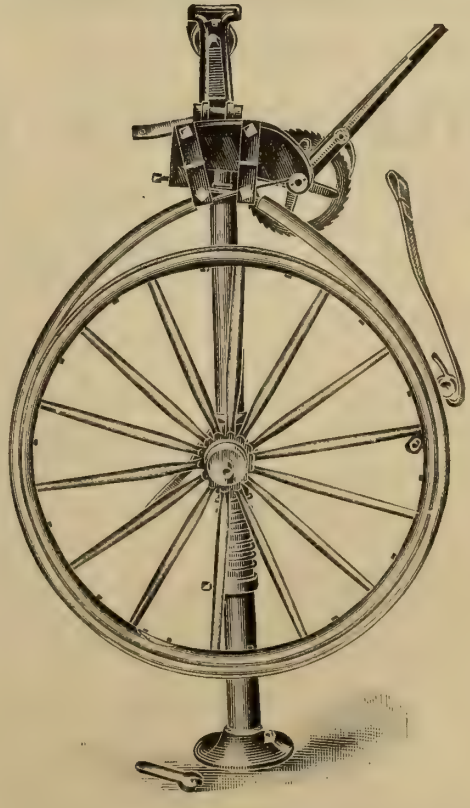


IT CUTS NAILS

Our new Nest of Saws contains a Compass, Keyhole and Metal Cutting Blade—fitted to an adjustable handle.

Indispensable to every Carpenter, Plumber, Electrician, Gas Fitter—or where nails are in the way. At your Dealers or write for Saw Sense Booklet. Tells all about it.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO



THE LONDON PERFECTION TIRE MACHINE

For putting on Rubber Tires

Simplest and most practical machine made.

Send for Circulars and Prices.

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

We don't care whom you compare us with as long as you abide by the result of the comparison.

It Saws Well



It Sells Well

You can take our

HANDSAWS

and compare them with others for quality of steel, evenness of temper, perfection of finish—***general excellence.***

You can take our

HANDSAWS

and compare them with others for the price they sell to you, the price they sell to your customers—any view of profit.

We Welcome Comparison with Canadian and American Makes.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

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Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

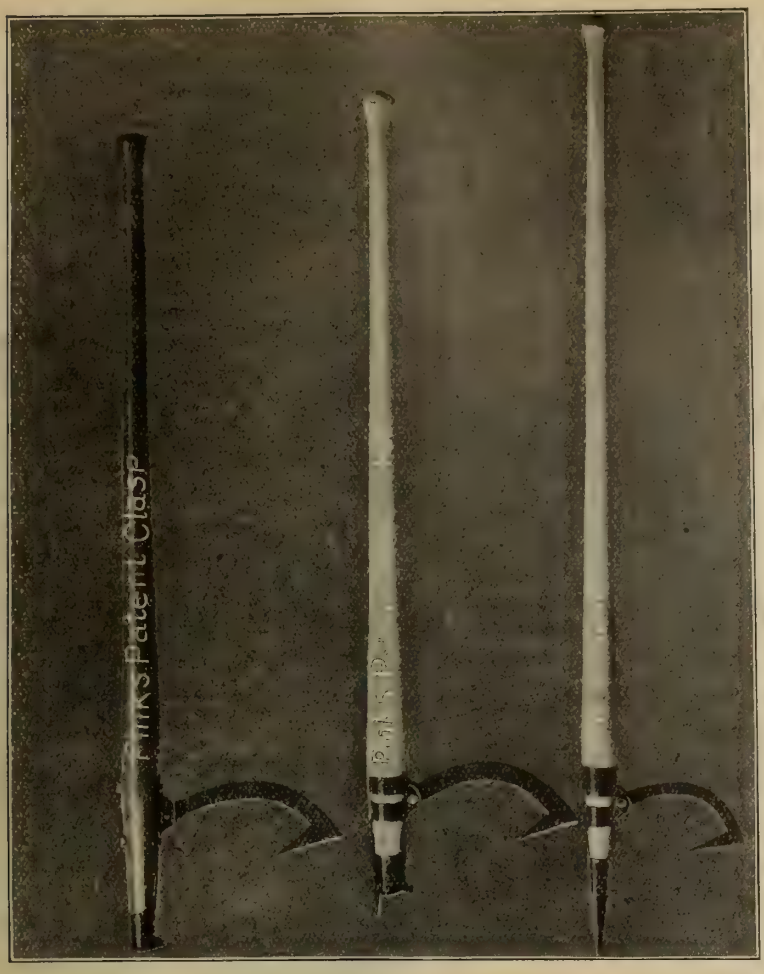
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CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

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Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

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Advertise Your Own Store By Inexpensive Signs, Tickets and Show Cards.

We supply these specially adapted to your store.
They work both day and night for you.
They draw customers your way and hold them.
They give the impression that you and your store are all right.

72-page catalogue yours for the asking

THE MARTEL-STEWART CO., Limited
MONTREAL, CANADA

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Want ads appearing between the covers of

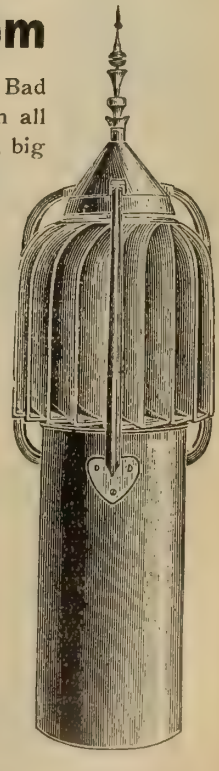
Hardware and Metal

are read by the RIGHT people and ACTED on.

Want to sell. Want to buy. It makes no difference which. An expenditure of 25 or 50 cents in **Hardware and Metal** want columns will produce the desired result.

Rates 2c. per word, first insertion.
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is more deadly than desease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

Testimony

Montreal, June 7th, 1901
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Dear Sirs,

I have been using your "AEOLIAN" Ventilators on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or bad smell in any room.

F. D. MONK.

Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.

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Successors to LESSARD & HARRIS

Contractors and Manufacturers - ***MONTREAL***

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This design a guarantee of quality.

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STRONG, TOUGH AND STIFF
Will Carry All Kinds of Packages Safely to Destination

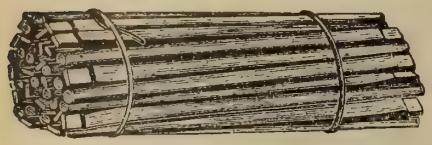
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TORONTO LIMITED MONTREAL

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J. S. LOUGHEAD & SON, Sarnia, Ont.

Mfrs. of HUBS, SPOKES and BENT GOODS

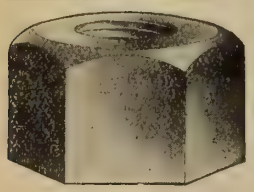


We manufacture a complete line of parts for ***Wagons, Carts, Sleighs, Buggies*** and ***Cutters.*** We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making ***Heavy Stock*** for Wagons, Carts and Sleighs, also ***Straight Heel Shafts*** and ***S.B. Poles*** in all sizes.

We usestrictly first-class material, and good workmanship.

Send for prices for your requirements.

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COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws ***Thumb Screws***
Set Screws ***Machine Screws***

SPECIAL DISCOUNTS TO THE TRADE

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
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The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

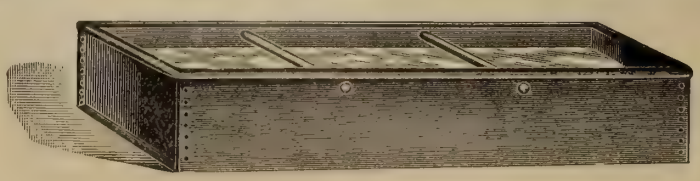
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

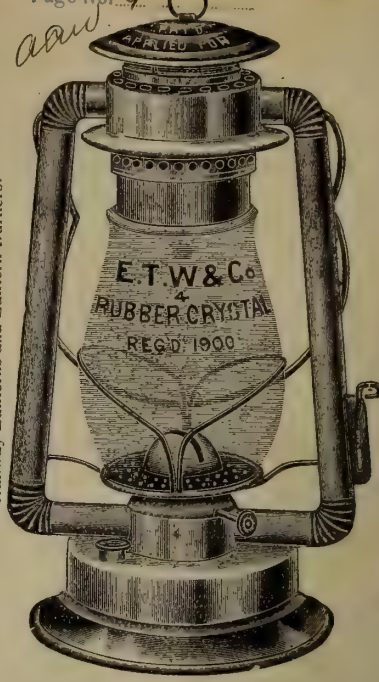
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

STEEL



TANKS

Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.
The Steel Trough and Tank Co., Limited, - Tweed, Ontario



We will be glad to receive your orders for Searchlight Lanterns. Hinge and Lift Lanterns. Railway Lanterns and Lantern Burners.

This cut shows our COLD BLAST LANTERN with side lift. We also make the Cold Blast with bottom lift, plain and japanned

E. T. WRIGHT & CO., HAMILTON, ONT.



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West

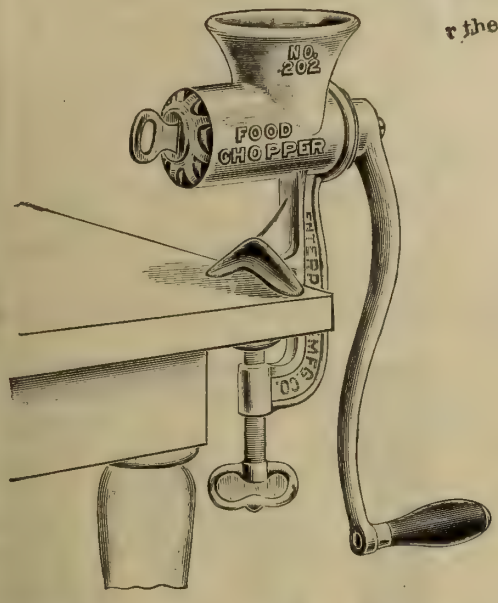
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THE CANADA METAL CO.
TORONTO, ONTARIO.

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GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.



and connection activity this year.

PERSONAL. — The hardware dealer who is not making a handsome profit selling Enterprise Meat and Food Choppers will learn something to his advantage by addressing the undersigned.....

Sometimes life's little vanities show

We are breaking all records in sales of Meat and Food Choppers. If you are not selling more

Enterprise Meat AND Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

People are afraid now of packing house products.

They want to chop their own meats.

They are buying Meat Choppers from the dealers who are pushing them. Get in line !

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA, U. S. A.
NEW YORK BRANCH : 10 Warren Street. SAN FRANCISCO BRANCH : 318 Market Street

Wilcox Parlor Door Hanger



No. 106

Absolutely Noiseless Adjustable Track

Brass Bushed Roller Bearings

WRITE FOR PRICES AND FULL DESCRIPTION.

WILCOX MFG. CO. OF ONTARIO,
LONDON, CAN. Limited

Classical Metal Ceilings

ARE A NECESSITY IN EVERY STORE.

They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like You to Get a Copy of our Beautiful Catalogue.

Metal Shingle & Siding Co.
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Scrap Iron for Re-working

Better bars for re-working are obtained from selected scrap than from pig iron—have more life and strength.

London Bars are made from selected scrap and come in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands.

Large stock always on hand, insuring prompt shipment. 51

London Rolling Mills
London, Canada.



TRADE M.R.M. Co. MARK

TACKS

All Kinds
All Sizes
For All Purposes

Made from selected material. Care taken to see that heads and points are what they should be.

Quality counts. Therefore be particular when next ordering to specify

"M.R.M."

THE
MONTREAL ROLLING MILLS CO.



Starr
Skates
and
Mic Mac and Rex Hockey Sticks

will be in greater demand than ever this winter—because they are being extensively advertised.

You get the benefit of this good advertising when you stock them.

Write for 1907 catalogue.

Starr Manufacturing Co., Limited
DARTMOUTH, N.S., CAN.
Branch Office, - Toronto, Ont.





Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can e NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goo'd are old. Orderdirect or through your jobbers

ATLAS MFG. CO.,
New Haven, Conn.,

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A combination that everybody must have.

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

Silver Plated List **$22.30**

Best Nickel Silver List **$14.00**



Size of Case 16¼-in. x 14½-in. x 2¼-in.

JOHN ROUND & SON, Limited

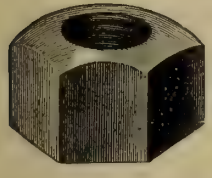
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CUTLERS AND SILVERSMITHS

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Established 1847



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MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

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CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

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HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

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Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

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HANOVER, ONTARIO

—Manufacturers of the celebrated—

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OF PORTLAND CEMENT

Prices on application. Prompt shipment.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

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Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

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OF ONTARIO Limited

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Walter Mills, General Manager
Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

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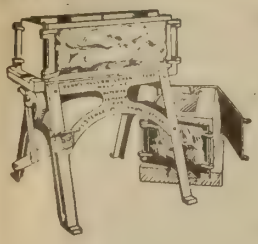
"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

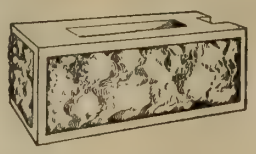
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NEWPORT, MON., ENGLAND



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

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WOODSTOCK, ONT.

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Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also **Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons,** etc., etc., etc.

Canadian Agent: J. B. GIBSONE, P.O. Box No. 478, MONTREAL



Perhaps

you imagine we ought to send you the prices of

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

without another word.

That we will do if you forward your name and address on postcard.

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

AGENCIES:

Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works, Limited, Windsor, Ont.
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Dowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co., New Brunswick, N.J.
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Searls Mfg Co., Newark, N.J.
Proprietor Balmoral Oil.

LUDGER GRAVEL

Carriage Makers' and Blacksmiths' Supplies

WRITE FOR PRICES

22 & 28 Jacques Cartier Place, MONTREAL

PHONES:

Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.

Tel. Merchants, 964



Do You Care to Make Savings in Your Purchasing?

And also give entire Guarantee on Your Sales.

We are leaders in Sporting Goods Requisites and carry everything in this line

Snow Shoes

of the best Indian make. Extra quality gut.

Childs' Tufted,	*9 x 30,*	price per doz. pairs	*$15.00*
Boys' "	*10 x 33,*	" " "	*17.50*
Ladies' "	*11 x 36,*	" " "	*20.00*
Club, Plain,	*12 x 42,*	" " "	*22.50*
Men's "	*14 x 42,*	" " "	*25.00*
Shanty, "	*16 x 48.*	" " "	*27.50*



New Victor

SINGLE BARREL 12 and 16 Gauge **SHOT GUN** **$3.45**

PRICE IN CASE LOT

10 in a case. Quantity less 10c. extra on each gun.

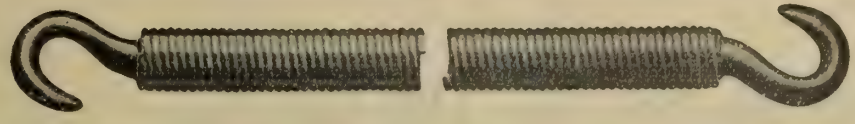
This Gun is as fully guaranteed as any single gun made. For close, long range shooting they have no superior.

Write for Our Trade Price List

A. E. BREGENT, 192 East St. Catherine St., - **MONTREAL**

"PERFECTION" and "ECLIPSE"

Door and Gate Springs



Oil Tempered Furniture, Carriage Seat, Agricultural Implement Springs, etc., etc. Wire, Coppered, Bronzed, Tinned, etc., etc. Wire Rods.

J. A. HENDERSON, Board of Trade Building, **MONTREAL**



FAVORITE CHURN

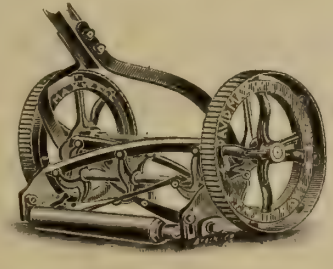
More sold in the Dominion than all others combined

In 8 sizes, churning from ½ to 30 gallons.

IMPROVED STEEL FRAME. PATENT FOOT and LEVER DRIVE. PATENT STEEL ROLLER BEARINGS

Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish. **No other just as good. Accept no substitute.** If not offered by your jobber write direct to us.

MAXWELL LAWN MOWER



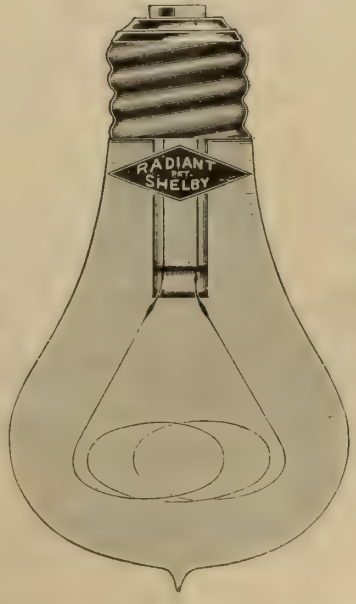
Made in 4 different heights of wheel and widths, ranging from 8 to 25-in. in plain or ball bearings as required. Improved for coming season. Not equalled anywhere for clean cutting, durability and finish.

DAVID MAXWELL & SONS

ST. MARY'S, ONT.

RADIANT SHELBY LAMPS

Greatest amount of light for the least consumption of current.



Thousands of satisfied customers will testify to their merits.

They are high class in every respect.

MANUFACTURED BY

ONTARIO LANTERN & LAMP CO., Ltd.

HAMILTON, ONT.

A Real Leader

For the Kitchen Department

The most convenient and practical. No danger of cutting or bruising the hand.

Always Sharp **Easily Cleaned**

LIGHT STRONG DURABLE

Easy to Buy **Easy to Sell**

Ask your jobber for them.

Made by

THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

Winnipeg : 608 Ashdown Building



No. 22
Mincing Knife

DOMINION WIRE MANUFACTURING CO., LIMITED

MONTREAL TORONTO

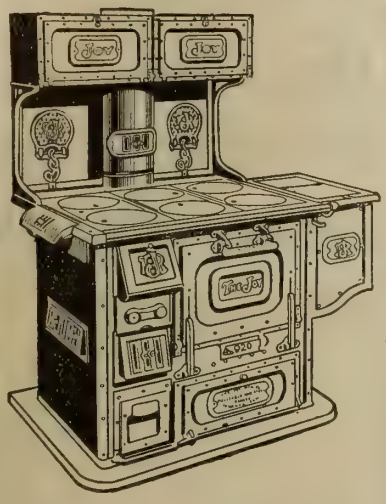
WIRE
WIRE NAILS
WOOD SCREWS
STAPLES JACK CHAIN
STEEL WIRE BARREL HOOPS
BRIGHT WIRE GOODS
SPRING COTTERS

SEND US YOUR NEXT ORDER

WE WILL APPRECIATE IT

DOMINION GOODS FOR DOMINION PEOPLE

DON'T BE SATISFIED



with only selling a part of the stoves that are sold in your territory. Every stove Dealer who hasn't a

Malleable Range

on his floor is allowing a share of his stove trade to go to his competitor—if in the west—or to **THE PEDDLERS** if in the east—you may not have sized up the situation, just this way, but it's a fact nevertheless, that unless you have discovered that there are many of your customers who will not buy any other kind, but a Malleable Range, that you are not onto the situation, and are loosing lots of stove business. **Don't be satisfied** with this condition. Get a

Joy Malleable Range

on your floor at once and watch the result.

JOY MFG. CO., 32 Humberside Ave., TORONTO

TEES & PERSSE CO., Western Distributors, Winnipeg

CHAS. H. FOX, Agent for British Columbia, Vancouver



The Firebox of THE EMPIRE QUEEN RANGE

is perfectly proportioned to the size of the oven, is fitted with the latest duplex grates and heavy sectional cast iron linings for coal, and separate grates for wood. In our 9-20 size we have the largest fire-box for wood to be found in any range on the market. The change from coal to wood, or from wood to coal, can easily be made without the aid of an expert.

Would you like to know more about **The Empire Queen Range?**

The Canadian Heating & Ventilating Co. Limited,

OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE TRADE MARK

WHAT IT DOES

Ark-El-Ite Asbestos Stove Lining forms a durable and economical lining for Stoves, Ranges, Hot-Air Furnaces, etc. It is especially adapted for grates, ranges, etc., where natural gas is used.

In Greater Demand

Ark-El-Ite Asbestos Stove Lining is in greater demand than fire-brick. It is more serviceable, better-wearing. Can be applied by any person.

See About Your Supply

BENJAMIN MOORE & CO. LIMITED

Successors to

The FRANCIS-FROST CO., Limited

Toronto, Canada

You Can Get It in Barrels, Half-Barrels, Small Packages

Furnace Cement and Stove Putty that attracts buyers and satisfies them.

Furnace Cement and Stove Putty that attracts dealers and satisfies them.

There, that is the

Furnace Cement and Stove Putty

we make and now offer to you.

SCARFE & CO.,

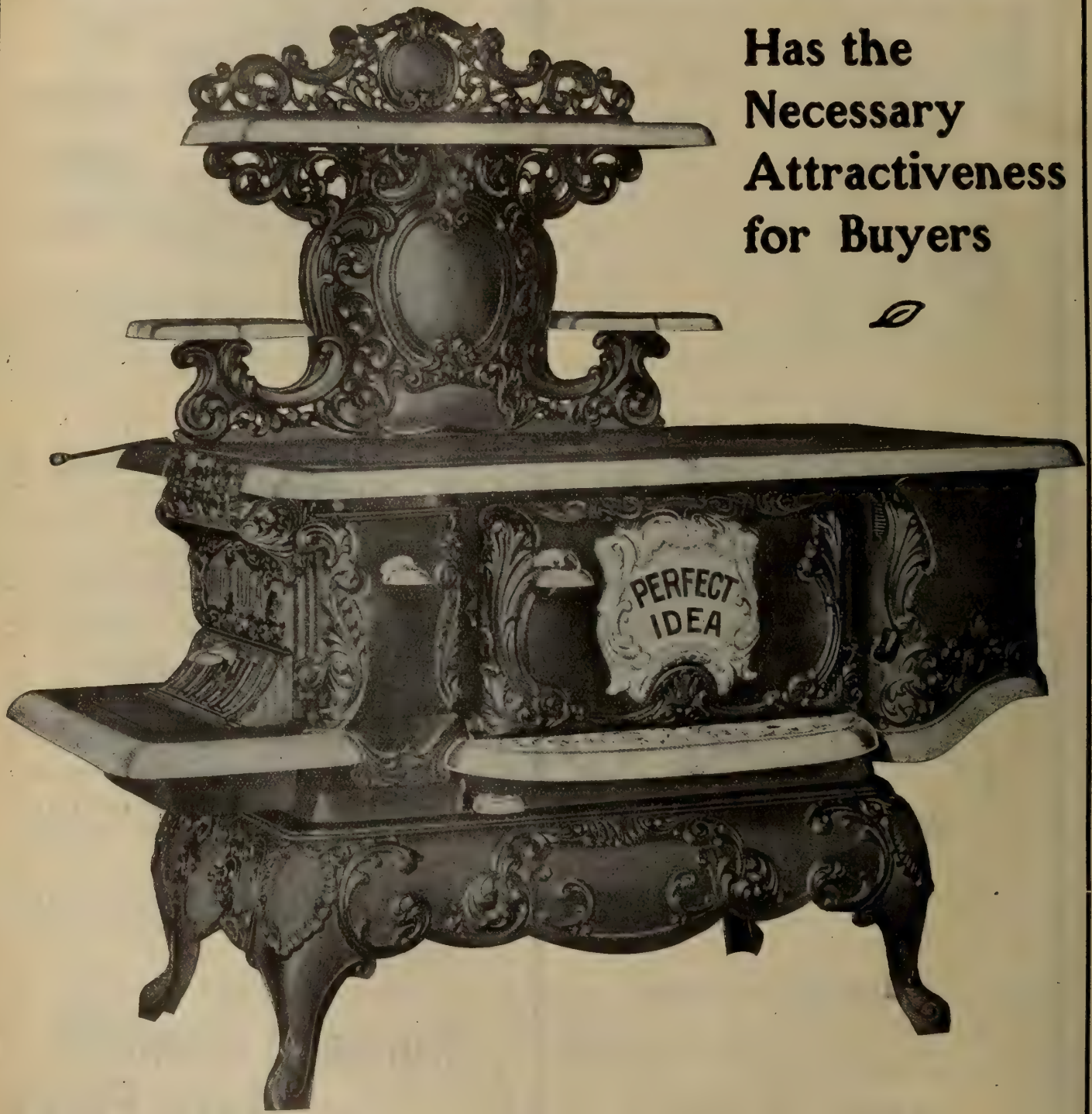
Manufacturers of Fine Varnishes, Etc.

BRANTFORD, CANADA

THOMAS BLACK, 76-82 Lombard St., WINNIPEG, Man.

The "PERFECT IDEA"

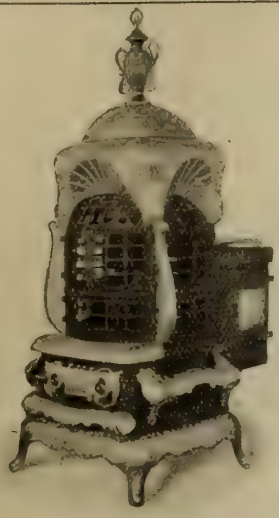
Has the Necessary Attractiveness for Buyers



What attracts buyers?—self-evident, self-asserting merits that tell the range does its work well.
That it has all the up-to-dateness that an up-to-date range should have.
That it looks as good as it really is.
That it is priced in proportion.
That ***it has made good.***
The ***"Perfect Idea"*** is this kind of Range.
☞Price and other ***particulars*** you certainly should get.

Guelph Stove Company, Limited, Guelph, Ont.

THREE FAVORITES



BASE BURNER

A Three Flue Construction

A genuine double heater, carrying the cold air right from the floor. No Base Burner is more handsome, richer or more attractive than the

FAVORITE BASE BURNER

Made in two sizes with or without oven.



BRILLIANT FAVORITE

A Medium Priced Base Burner

The nickel ornamentation is massive and tasty and has the appearance and the points of merit that will make it a "favorite" both with the public and the trade.

Made in two sizes with or without oven



FAVORITE ALADDIN

A Small Neat, Low Priced Base Burner

The cheapest thing on the market with an oven.

Some people say that we over do it. That we make our base burners better than is necessary. Well, we have our odd ways, and this is one of them. Not "how cheap" but "how good" is our motto.

With or without oven

A written guarantee with every stove

Manufactured by **FINDLAY BROS. CO., Limited**

CARLETON PLACE, ONT.

"Watch this space for Oaks next week"

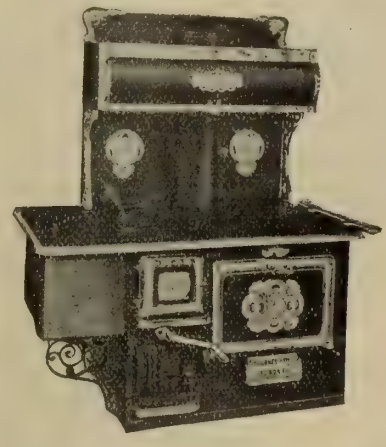
More Range for the Money--

The dealer who shows any customer The Oxford Chancellor Steel Plate Range has little enough talking to do after he names the price. Because——

If that customer knows even a little about range prices, it is an easy thing to see how big a money's worth this range offers. Because——

It isn't a cheap range, but it is a range for much less money than a judge of ranges expects to pay. Because——

The Oxford Chancellor's extra-roomy oven, its body of extra-heavy, extra-riveted cold rolled sheet steel, its extra-sensitive draft control, its extra-fine nickel ornamentation, — all make this range one that does its own talking and its own selling once the customer hears the price.



We will bring the customer in to hear the price, if you'll point out the Oxford Chancellor when the customer comes in.

That's the part of it you'll have to ask us about,—our offer to live dealers tells you it all.

Wouldn't now be a good time to ask?

The Gurney Foundry Company

Limited

Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

117

One Woman said "it is the best cooker I have ever seen."



Patented

OUR "FAMOUS" QUICK-SELLING TRI-USE COOKER

Can be used in various ways, viz., as a double boiler for cooking cereals of all kinds, as a steamer for vegetables, puddings, stale buns, bread or cake, or as two separate saucepans, etc.

Sufficient room has been allowed for the steam to circulate between the two saucepans and under the outer cover into the inner saucepan, thus cooking the food by steam, making it appetizing and more easily digested.



Patented

The Tri-use Cooker is a great seller and every one of your customer's should have one. Introduce it and follow results.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON

"EVERYTHING FOR THE TINSHOP"

20,000

We have that many cases of Window Glass in stock all the time.

Our tremendous trade is the reason.

We cannot keep our customers waiting so by always being ready we never keep them waiting.

We can fill or tender or any special orders that you have.

We can supply all kinds of glass for building purposes.

PUT QUESTIONS ON POSTCARD

The Hobbs Manufacturing Co., Limited

London Winnipeg Toronto

"Good Cheer" Ranges



RETURNED
Oct 19 1906
to Westminster Co.
Cut Book No. 56
Page No. 49

THE "GARNET"

Plain but not severe. Just enough ornamentation to give it the most artistic appearance of any range in the market. Prospective buyers will not pass by your door if the "**GARNET**" is on view inside. All loose nickel—readily removed when range is to be polished, and such an easy one it is to keep bright and clean. Square oven, 18x18x12. Fine firebox, with all cast linings. Grates, etc., removable without disturbing linings or waterfront. A splendid operator in every way, and, in fact

IT'S JUST RIGHT

The JAMES STEWART MFG. CO.

LIMITED

Western Branch:
Foot of James Street, WINNIPEG, MAN.

WOODSTOCK, ONT.

CHRISTMAS SILVERWARE



Our line was never more complete.

Do not place your order until our traveler has called on you, or you have received a set of our

5

CATALOGUES

In buying from your jobber insist on the Silverware being stamped.

"Toronto Silver Plate Co."

as stamped in that way the quality is fully guaranteed and you can always depend on the price being right.

THE TORONTO SILVER PLATE CO., Limited

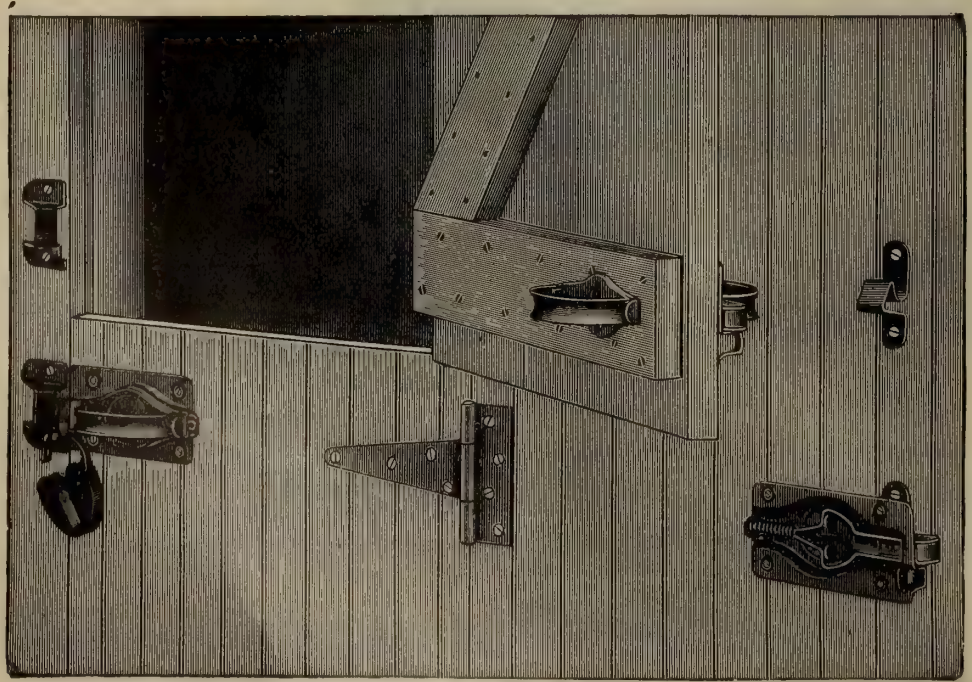
E. G. GOODERHAM
Managing-Director

SILVERSMITHS AND MANUFACTURERS OF
ELECTRO SILVER PLATE

FACTORIES AND SALESROOMS

TORONTO, CANADA

IT'S A LATCH THAT EVERY BARN NEEDS



WHITCOMB

STEEL BARN DOOR LATCH

It is convenient; it is strong; it is durable; it is adapted to any thickness of door and harness, etc., will not catch on it. Fully guaranteed.

Get a sample and see what an excellent Latch it is.

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of **PATENTED SPECIALTIES BY CONTRACT**

ALBANY, WISCONSIN, U.S.A.

The Acme of Perfection

in Cement Blocks is only attained by using

" LAFARGE "

(Non-Staining) Portland Cement

LEHIGH

Best Grade American

KEENE'S

Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

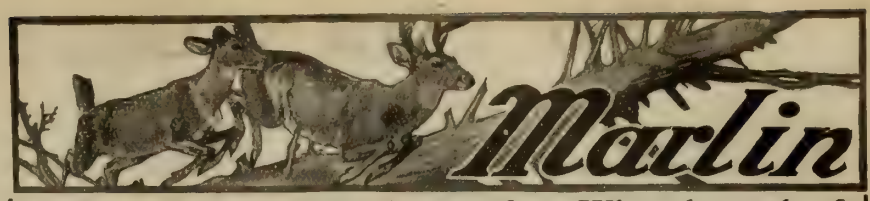
Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

F.HYDE & CO.

31 WELLINGTON ST.

MONTREAL



Model '93 Large Caliber Rifle. When the crash of the fleeing buck and doe makes your heart jump and brings your gun with a jerk to your shoulder,

and your eye follows those good *Marlin* sights as you lead the white flag for a shot, it's a comfort to know the gun is going to do its part.

Marlin Model '93s are sure-fire and accurate. All *Marlin* rifles are simple, strong, easy to carry and have that balance which makes you shoot well. *Marlin* '93 rifles are made in calibers .25-36 to .38-55. They are getting the best results everywhere at big game, from Virginia deer to Kadiak bear.

The barrels are of "Special Smokeless Steel," the best obtainable, and are rifled deep and severely tested.

The working parts are all of drop-forged steel blocks cut to simple patterns. All *Marlin* parts are interchangeable.

The *Marlin* solid top is accident insurance of the best kind. The *Marlin* side ejection throws the shell aside, not into the line of sight or into the eyes.

These and many other valuable ***Marlin*** *features are fully explained in our handsome Catalog. Sent FREE upon receipt of six cents in stamps.*

Remember all *Marlin* Rifles are proved and tested for safety. Safe, sure and strong! What more can we say to the hunter of big and dangerous game?

TO ALL DEALERS HANDLING FIREARMS:

The above is one of seven advertisements to be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their QUALITY, known to be bought and read by a class of people financially able to buy Marlin repeaters and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary.

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use Marlin repeaters or not.

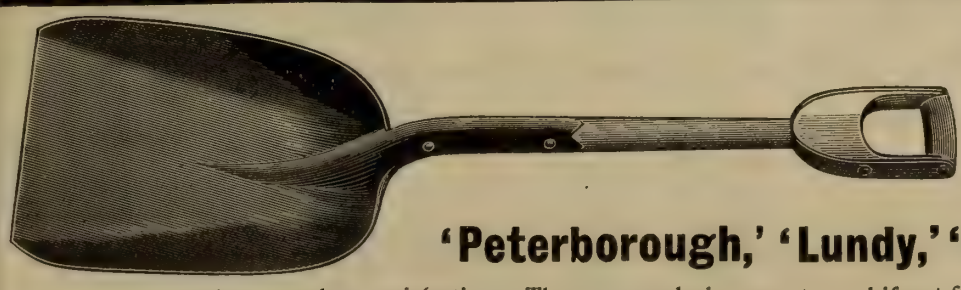
We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know of who carries a good stock of Marlin goods and is enterprising enough to follow up an inquirer and try to sell the man a Marlin repeater.

We also send to the dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.



SOCKET STRAPS

are to be found on the **SHOVELS** we make, but on ours only. That is why the

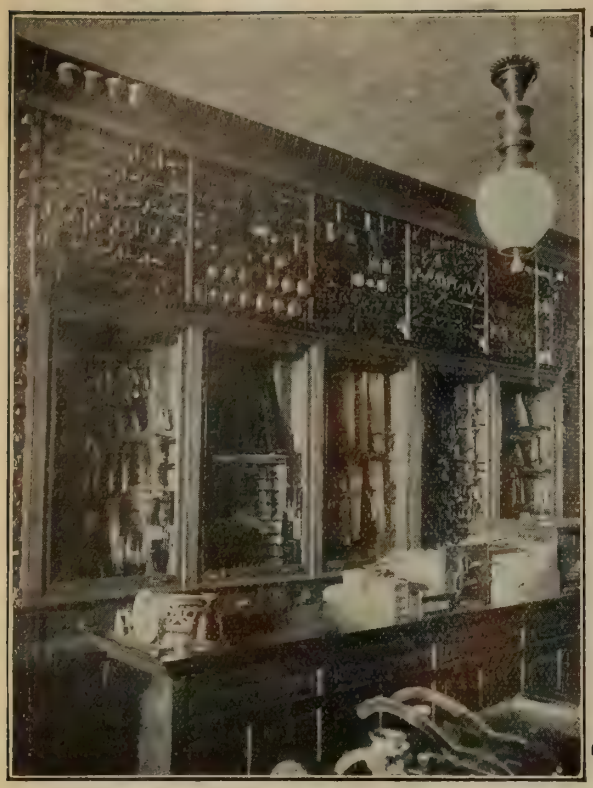
'Peterborough,' 'Lundy,' 'Irwin,' 'Hill'

give complete satisfaction. They are made by experts, and if not found as represented will be replaced at our expense.

You can sell these Shovels and also our Spades, Scoops, Draining Tools, etc.



THE PETERBOROUGH SHOVEL AND TOOL CO., Limited, PETERBOROUGH ONT.



INCREASE YOUR SALES

by displaying your goods on the fronts of shelf boxes, and in this way suggesting articles which your customers had not thought of buying.

A neat store is the best and cheapest advt. you can have. It gives an air of prosperity to your business, and "Nothing succeeds like success." Make your store look as if you were doing the best business in town. If your store looks like a second-hand junk shop, people will feel like paying second-hand prices for what they buy. The

Bennett Steel Shelf Box

is the only steel shelf box on the market. It has steel sides and oak or ash fronts. The sides and bottom are pressed from one piece of the best galvanized steel. The steel is embedded in the wooden ends by our own patented process. 20 per cent. shelf room is saved by using these steel boxes.

WRITE FOR FULL INFORMATION AND PRICE LIST

CAMERON & CAMPBELL, - - Toronto

HE PUT a Want Ad. in Hardware and Metal at 2 cents a word and got his clerk in short order. Moral: You should try our "want" column. It will astonish you!

PRESERVING KETTLES FOR PARTICULAR PEOPLE . . . .



KEMP'S "Onyx" "Diamond" "Pearl" "Garnet"

Enameled Preserving Kettles suit discriminating customers

Every Piece Guaranteed, We Can Ship Promptly.

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

WHAT TO DO THIS MONTH

Some Timely Suggestions for the Canadian Hardware, Heating and Paint Trades.

Many of the lines, the sale of which has opened in September, are much livelier articles in the hardwareman's store during October. In fact, nearly all the goods mentioned a month ago, as seasonable for September selling might also be included in the list which we purpose giving on this page. But there are a good many other hardware lines which are to be counted as distinctively October's.

Cold Weather Coming.

The weather is already becoming cool and will before long be cold. October is the month in which consumers begin to realize the approach of Winter, and to take stock of the various articles they will need during that period.

The houses, barns, stables, hen coops, etc., must be put in shape to exclude the blasts of Winter. Consequently, the hardwareman will find a great sale for weather-strips, window glass, putty and other goods which may be used for repairing these buildings. There are very few, if any, who do not find a few broken panes of glass in their various outbuildings, as a result of the small boys' operations during the Summer. And as the season for attaching the storm windows has arrived when cracked and broken lights are numerous, it will not take a great deal of persuasion on the part of the dealer to turn over a good quantity of glass. Even those who are likely to let things slide should decide to repair their windows on being reminded that a small outlay will guarantee greater comfort during the Winter.

Comfort for Stock.

The farmer proceeds to make things comfortable for his stock just now. Horseblankets will be brisk sellers throughout the month, while halters and cow ties will also experience an active demand. It is a little early yet for the retailer to dispose of any sleigh bells, but he should get his line in shape and let his customers know what he has.

It might also be mentioned in this connection that the owners of barns and other outbuildings are just as anxious to safeguard their stock as they are to make them comfortable, and a good many padlocks should be disposed of during the present month.

Heating Goods Seasonable.

The stove and heating goods department will be strongly emphasized this month. Both heating and cooking stoves are now at the height of their season, while the inevitable stove pipes, elbows and wire will be required by almost everyone. Other staple heating supplies which are expected to move in October, are furnace scoops, coal shovels, coal hods, and ash sifters. And every housewife demands stove polish in order to put the heaters into presentable shape when they have been resurrected from the back shed and set up in the sitting room and hallway.

Among heating goods there are some good lines which are handled by only a few dealers. Footwarmers and carriage heaters are important examples. The hardwareman who specializes on these goods is very likely to attract permanent trade in staples.

While the present bright weather continues, householders will hold off their coal fires as long as possible, and the long cool evenings open another opportunity to the trade. Coal oil heaters and portable gas heaters should be sold quite readily. Particularly in the last mentioned line, the present season should see a good movement, as there have been during the Summer very considerable extensions of mains in the natural gas districts.

Probable Advance in Stove Prices.

Something which should be kept in mind and used as an argument to encourage early sales is the probability of higher prices on stoves. Malleable and pig iron have been steadily increasing in price during the past year and it is almost impossible to get deliveries of orders for months ahead. Dealers who carried over a stock of stoves and ranges as a result of the very mild Winter should not be pessimistic. They should, instead, study weather conditions closely. We do not pose as weather prophets but we do believe that an exceptionally long and warm Summer is almost certain to be followed by an extremely cold Winter, and in this case the demand for stoves will be correspondingly large. If the stove manufacturers have reckoned upon the large increase in population and have not decreased their outputs in view of last years overstock, there will be no shortage, but a scarcity is probable if any of these conditions have not been figured upon.

Push Lighting Goods.

The long Autumn evenings have arrived and a window display of lamps and fixtures would be timely. There are some improvements in burners for lighting fixtures and some of the new electroliers and brackets are both artistic and reasonable in price. Oil lighting is still a big feature in the country districts and along with the lamps, oil cans and funnels can be pushed, while in some districts five gallon cans of oil can be sold to many customers.

A personal canvass or the mailing of a circular to a selected list at this time might land some very good orders to instal gas or electric fixtures in the houses of customers living in the towns and cities where John D. Rockefeller has competitors in supplying artificial light.

Miscellaneous Articles.

Judging from the number of wooden pails, wash tubs, etc., which are daily leaving the large Canadian wholesale warehouses, the retailers are expecting a big trade in woodenware. And this is very natural, considering that the Summer is a particularly hard season on tubs and pails, which come to pieces very easily, as a result of the hot weather.

Bread and cake mixers will now be sold in good volume. Housewives who have patronized the baker, during the Summer, will begin to turn out the home made article, and the hardwareman should find many converts to the use of these modern but successful mixers. As the weather is now cool enough for making meat pies, there will be a revival in the demand for meat choppers.

Apple parers are now seasonable. The Fall apples are ripening and being marketed, so that makers of apple sauce and apple pies, who believe in economic production, should be easily cajoled into the purchase of these machines.

Watch for Novelties.

New ideas are constantly being adopted by manufacturers, and it is difficult for dealers to keep fully in touch with these novelties through the travelers, some of whom do not visit the general offices more than once a year. But an unfailing source of information on these points may be found in the advertising pages of the trade paper, where jobbers and manufacturers display the latest, best and most seasonable goods. Watch the advertisments and keep up-to-date.

A Word to the Wise.

It might not be out of place to remind the dealer that he will avoid disappointments if he places his specifications early so as to avoid the "close of navigation" rush. Orders are then so numerous that there are many chances for making mistakes in them. Besides, the whole market is on the advance, and there is nothing to be gained by waiting.

The Hunting Season.

From now on, hunters' supplies and equipment will be needed. Bring forward guns and rifles, ammunition and loaded shells, but in selling the goods emphasize the advantage of buying the best goods. There is danger in cheap firearms and there are enough fool-killers loose already without having their number increased by hardwaremen selling cheap goods to young boys. Rather encourage the formation of gun clubs and look for legitimate trade in this line.

Prepare for the Holidays.

It's not too early to plan an advertising campaign for holiday goods. The local newspapers, the show windows, circular letters, etc., should all be used and if the plans are well laid now valuable time will be saved when the Christmas rush is on. And if the stocks of sporting goods, cutlery, silverware, toys and novelties have not yet been thoroughly arranged for the final purchases should be made at once as the early bird is the one which catches the biggest worms. Window cards should not be forgotten and one of the clerks should be commissioned to prepare some attractive card signs for use during the Christmas trade. It might even be advisable to offer the clerks a small prize for the best suggestions for window displays, show cards and advertisements.

Look for Cash Trade.

With good crops everywhere collections should be pushed and every effort made to keep the business on a cash basis in future. Too many dealers lose their margins of profit on bad debts, while others make no charge on overdue accounts. Time lost in making collections should be considered and where there is more than one dealer in a town they should get together and agree to discontinue the giving of credit.

TRADE SITUATION IN SOUTH AFRICA

(By Hugh S. Kingdon, Krugersdorp, Transvaal.)

"I have never seen business so bad during the twenty years I have been in South Africa," remarked a Johannesburg merchant the day before I left the Rand. The gold output greater than ever (over $10,000,000 last month) and yet business has never been so bad. What a remarkable state of affairs! And yet the explanation is simple. The prosperity of the whole of South Africa is virtually dependent upon the Rand mines. If Canada could not get the labor to harvest her wheat crop then every individual in the country would feel the effect. How much more must South Africa feel the pinch when she is unable to get a sufficient supply of labor to develop her only great industry. South Africa's exports for the six months ended December 31, 1905, were as follows:

Exports: South African produce—	Value.	Per Cent. proportion of Total.
Gold	54,600,958	61.4
Diamonds	16,944,035	19.1
Other raw materials, mainly unmanufactured	14,659,787	16.4
Animals, (living)	943,723	1.1
Articles of food and drink	113,374	.1
Manufactured articles (not food and drink)	167,389	.2
Total exports (South African produce)	84,429,266	98.3
Goods not South African produce	1,515,674	1.7
Total exports (British South Africa)	88,944,940	100.0

From this you will observe that 61.4 per cent. of the export trade of the whole of British South Africa consisted of gold, practically all of which is extracted from the 45 miles of reef lying along the Witwatersrand. In order to work these mines an ample supply of cheap, unskilled labor is essential. Eight Kaffirs (or Chinese) mean the employment of a white miner, and the employment of eight Kaffirs and a white miner gives indirect employment to three other white men. The Kaffir does not like work—the mines cannot get laborers enough, the Boer farmers have the same difficulty, and roads, railways and other public works are held up because the Kaffir has not yet learned the dignity of labor. Lord Milner experimented with English navvies on railroad construction. His experiment cost the country £60,000, the navvies were dissatisfied (as well they might be), but Lord Milner at least demonstrated what South Africans have always maintained, that South Africa is not a country for white unskilled labor. President Kruger said that £1 per day was the lowest wage a white man ought to earn in South Africa and the figure holds good today. What is a good wage to a Kaffir whose food is produced in the country and whose requirements are very limited, means proverty to a white man for whom even the necessities of life have to be imported. The financial houses controlling the mining industry sought to have legislation introduced by which all adult able bodied Kaffirs under a fair age limit would have to pay a tax sufficiently heavy to induce them to work six months in every two years and thereby obtain an exemption certificate. To compel any person, even indirectly, to work for three months in the year is slavery—thus spake our friends at home.

Being forced to abandon this idea our eyes were turned to China for assistance. Chinese coolies were recruited to work for three years, at the end of which time they were to be repatriated at the expense of the companies importing them, or they could renew their contracts for a further three years at the expiration of which they must definitely be sent back to China. We did not then, nor do we now want Chinese, but we must have them unless we can get the Kaffir to work. The merchant prefers the Kaffir for whilst he spends all his money in South Africa the Chinaman does not. The mining houses don't want Chinese if they can get Kaffirs because the cost of bringing them over and repatriating them makes them more expensive than Kaffirs, and as the bulk of the food for the Chinese has to be imported it constitutes a drain on the country and the expense of feeding them is greater than the cost of maintaining Kaffirs. And here let me remark that high wages are not any inducement to a Kaffir to work. Double the wages of the Kaffir and instead of working six months he would only work for three, return to the country, lie around and drink Kaffir beer, and generally live the life of a pig. Prior to the war the Kaffir could obtain spirituous liquors on the Rand, but the sale of alcoholic beverages to Kaffirs is now punishable with imprisonment, and the only opportunity the Kaffir has to indulge this propensity for liquor is to stay at his kraal and brew Kaffir beer.

Two Reasons Against Chinese.

To return to the Chinese question—in due time the Chinese commenced to arrive, the gold output increased, and eventually we found four thousand more white miners at work than previous to their arrival, and every day found us picking up lost ground. But alas, our hopes were to be deferred yet again. The effect of employing these Chinese was to raise two distinct parties in Merrie England, both demanding the repatriation of the Chinese, but each advancing a different reason, the one as far apart from the other as the north is from the south pole. The anti-Chinese party said, "You are doing the white man out of a job," and the pro-Chinese party said, "You have disgraced the Union Jack by introducing slavery into a British country." Can you for one minute believe that English merchants and traders have no direct interest in the mines would be in favor of Chinese if white men could be employed. Would it not be to their profit if white men were employed, men who would be

customers for their stores. And yet you find these men practically unanimous as to the impossibility of white men being employed as unskilled laborers.

South Africa Loyal—But.

By what right do the people of England accuse Englishmen of doing the white man out of a job in order to put in a Chinaman. Have not Anglo-Africans demonstrated their right to be regarded as loyal to their country, their traditions and consequently to their countrymen. The whole country cried out against Chinese labor when the proposal was first mooted, but English legislators took up such an uncompromising position on the Kaffir question that after the Native Labor Commission had concluded its labors and reported that without legislation, the nature of which I have already mentioned, could be introduced that the requirements of the mines, farmers and public bodies could not be supplied, then, and then only, did the people of the Transvaal grant a reluctant consent to their importation. The conditions under which they were to be brought in were discussed in public meetings in every village in the country, under heavy penalties for contravention on the part of the employer the Chinese were restricted to the work of bona-fide unskilled laborers, thus safeguarding the interests of the skilled white laborer.

Chinese Work in Hope.

Then we have the pro-Chinese, who raised the slavery cry and pictured themselves as Twentieth Century Harriet Beecher Stowes. Some of these good people employ a large number of factory hands. How I wish I could in one instant take them from viewing their factory hands and plant them amidst a group of Chinese laborers on the Rand. The former, weary and heavy eyed, having no hope for the future, the latter joyous, thinking that at the end of their six years labor they will be able to return to their native country without the necessity of working another day in their lives. The Chinese slavery cry is arrant humbug. The Chinese are well-housed, well fed and according to their standard they are well paid. That these statements are correct has been amply verified by the manner in which Mr. Churchill's poster was received—a poster offering the Chinese a free trip back to China, for which compliment they were no doubt much obliged to the honorable gentleman, but with few exceptions they could not see their way to accept his kind invitation. Although the Chinese have not been sent back, the uncertainty of the labor situation has caused a cessation of all enterprise, mining and commercial; investors are nervous, banking institutions are marking time, and firms who contemplated extending their premises or their business have called a halt.

Illustrative Incident.

Perhaps the following little incident will best describe the situation. The day of the delivery of the address from the crown I was visited by an American who stated, "I have £800 lying in the National Bank here and I want to buy for cash a residential site running into not more than £300. I want you to raise £500 for me on first mortgage, to be expended on a house, as I must keep £500 in hand myself. I am a diamond drill contractor and need that for working capital." To cut a long story short, after inspecting a block of ground over which I had an option, he left me to consult his better half. Later in the day he returned and informed me that he had practically settled to buy, and would come round in the morning as soon as the bank opened and fix the deal up. He also signified his intention of taking up £500 which I had been able to secure as a loan on first mortgage. The following morning my client walks in and remarks, "Well, I guess we'll have to call that deal off." "Why, what is the matter now?" I queried. "Well, you see, it's just like this—I've been reading the King's speech in this morning's paper and it looks as if this new Government is going to send the Chinese back. Well, if they do I guess there won't be any more diamond drilling work for me 'cos they won't have the labor to open up the properties after they have been proved. I'll want to be off back to America, and I can't take that bit of land with me." And unless that man has shifted it since August 10 that money is still lying idle. Having, I hope, made clear the cause of the present depression in South Africa, I will deal briefly with her future as I see it.

Market for Manufactures and Foodstuffs

The solution of South African difficulties lies in the imposition of a native tax as already defined. Surely, if conscription is justifiable, then the suggested measures are more than reasonable if we reflect that it is to the ultimate benefit of the Kaffirs themselves and will in addition find employment for thousands of men, and build up numberless happy homes in South Africa, and indirectly provide work for thousands of others in the countries which establish themselves on the South African market. Now, do you know what a drill Kaffir has to do in the mines? He has to drill a certain number of inches, his ticket is then punched and he has earned a day's pay. Many of them go down the mine at 6 o'clock and at 10.30 have finished for the day.

Responsible Government.

In January the elections for the newly constituted Transvaal Government are to take place. But for the fact that the Liberal Government has specifically reserved to itself the right to veto any legislation on the native or Chinese questions, I should congratulate the Government which has given us responsible Government, but it is more than a practical joke to give us responsible (?) government in response to our request and at the same time to inform us that under responsible government we may not deal with the very matters which induced us to press for self-government. I am of opinion that the voting in the Transvaal will be on purely racial lines, that neither party will have a working majority (there will probably be a difference of two to four members) and that a joint Government will have to be appointed, which to my mind will be the finest solution of the racial problem. On one point all parties are united in South Africa, and that is the native question. Legislation will be introduced in the Transvaal to compel the Kaffir to do what the man has to do, i.e., work for his living and share the country's burdens. The Kaffir enjoys freedom from the fear that a neighboring chief will pounce on him, seize his possessions and terminate his existence. The cost of policing the country and maintaining the Native Affairs Department is enormous and those benefitted must bear the burden. Despite the veto held out as a threat in the constitution, I cannot believe that the Imperial Government will take such steps as will entirely alienate the sympathies of British South Africans. South African affairs have been made subservient to party politics—the ruse has succeeded, but South Africa will no longer tolerate interference with domestic affairs affecting her solvency as a state and as individuals.

A Forecast.

Presuming this legislation to have been duly sanctioned, our native labor force will be equal to any demands made upon it, our white population will be doubled, the capital now lying dormant will flow forth to open up miles of proved, but unworked "banket" reef—the mines in the outside districts will receive the attention they merit and the South African market will become an important factor in the world's trade. The objectionable Chinese will be returned to the land from whence they hail—prosperity will bring about harmonious relations between Boer and Briton, the late war being remembered only as a nightmare that has passed, and unhandicapped by any religious differences, a great nation will spring up, a nation speaking two languages and cherishing the traditions associated with the two mother tongues as being equally their heritage. For many years to come, the whole of South Africa's attention will be directed to the exploitation of her mineral wealth, and will therefore provide an unrivalled market for the disposal of manufactured goods and foodstuffs. South Africa is not an agricultural country in the accepted sense of the word. By the expenditure of many millions on irrigation works she will be able to meet her own requirements in time, and possibly at a later date may be able to export but on this point there is some diversity of opinion. Looking to-day at her list of imports we find that practically everything required to clothe and feed the human race is imported, the following being a summary of her imports for the six months ended December 31, 1905:

Present Trade.

An examination of the countries of origin shows Canada eighth on the list with a trifle over 1 1-2 per cent. of South Africa's total imports, clear evidence that Canada is neglecting this important market.

Statement showing, by countries the value of imports of all merchandise into British South Africa during the six months ended December 31, 1905:

Great Britain	$49,228,431
British Australasia—	
Australia	4,924,594
New Zealand	399,938
British India	1,577,204
Canada	1,225,358
Ceylon	140,467
Mauritius	1,129,106
Other British possessions	158,469
Argentine Republic	2,543,549
Belgium	1,159,761
Brazil	655,447
France	950,507
Germany	5,105,041
Holland	827,201
Italy	254,214
Norway	174,752
Portugal	69,447
Portugese colonies	148,959
Russia	94,184
Sweden	1,311,810
United States	6,804,836
Other European countries, N.O.E.	668,797
Other parts of Africa, N.O.E.	94,364
Other foreign countries	832,245
Total imports	80,478,681

As to representation in South Africa let me conclude by quoting from the correspondent of the London Commercial Intelligence in the Far East, and which also appeared in the May issue of Industrial Canada These remarks are equally applicable to South Africa.

"The first difficulty a manufacturer meets with," he says, "is that of finding a good agent. I am inclined to believe that this difficulty is greater in the east than in any other part of the world. In every district old-established and wealthy firms can be found, most of whom may safely be placed in the category of have beens. Such firms have a greater idea of their own importance than their business ability warrants, * * * * * * * * * * *

"In nine cases out of ten it is unwise to appoint as agents in the east old-established, wealthy firms, with a multitude of interests. They have neither the time nor the energy to give to any one department. They think their dignity suffers if they attempt to hustle for business. Should it be necessary to appoint such a firm as agents, the only way in which to make the agency a success is to make such terms as will entail the employment by the agents of a man from the manufacturers works, should the volume of business warrant it. Failing such an arrangement, it is better to give the agency to some local man whose interests are small, but who has energy and good business ability. In such a case it may be necessary for the manufacturer to assist such a man with an allowance for expenses or stock."

Imports—	Value.	Proportion of Total. Per Cent.
Animals	$ 570,359	.7
Articles of food and drink	20,435,103	25.4
Raw materials	5,883,829	7.4
Manufactured articles	51,524,372	63.9
Parcels post	2,065,018	2.6
Total imports (British South Africa)	80,478,681	100.0

AUSTRALIAN TRADE.

The trade in arms and ammunition in Australia is increasing. Last year the total importations were £751,302. Of this amount, £1,294 is credited to Canada, being the importation of rifle cartridges of one calibre only and one rifle. The imports are mainly from Great Britain. The United States' share in 1905 was almost double as compared with 1904, but is still slightly below the importations from that country in 1902.

The importations of agricultural implements for 1905 amounted to £361,439. For the previous year they were £578,361. The trade varies with the season. There having been some stock carried over from 1904, it lessened the imports of 1905. The importations last year came from: United Kingdom, £58,530; Canada, £43,329; New Zealand, £2,505; Germany, £3,020; United States, £253,519.

Exclusive of nails, pipes, tubes, wire and wire-netting, the importations of metal manufactures last year amounted to £1,024,540. Of this amount the United Kingdom furnished £725,236; Belgium, £18,862; Germany, £86,791; United States, £159,485.

Canada is credited with £915, a very considerable decrease compared with that of previous years. The principal articles exported from Canada were steel ceilings and shingles. In these lines there are now a number of local manufacturers, who have secured the great bulk of an increasing trade.

The importations of paints and colors are increasing, amounting to £293,376 in 1905. The bulk of these imports, amounting to £236,055, came from the United Kingdom, and £42,081 from the United States. The United States last year increased its share of the trade, though in previous years it had made little progress and it yet remains to be seen whether it can hold its own against British manufactures. Canadian factories have made efforts to get into this market, but they had to compete against large concerns who have branches under expert management, frequently carrying stocks or supplying large houses upon the consignment basis. Under such conditions Canadian manufacturers did not feel it would be advisable to push trade.

A NEW ABRASIVE.

The Norton Emery Wheel Co., Worcester, Mass., are placing before the hardware and supply trade a new material called alundum, which is claimed to surpass all other materials of a similar nature as an abrasive. Alundum is the hardest, sharpest and most durable abrasive material known. It is manufactured by a special electrical process in their own plant at Niagara Falls, N.Y. These works, which are devoted exclusively to the manufacture of Alundum, are located at this great source of power because of the large amount of electrical energy required in its production.

The principal raw material used in the production of Alundum is Bauxite, an amorphous hydrate of aluminum. Bauxite was originally found at Baux, France, from which it derives its name, but purer forms are now found at Georgia and Arkansas. The highest quality only is used in the manufacture of alundum. This material is transformed into a pure crystalline abrasive in electric furnaces of special design. The temperature at which alundum is formed is above the limit by which temperatures are measured by any means known to science. The process of manufacturing alundum is patented, being thoroughly protected by United States and foreign patents on the process and apparatus, which are controlled exclusively by the company. Certain special improvements of the process result in great purity, uniformity, and hardness of crystal.

Alundum comes from the furnaces in the form of large ingots, which are broken up and shipped to their main works at Worchester, Mass. It is then crushed and graded, and manufactured into grinding wheels, stones, and other articles, and put up for the general grinding and polishing trade. Extreme hardness and sharpness, and remarkable uniformity are the general characteristics of alundum. Its purity and uniformity are under absolute control. In addition to its use in grinding wheels, alundum is being used on cloth and paper for abrasive purposes, and in the grain for grinding and polishing with remarkable success.

Bulawayo, South Africa, several hundred miles north of Cape Town on the Cape to Cairo Railroad, held an agricultural exhibition on July 5. There were over 1,000 visitors on the first day and at the dinner in the evening when the administrator of the district and the principal farmers of the vicinity were present it was decided to make the show an annual affair.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

CO-OPERATION BETWEEN JOBBERS AND RETAILERS.

One of the features of the recent convention of the Michigan Retail Hardware Association was an address on "The National Hardware Association of the United States—How Can it Best Co-operate With the Retail Trade," by T. James Fernley, secretary of the National Hardware Association. Some of the points made by Mr. Fernley were so pertinent to present conditions with the trade in general that we herewith produce a synopsis of his address. Mr. Fernley said:

At the present time the evil which is most pronounced is that of the competition of the catalogue houses, and side by side with this evil we find that of the parcels post, which proposition involves carrying to every hamlet in the confines of our country merchandise sold by the catalogue houses to these various hamlets at a very nominal cost, but at a tremendous loss to our Government.

Catalogue House Competition.

In combating the first evil the work must be with the manufacturers of the country, while if we would prevent the growth of the second evil we must use our influence with members of Congress. It would seem that we must co-operate as ratailers and wholesalers by using our influence with manufacturers, as they hold the key of the situation. If they give their extreme prices to the catalogue houses then it is not possible for the retailer to sell at as low a price and at the same time retain a living margin of profit. The retailer must endeavor to carry a variety of goods which will satisfy the wants of the consuming trade upon whose business he depends.

In many instances manufacturers state that the catalogue houses sell some of their most profitable goods, goods indeed which the retail merchant does not carry in stock, We fear that possibly there may be some truth in this statement. If so, is it not wise for the retail merchants of the country to take the position that no goods can be made too fine for them to carry in stock?

Surely if the catalogue houses through a very poorly executed illustration can induce a consumer to purchase a high-priced article the retail merchant should have no difficulty in selling the same article when showing it personally to his customer.



THOMAS DEXTER, of H. S. Howland Sons & Co., Toronto.

Elected Vice-President of the Canadian Wholesale Hardware Association at the Convention at Hamilton Last Week.

Some have made the statement that the retail merchants charge too high a price for their goods. I have no sympathy with this statement, as from the inquiries which I have made in various parts of the country I feel certain that as a rule the retail merchants of the country are asking an inadequate margin of profit.

It is generally conceded that the co-operation of the jobbers of the country is essential; this being the case is it not fair to suggest that the retail merchant of the country should to a greater extent support the jobbers from whom he purchases? We know of so many instances where the retailer has been induced to buy from the manufacturer direct, generally purchasing an abnormally large quantity of a given line of goods and frequently paying the manufacturer as high if not a higher price than would have been charged by the jobber.

During the time we have occupied our official position with the National Hardware Association of the United States it has been our pleasure to interview almost every prominent manufacturer of hardware and kindred lines in this country, and these gentlemen state (almost without an exception) that it costs them more to sell the retail merchant direct than it does the jobber. This being the case we feel that we have a perfect right to ask the retail merchant to at least give the jobber the preference when purchasing goods. We do not ask manufacturers to refrain from selling retail merchants, although we would probably be justified in doing so.

Jobbers' Retail Departments.

We realize that most of the large jobbers of the country as well as some of the smaller ones have retail departments and we think that these gentlemen owe it to their customers that their retail prices should be as high as those of any of the retail merchants with whom they attempt to do business. This is a policy which our association has advocated and which we propose to hold constantly before our members.

The hardwareman is compelled to have his store open to meet the mechanic and supply his demands for tools before the hour of labor in the morning. He must be prepared to meet the housewife who finds during the day that she needs some household or cooking utensils. And in the evening he must be prepared to again meet the mechanic, who has ascertained that some of the tools with which he started to work in the morning need renewal. Indeed, the hardwareman above all others must be diligent in his business. We think that he who said, "Seest thou a man diligent in business, he shall stand before kings," must have had in mind the hardware merchant. He it is indeed who should stand up before kings and he has little time for anything else, while those who are engaged in other lines may have time to sit behind kings, queens and jacks.

It will always be the pleasure of the National Hardware Association of the United States to co-operate with the resail merchants of the country, who are their friends and customers and upon whom they must rely for support. I sincerely hope that the time will never come when there shall be any divergence of our paths, but as each organization grows in strength, may we find our paths coming closer and closer together.

SUGGESTIONS FOR SALESMEN

HOW TO WAIT ON A CUSTOMER.

A salesman or clerk never becomes profitable, and is invariably a loss and expense to his employer, until he has learned how to properly wait on a customer. For this reason an article on this subject from the Boot and Shoe Recorder can be read with a great deal of interest. What is said herein is the result of years of experience and observation on the part of the writer.

To properly wait on a customer one must first of all be interested in his merchandise and its owner, be ever ready to greet the approach of a patron and in doing so avoid any form of familiarity even though the person in question be an acquaintance or friend. A mild form of dignity is the keynote to quick confidence in business. This much done, ascertain in as quiet a way as possible the wants of your visitor, without comment or further conversation. Proceed as quietly as possible to get exactly (or as near as you have) what was requested, and at this point is offered the first opportunity for a display of salesmanship.

It is here the clerk can suggest the economy of better priced goods of similar style, or the more perfect suitability of other shapes, size or kind. In offering suggestions of this or other kinds, it is well to add as much strength to same as possible by comparison. If you haven't got the goods desired, do not try to palm off or substitute. Be frank. Admit the fact, and seem to be surprised and disappointed that you should not have just what is requested. Offer some suitable goods instead thereof.

Under no circumstances should the clerk condemn or criticize the merchandise he did not happen to have, or the maker of the same. In offering goods of any kind it is well to point out this, that or the other advantage, and under no condition must one contradict or argue with a customer or prospective buyer. Always bear in mind the adage, "Convince a man against his will, he's of the same opinion still." A sale pleasantly and properly made is the first step toward the clerk's success. This done, the clerk should suggest the possible need of this, that or the other in other departments. Offer any facilities you may have at your disposal, by way of delivery, transfer, etc.

Never promise anything that your house will not afford; very often a clerk's ambition to do this has ended in dispute and dissatisfaction, which costs the employer cash and customers. The clerk also finds the customer who is in this way disappointed harder to deal with and satisfy forever after.

Avoid as much as possible special orders. The clerk who sells $50 worth of stock is more valuable to the merchant than the one who takes $200 worth of special orders, as this is always attended with more or less disappointment, no matter how carefully attended to, and the annual accumulation of left-over specials becomes a burden at stock-taking time.

Avoid guarantees as much as possible, and when necessary frame them in a careful way. Remember, merchandise out of one's store is subject to any abuse its owner may see fit to give it, and a grumbler never makes allowances for this. In hearing a complaint be patient and quiet, and avoid any argument of any kind, even though you know the complainer asks something morally unfair.

Remember, he has come to get something from you. Be as lenient as you can afford, and whatever you do in cases of this kind do it as pleasantly as possible. None are so dissatisfied as a dissatisfied kicker, and remember even mean men have friends and can influence them to pass your door, and because of their meanness are very apt to exert themselves along these lines.

To act any other than pleasant to these customers robs your transaction of its advertising feature. In exchanging goods try always to replace the returns with goods of exactly the same kind, as no matter what value you may give back, if it is not exactly the same the customer stamps the deal as a confidence game, and advises his friends of the unreliable methods of your house.

These are but some of the many things to learn in order to be a successful salesman. Bear these in mind, and act accordingly, and you will benefit yourself, your employer and his business, and mark you, your efforts will not go unnoticed. Your advancement is as sure as some other's failure. It is in this way clerks become merchants. You can in this way earn respect and gold instead of disappointment and failure, which is the positive lot of your running mate who never found out how to wait on a customer.

SHELVING VS. SELLING GOODS.

The Hardware Bulletin says an Ohio hardwareman is highly gratified because he has devised a form of hardware shelving whereby half his space has been economized, having erected double shelving around the whole store, the outer shelving being protected by glass doors. Behind this is another cavity, the door of which consists of the entire outer shelf. When the outer shelving is swung open the recesses of the inner shelving are revealed. They are visible through no other means.

The dealer has economized space. His store is neat, pleasing to the eye, well arranged, attractive to ladies, but the fundamental requisite of the hardware store is not neatness, attractiveness or space economy, but selling goods at a profit, and the former attributes are merely a means to an end.

Things like food choppers, wrenches, floor spring hinges, grass catchers, expansion bolts, squares, potato mashers, carpet whips, steam cookers, automatic awls and screw drivers, etc., should invariably be accessible to customers. These things sell themselves. They are silent salesmen and are robbed of their chief virtue when hidden away on shelving. They are out of reach and out of mind.

The salesman of to-day is not the man who fills the demand. He is the man who creates it. It is not giving a customer what he wants, but selling him that plus a lot of other things he has never heard of before or the usefulness of which he has never appreciated. The cherry-stoner, for instance, is a most desirable contrivance. It is appreciated, in a way, by a majority of housewives, but is rarely seen in most sections of the country. This specialty should never be hidden in hardware shelving. It should be out on the counter and the more customers that monkey with it the better. It might be well to have a bushel of cherries on hand for experimental purposes. They won't cost much and the customers can stone and eat. A small country girl may be induced to give practical exemplification on carnival or other meeting days. Anything that will bring these self-selling specialties to the attention of your customers will prove profitable. They sell themselves, if given a good opportunity.

An army veteran in Indiana bought a stove from a Chicago mail order house last October, paying cash in advance and asking immediate delivery. The stove did not arrive until Christmas, and, according to Fike, was not as represented, many parts being missing and the stove being different in size than ordered. Fike at once re-crated the stove and demanded his money back. Six months' of continued correspondence, during which the postal authorities were called into action, finally resulted in the return of the original amount sent in advance as payment for the stove.

HARDWARE TRADE GOSSIP

Quebec.

L. A. Nobert, hardware dealer, of Louiseville, visited Montreal this week.

O'Shea, Bisson & Co., of Montreal, have registered as importers of glass, etc.

Wayland, Williams & Dadson, of Montreal, Que., machinery dealers, have assigned.

L. Withy, of Gaspe, was one of the hardware buyers noticed in Montreal this week.

F. A. Johnston, of J. C. McLaren Belting Co., Montreal, has returned from a business trip in the Maritime Provinces.

L. R. Souliere & Co., St. Henry, Montreal, have registered as hardware merchants.

W. B. McLean & Company, of Montreal, Que., have registered as machinery merchants.

T. R. Moulden, of Taylor-Forbes Company, Guelph, was in Montreal for part of this week.

H. B. Brainerd, of the Dominion Cartridge Co., Montreal, is taking a three weeks trip to the coast.

J. A. Coulombe, Berthierville, Que., hardware merchant, is offering to compromise with his creditors.

Lieut.-Col. Gartshore, of the McClary Manufacturing Co., London, Ont., paid a business visit to Montreal on Thursday.

J. A. Paquin, general merchant, of St. Eustache, was one of the outside buyers to visit Montreal during the past few days.

Mr. Sheppard, representing Iver Johnson's Arms & Cycle Works, visited the Montreal hardware wholesalers this week.

D. G. Hamilton, manager of the Montreal branch, Simonds Canada Saw Co., was in Ottawa for a few days this week.

Arthur J. Owen, Canadian manager of Franklin Saunders & Co., tin plate manufacturers, was in Hamilton and Toronto last week.

B. Saunders, of the traveling staff of Lewis Bros., with headquarters at Brockville, visited the firm's Montreal office this week.

Jos. E. Lemieux, of N. Lemieux & Fils, wholesale hardware merchants, of Quebec, has left for an extended trip to the United States.

C. O. Gervais, of C. O. Gervais & Frere, general merchants, St. Johns, was a visitor at the Montreal hardware jobbers' this week.

H. G. Vogel, of H. G. Vogel & Co., manufacturers of automatic sprinklers, etc., New York, visited the firm's Montreal branch on Thursday.

The gold medal for excellence of exhibit at the Halifax Dominion Exhibition was awarded to the Montreal Rolling Mills, over all comers.

Mr. Bissonette, of Bissonette & Freres, general merchants, St. Sebastien, was in Montreal this week placing orders for hardware lines.

J. Ernest Millen, of John Millen & Son, hardware specialties, Montreal, was among those registered at the Canadian office in Paris last week.

A. S. Daly, formerly with Rice Lewis & Son, Toronto, has accepted a position with Amiot, Lecours & Lariviere, Montreal, and will call on the building trade.

Chas. F. Comer, hardware merchant, Calgary, visited the Montreal office of Hardware and Metal last week. Mr. Comer is a westerner of the most enthusiastic type, and he is making converts to the "western fever" wherever he goes. He was accompanied to Montreal by his father, G. W. Comer, of the Customs Department, Kingston.

Ontario.

B. Bell, of St. George, was in Toronto during the week.

M. McClure, of Fort Sydney, was a visitor in Toronto during the week.

Adam Clark, plumber, of Hamilton, was a visitor in Toronto on Wednesday.

Mr. Peaker, of Peaker & Sons, Brampton, was a visitor in Toronto on Wednesday.

W. A. Wood, of Wood, Vallance & Co., Hamilton, was a visitor in Toronto last Wednesday.

W. B. Jackson, hardware merchant, St. Thomas, spent a few days in Chicago last week.

Mr. Hymmen, Jr., of Peter Hymmen & Co., Berlin, was a visitor in Toronto during the week.

Louis Payette, general manager of Warden King & Son, Montreal, spent Tuesday in Toronto.

The Brooks-Sanford Co., Toronto, are opening a branch of their builders' supplies business at Hamilton.

Geo. W. Charles, representing the Hobbs Hardware Co., of London, was in Toronto during the week.

The Standard Bolt & Screw Company, of Toronto, have assigned, and a winding-up order has been called for.

Logan M. Waterous, of the Waterous Engine Works, Brantford, was married last week to Miss Hewit of that city.

Frank A. Kerr, of Kerr & Coombes Foundry Co., Hamilton, was married last week to Miss Lucas, of Hamilton.

James Hardy, Toronto, secretary of the Wholesale Hardware Association, is back at his office after his recent illness.

O. M. Hodson, Toronto representative of the H. R. Ives Co., Montreal, visited his old home in Bolton during the week.

Wm. N. Tallman, of Nelson Tallman & Sons, brass foundry, Hamilton, was married last week to Miss Wardell, of Smithville.

J. Sophus, of Montreal, manager Canadian branch of Schuchardt & Schutte, called at the Toronto office of Hardware and Metal on Wednesday.

Kenneth Stairs, of Stairs, Son & Morrow, Halifax, was a visitor in Toronto during the week, along with Gilbert S. Stairs, the senior Rhodes scholar from Nova Scotia.

The Jones Register Co., manufacturers of the Jones side wall warm air registers, have moved their factory from 669 Queen street west to 752 King street west, Toronto.

Hallett & Noden are opening a new hardware store at Toronto Junction. Both were formerly with the Rogers Hardware Company and Hope & Noden, recently succeeded by R. J. Bruce.

The Warren Sporting Goods Company, of 10 King street east, Toronto, are opening a new branch at 101 King street west, and intend carrying a full stock of shelf hardware and general sporting goods.

John Glover, hardware merchant, Aylmer, Ont., was married last week, considerable romance being connected with the event, Mrs. Glover having nursed her future husband back to health during his attack of typhoid fever a year ago.

Western Canada.

H. S. Price, hardware merchant, of Boissevain, Man., was in Winnipeg last week.

A. E. Hughes, hardware merchant, of McAuley, Alta., has sold his business to D. G. Smith.

L. A. Neads, hardware merchant, of Wawanesa, Man., has been succeeded by J. J. Storey.

O. Edwards, of Sedley, Sask., is building another warehouse in connection with his hardware store.

Butchart, Adkin & Haslen, of Rapid City, Man., have sold their hardware business to Butchart Bros. & Co.

Geo. D. Wood, of Geo. D. Wood & Co., Winnipeg, has been confined to his house through illness for the last fortnight.

The Marshall-Wells Co. and the Miller-Morse Hardware Co. have secured the contract to furnish the city of Winnipeg with galvanized iron.

Wm. C. Perry, assistant buyer for Geo. D. Wood & Co., Winnipeg, is enjoying a holiday this week in the neighborhood of Dauphin, Man.

J. N. Dougall, senior partner of McCaskill. Dougall & Co., Montreal, returned to the eastern metropolis last week after a fortnight's business visit to Winnipeg.

Jos. J. Wright, formerly with the Belknap Hardware & Manufacturing Co., Louisville, Ky., and more recently with the Miller-Morse Hardware Co., Winnipeg, joined the staff of Revillon Bros., Edmonton, on the first of the month and is taking charge of their hardware sales. Mr. Wright goes to the big Edmonton firm exceedingly well recommended, having for years acted as territorial manager for the Belknap Hardware & Manufacturing Co. Revillon Bros. are to be congratulated on having secured the services of one so well fitted for the position.

United States.

A meeting of the board of directors of the Republic Iron & Steel Co. will be held in New York soon, at which J. B. Duke and H. S. Black will be elected to the directorate. The latter is president of the United States Realty & Construction Co., and a Canadian. His family reside at Cobourg. A picture and sketch of him appeared in these columns some time ago. The Republic Company's earnings for the past year are estimated at $5,000,000.

HARDWARE AND METAL

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THE RETAILER'S BANKER.

From practically every standpoint the interests of the jobber and retailer are mutual and each must depend to a certain extent upon the other. Price cutting and kindred evils which injure the retail trade and prevent a fair margin of profit from being secured hurt the jobber almost as much as the retail dealer. Consequently any movement upon the part of retailers to organize to better their position should meet with the approval of the wholesalers, whose capital is invested in stocks to be sold or already advanced to retail customers.

Few retail merchants are in a position to buy their goods for cash, when they are obliged to extend credit to their customers for varying terms from 30 days to one year—and rarely sure of payment of one hundred cents on every dollar of credit outstanding. The comparatively small number doing business on a cash basis might be able to pay spot cash, but the average dealer needs a banker and a bank credit, and he has them both in his jobber.

And how many manufacturers can afford to employ a force of salesmen sufficient to sell a bill of goods to every small buyer in the limited quantities his capital compels him to buy—a half dozen of this line and a twelfth of a dozen of another ?

Jobbers to-day must have ample capital before they can meet the demands made upon them. Great warehouses representing investments of hundreds of thousands of dollars, erected on valuable ground in the wholesale centre of the great cities, bear witness to the importance of the jobber.

The modern jobber knows about how many bales of wire, how many ranges, or how many dozens of shovels will be sold during the season, and he places the order for his season's supply with the different manufacturers. He exercises wisdom, visits the marts frequently, keeps posted on every phase of the situation, is on the watch for bargains, and keeps his large capital employed or husbanded as he reads the signs of the times.

An instance of how the retailers' association could be of assistance to the jobber came to light during the past week. An Ontario wholesaler found cutting going on in a line he sold to retail customers. He notified the manufacturer that the price of his line was not being maintained but as the price cutter was a large retailer who bought direct from manufacturers the manufacturer declined to interfere and the price cutting continued. If the jobber had been assured of the support of an organized retail trade the manufacturer would probably have acted in an entirely different manner.

The relations of banker and depositor should be maintained between jobber and retailer and each should conserve the interests of the other and help to strengthen their trade associations.

MORE ABOUT RETURNED DRAFTS.

In a recent issue the subject of returned drafts was discussed in some of its most common phases and the consideration of the retailer asked in facilitating transactions and saving extra charges. "Goods not yet checked over," "drawee out of town," or merely the word "refused," were quoted as endorsations with which a wholesaler or jobber's paper is frequently returned, resulting in inconvenience in bookkeeping and the loss of the bank's service fee and interest.

In a great many instances there is undoubtedly room for complaint against the retailer, but he, in turn, is not without a grievance. Sometimes he is presented with a draft several days before the goods arrive and he could not reasonably be expected to accept it. The wholesaler or jobber should time his drafts so that sufficient margin may be allowed for checking shipments.

Small shortages or overdrafts may be overlooked as adequate cause for refusal to execute an acceptance. A jobber or wholesaler of any standing would certainly hasten to adjust an error of this kind. However, we know of one case where the mistake amounted to over $50. Good business form, not a fear that he would lose the difference, renders a merchant loth to accept under such circumstances. He follows the principle that it is a good deal easier to keep an account straight than to make it straight once it gets out of plumb.

COMING TO THE FRONT.

Canada is rapidly coming to the fore among the nations of the world. The day has passed when those upon the other side of the water on hearing of Canada conjure up in their minds pictures of a savage country, populated by people who are scarcely civilized. Rather does the name bring before them a country which gives promise of developing into one of the greatest of nations. The mention of the name to a business man arrests his attention. Never before has this country been given as much attention. As a convincing proof of the interest taken in the Dominion by business men of other countries, it is but necessary to look up the trade inquiries from abroad received by the Department of Trade and Commerce at Ottawa. That department is in receipt of an average of one thousand inquiries a month from business men in Great Britain and elsewhere. When this is considered — over thirty inquiries a day—and compared with the number of inquiries received a few years ago, some eight or ten a week, the growing interest displayed in Canada is at once manifest. Up to the end of August this year there have been received over eight thousand inquiries, as compared with three thousand during the same period last year. And it must be remembered that these inquiries receive the best attention of the Government, which encourages them. Quite frequently the inquiries are for agents wanted, and result in the appointment of a Canadian representative. Again, some foreign firm wishes to hear from houses in Canada desirous of placing their goods on certain foreign markets as yet uncovered by them. These are only instances known to every merchant, but the volume of such inquiries cannot but show that the Dominion of Canada is rapidly acquiring an enviable place among the commercial countries of the universe. Her wonderful growth, particularly in the west, is attracting the attention of the world. Her commercial development this past few years has been astonishing, compelling outsiders to sit up and take notice. Business men are beginning to see in Canada a country possessing apparently unlimited possibilities in a commercial way, and are anxious to get in on the ground floor, as it were, to share in the general prosperity.

TYPICAL OCTOBER WINDOW.

On being asked by a Hardware and Metal representative how he would advise the dressing of a typical October window, one of the most successful window dressers in Montreal replied: "This is now the hunting season, and a window exhibiting sporting supplies of this nature will be found the most profitable. A good scheme would be to spread the floor of the window with an imitation of green grass, placing a tent in the corner. At the door of the tent a dummy dressed in hunting coat and full hunting equipment should be rigged up, and a realistic camp fire could be made by utilizing stones and pieces of iron to imitate a grate. A few half-burnt chips of wood and ashes should be placed on this grate, and at night, by using a red light under the chips, a still more real effect can be produced. A few guns, cartridge belts, etc., can be carelessly leaned against the tent."

It might be mentioned that one of Montreal's best known firms, H. Silvestre & Fils, have somewhat bettered the window described above, by an arrangement perfected by Mr. Silvestre, who is a mechanical genius. In addition to a scene somewhat similar to that described above, Mr. Silvestre has introduced a dear which moves around on a run-way. A hunter stands in the distance, and every time the deer reaches a certain spot the hunter raises his gun and points it at the animal.

Mr. Silvestre is famous for his windows introducing mechanical inventions, but this one is probably his best yet.

THE METAL SITUATION.

Higher prices still have resulted during the past few days from the ever-increasing scarcity of commercial metals. Weakness of ever so slight a nature is nowhere visible, and the prevailing impression is that the end of the present boom is by no means in sight. Even in the metals whose prices have soared the highest, there is a strong feeling that further advances are an immediate probability.

For some time past we have noted an exceedingly strong condition in the copper market. Producers have been regularly boosting their prices to importers and jobbers, so that higher prices for consumers became inevitable. Things have come to a head during the past week, and it will be noticed that our price list shows an advance of half a cent for ingots and one cent for sheets.

Tin has finally responded to persistent bullish efforts on the Exchange, as a sudden jump of two cents in our quotations will show. At time of writing word has just reached us of an advance of £1 on the English market, which, coming as it does on the top of a similar advance the previous day, inclines us to the belief that next week's jobbers' figures will again be higher.

A cabled report just received by one of the leading Canadian metal merchants, says: "Antimony scarce and advancing." The same may also be said of zinc spelter and pig lead, both of which, though unchanged in the list price, show a much higher tone than last week. All ingot metals may safely be described as strong and advancing.

Pig iron is in about the same situation as before. During the week considerable quantities of Clarence and Cleveland have been received at the port of Montreal, but only to be immediately distributed among the various consuming interests. These latter are continually clamoring for deliveries, and the situation may be judged from the fact that those who were formerly content with a carload every fortnight, or every ten days, are now pressing for weekly deliveries. This condition is general. All users of iron are in the same boat, consumers evidently being in bad shape for their raw material, with the consequence that the supply has run short.

Tin plates are steadily going up at the producing centres. At present figures jobbers would be making practically no margin by selling at our quotations, and it seems a surety that when new stock begins to come in they will have to ask higher prices. Gorbal's "Best Best" galvanized sheets are up 15 cents, while other grades are expected to follow very soon. Sheet zinc is higher, as are also galvanized Canada plates. Prices on brass have been withdrawn, and, in brief, it would be hard to mention one metal in the list which is not stronger than was the case last week.

"HASN'T GOT IT ALL."

Ailsa Craig, Oct. 2, 1906.

Hardware and Metal,
Toronto, Ont.

Gentlemen,—I have your valued favor of the 28th ult. enclosing cheque for $5 awarded me in the recent contest re hot water heating, and I have to thank you for the prompt and efficient manner of forwarding the above.

After reading over the several good answers to this question I find that "I haven't got it all" — not by any means, and it requires continual study and practical work to keep up with the times in the different modes of heating. I learned several things by the answers to your question as given in your paper and no doubt a great number of your readers will be equally benefitted and thereby make your paper more valuable by offering from time to time prizes to be contested for on technical and practical questions.

Upon your suggestion we might write up a short article on hot water heating for stores some time in the Winter months when I have more time at my disposal.

Thanking you again and wishing your paper every success, I remain,

Yours very respectfully,
J. E. WESTCOTT.

A SPECIES OF BLACKMAIL.

A few days ago the manager of a large manufacturing concern in a certain Canadian city was visited by a man who introduced himself as a merchant who occasionally bought goods from his firm. He stated that in his town the particular denomination to which he belonged was building a new church and he was soliciting subscriptions from the business men from whom he bought goods.

The manager in question was, on principle, opposed to contributions under such conditions. He considers them a species of blackmail. When he told the visiting merchant this, in as polite a way as possible, the latter took a note book and wrote some words therein, remarking as he did so, "I suppose you know what I am writing?" On answering that he did not, the merchant remarked: "Well, I am just marking down here the name of your firm so that when we are buying goods in your line again it will be a reminder for us to go somewhere else."

While there are a great many merchants, in fact the great majority of them, who will not lend themselves to any such species of blackmail, it is evident that there is still one here and there who is not above the practice.

Whether practiced by consumer or retailers, or by the latter on manufacturers or wholesalers, this species of blackmail should be discouraged on every occasion. And if retailers desire to be relieved of the evil they in their turn should not practice it upon those from whom they buy goods.

According to a recent U. S. consular report there is a good opportunity to sell silverware in Mexico in competition with German and French goods, the Mexican tariff not discriminating against any particular country.

* * *

The National Wholesale Hardware and American Hardware Manufacturers' Associations are to meet at Atlantic City on October 17, 18 and 19.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Bolts—New discounts issued.
Copper—Prices up ½ cent for ingots and 1 cent for sheets.
Ingot Tin—Now quoted 46c. to 46½c.
Galvanized Iron—An advance in some grades.
Sheet Zinc—Prices up 25 cents per cwt.
Solder—Advanced 1 cent.
Turpentine—Advanced to 90 cents in single barrels.

TORONTO.

Plumbers' Oakum—Quoted at 4¾ cents.
Screws—An advance is talked of.
Poultry Netting—Prices have been readjusted.
Brass and Copper Wire—New discounts 47½ per cent.
Turpentine—Southern markets have advanced sharply.
Bolts—New lists have been issued.
Copper—Both ingots and sheets are higher.
Ingot Tin—Quotations are 2c. per pound higher.
Galvanized Iron—Some dealers have advanced prices.
Sheet Zinc—Quotations have been advanced.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 5, 1906.

Hardware jobbers this week have been very busy, and a fine trade is being done in all seasonable lines. On the shipping floors of the various warehouses may be seen large shipments containing such articles as meat choppers, curry combs, traps, hinges and coil chain.

The sale for meat choppers just now is especially good, and the season for purchasing curry combs is also right at hand. While traps sell better somewhat late in the season, the demand is already commencing, and many dealers are stocking up in anticipation of a good business in this line.

It is a peculiar fact that almost every order leaving the local warehouses contained a generous supply of hinges. Undoubtedly the impression that higher prices are at hand is widespread.

Coil chain is becoming very seasonable, and as it is also scarce buyers are placing orders early so as to cover themselves. Prices in this line are very firm.

The only price change of any importance this week is in bolts, on which the producing mills have issued new discounts. These show an advance over former prices of approximately 5 per cent.

AXES—This is a good October line and jobbers are now shipping freely. We still quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — Business conditions remain very satisfactory, and we are still quoting: N. 3. $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—The predicted advance has not yet materialized We quote: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES AND STALL FIXTURES —These goods are still being ordered in good quantities by the retail hardwaremen. We quote discounts as follows: Cow ties, discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS—Although still a little early, considerable activity is being manifested. Our quotations are as follows: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—The market is firm and steady Our prices are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—In spite of reports that this season's hay crop was a short one, a very large volume of business is being done just now. We quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS— Discounts as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.; Felisterhead, brass, 25 per cent.

BOLTS AND NUTS—The scarcity continues as keenly as ever, and manufacturers are away behind in their orders. Some sizes have advanced about 6 per cent. as a result of the new discount sheets recently issued. We quote: Carriage bolts, ⅝ and under, 60 and 10; 7-16 and larger, 55 per cent.; fancy carriage bolts, 50 per cent.; sleigh shoe bolts, ⅝ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅝ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—We quote discounts: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—our announcement last week that a leading manufacturer had advanced prices has been followed this week by a general stiffening. We quote: $2.05 f.o.b. Montreal.

CUT NAILS—Business remains on about the same plane as at our last report, and we continue to quote: $2.20 base, f.o.b. Montreal.

HORSESHOES—Trade is very active. Our prices remain as follows: P.B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—As the close of navigation approaches the paper manufacturers are experiencing a more active demand. Prices are the same as last week.

CEMENT AND FIREBRICK — No change in conditions can be mentioned. We are still quoting as follows: "Lehigh" Portland in wood $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN — This line is very scarce, the manufacturers being away behind in filling specifications. We give prices: 5-16 in., $4.30; 3-8 inch., $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT — Our prices remain: Shot packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Discount, 5 per cent. Bags less than 25-lbs., 1-2c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION—This is the big season for retailers, and jobbers as well are still shipping large quantities. We still quote the following prices: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Oct. 5, 1906.

The hardware trade this week has been lively, and jobbers have done a good seasonable trade. The cold weather has brightened up business a good deal, creating a demand for lines which will be used during the Winter season.

Few price changes have occurred, but a readjustment has taken place on poul-

try netting, which has been advanced from 50-10-5 per cent. to 50-10 per cent. A new list on bolts has also been issued showing an advance of about 10 per cent. on the larger sizes. There are rumors, too, of a probable advance on wood screws.

Axes, handles, and cross cut saws are in better demand and from now on lumbermen's and mill supplies will be included in orders from the retailers. Other lines which are finding an increasing demand are halters and cow chains, while sleigh bells, horse blankets and other Winter lines are being shipped out with some orders. The most active trade at present, however, is in sporting goods, all classes of shooting materials being in lively demand. Cutlery is also starting to move and some dealers are already giving some thought to holiday goods.

The approach of the close of navigation will encourage larger orders for shipment during October.

AXES AND HANDLES—Sales are increasing and dealers are preparing for a good lumber season.

CUTLERY AND SILVERWARE — These lines are in steady demand and will have a very large sale during the present month.

SPORTING GOODS — All shooting goods are selling in large quantities and a record season seems probable.

CHAIN—We continue to quote : 1 inch, $6.60 ; 5-6 inch, $4.55 ; 3-8 inch, $3.95 ; 7-16 inch, $3.80 ; 1-2 inch, $3.65 ; 9-16 inch, $3.55 ; 5-8 inch, $3.45 ; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—Prices have been readjusted and on 2-inch mesh are a trifle higher. 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

GALVANIZED WIRE — We quote : $2.17½ f.o.b. Cleveland.

BARB WIRE—We quote the following prices : On gauge 9, $2.40 ; gauge 12, $2.55 ; gauge 13, $2.65 ; f.o.b. Toronto.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31 ; gauge 11, $2.37 ; gauge 12, $2.45 per 100 lbs.

WIRE NAILS — We quote nominally $2.05 base, but the market is open at $1.95. The advance in the east has not been followed in Toronto as yet.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows : P.B. base, $3.65 ; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80 ; No. 1 and smaller, $4.05 ; snow, No. 2 and larger, $4.05 ; No. 1 and smaller, $4.30 ; light steel shoes, No. 2 and larger, $4.15 ; No. 1 and smaller, $4.40 ; featherweight, all sizes, 0 to 4, $5.75 ; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra ; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—Demand is picking up although it is early for large orders.

RIVETS AND BURRS—Tinned rivets are now quoted net extra 4c. per lb.

SCREWS—We quote : On gimlet point 70 and 5 per cent. off ; on cone point, 70 and 10 per cent. off list.

BOLTS AND NUTS—On larger sizes prices have been advanced. There is a marked shortage in all lines.

CEMENT—We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick, 27c. to 30c. ; American low-grade, 23c. to 25c. ; high-grade, 27½c. to 35c.

HIDES AND WOOL—The only variation is a reduction of a cent for washed wool.

Hides, inspected, steers, No. 1	....	0 12½
" " No. 2	....	0 11½
" " cows, No. 1	....	0 12½
" " " No. 2	....	0 11½
Country hides, flat, per lb., cured	....	0 11
Calf skins, No. 1, city	....	0 13
" " No. 1, country	....	0 12
Lamb skins and pelts	....	0 75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb.	....	0 25
" " extra "	....	0 27
Wool, unwashed fleece	....	0 16
" washed fleece	....	0 26

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 5, 1906.

We predicted in our last report that jobbers' prices on copper were almost sure to go up very shortly. This has already come to pass, as will be seen by our price list. Ingot casting copper is now up one-half cent per pound, while copper sheets have advanced a full cent for base sizes.

Another line on which a higher price was foreseen is ingot tin, which has justified our contention by going up two cents a pound. This has caused revisions in the quotations of several articles in which tin is an important constituent, notably solder.

Pig lead has not changed in price this week, but the tone of the market is decidedly higher. It would seem the five-cent lead is not far away now, especially as the English market advanced this week to a price which broke all previous records.

Galvanized sheets are still firmer, and the price of Gorbal's has been raised. It is expected that the advance will soon become general. Sheet zinc has gone up 25 cents a hundred above the prices quoted in our last issue, and galvanized Canada plates are also higher. In a word, the strength which the metal market has shown for some months past is not only still manifest, but more evident than ever.

It might be mentioned that one of the leading Montreal supply houses has withdrawn all prices on brass and iron. New prices will be given on application.

COPPER—Advances are noted on the Canadian market this week, to keep pace with conditions at the producing centres. We now quote : Ingot copper, 21½c. to 22c. ; sheet copper, base sizes, 26c.

INGOT TIN—A big jump has transpired this week, and the local jobbers are now quoting : **46c. to 46½c.** per lb.

ZINC SPELTER—The high tone of the market continues. We still quote : $7 to $7.25 per hundred pounds.

ANTIMONY—We are still quoting 27½c. to 28c. per pound.

PIG LEAD—In London the price is now higher than ever before. We still quote : $4.90 to $5 per cwt.

PIG IRON—It is becoming more and more difficult to obtain deliveries, and some manufacturers cannot keep up to orders on this account. We quote prices: Londonderry, $22.50 ; Carron No. 1, $23 ; Carron, special, $22 ; Summerlee, No. 2, selected, $22.75 ; Summerlee No. 3, soft, $21.75.

BOILER TUBES — We still quote British and American tubes, 1¼ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Prices are : Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL—We are still quoting : Sleigh shoe, 92.17½ ; tire, $2.27½; spring, $2.75; toecalk, $2.82½ ; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are : 3-16 inch to 1-4 inch, $6.80 ; 5-16 inch to 11-32 inch, $5.78 ; 3-8 inch to 17-32 inch, $4.76 ; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75 ; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—Conditions remain as firm as ever. An advance is shown in Gorbal's. We quote as follows: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50 ; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.40 to $4.65. In less than case lots 25c. extra.

BLACK SHEETS—We are quoting: 28 gauge, $2.40; 26 gauge, $2.35; 22-24 gauge, $2.30; 19-20 gauge, $2.30; 8-10 gauge, $2.45.

CANADA PLATES—Galvanized plates are still scarce, and high in price. We quote: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.25; 60's, $4.50.

TIN PLATES—Our prices remain as follows: Cokes, base size, IC 14x20, $4; charcoal, base size, IC, 14x20, $1.25.

TERNE PLATES—Our prices are: $6.85.

SHEET ZINC—An advance has occurred this week, and we are now quoting: $8 in casks, $8.25 in less than casks.

SHEET LEAD—We give prices: 2½ lbs. 6c. by the roll; 3 lbs., and heavier, 5¾c. by the roll; small quantities, 25c. per hundred pounds extra.

BAR IRON—Our price remains $2.05 base, f.o.b. Montreal.

OLD MATERIAL — Dealers' prices are as follows: Light copper, 14¾c.; heavy red brass, 14¼c.; yellow brass, 11½c.; light brass, 8½c.; lead, 3¼c.; zinc, 4c.; machinery cast scrap, $15.50; wrought scrap, $14 to $15; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 7¾c. to 8c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Oct. 5 1906.

Ingot tin and copper have been the features of the metal market this week, and as predicted by us in our last issue, higher prices are demanded for both these metals. In Great Britain there has been a steady advance on tin quotations, although a slight reaction occurred on Monday. We have advanced our quotations 2c. per pound, and present indications are that we will have to move them still higher.

Both ingot and sheet copper have been advanced, the former to $20.75 and the latter to $27 per 100 lbs. The copper interests in the States appear to be doing what they can to keep the market settled and prevent speculation, and as they are selling only in small quantities to consumers it is difficult to secure supplies. Prices are consequently very firm at the advanced quotations.

Lead is stationary in price but the market is active and there is no shading of prices evident.

The demand for pig iron, and, in fact, for most iron products, is much greater than the supply, and in response to inquiries jobbers say that conditions are growing worse and deliveries being put off for longer periods than ever. Stocks of bar iron are still very low, although some relief is being experienced by the withdrawal from the market of the agricultural implement manufacturers, and the mills are catching up a little with their orders. Delivery is still six or eight weeks behind orders. However, as the demand is brisk stocks are certain to be low for some time. Higher prices are being asked for larger sizes of bolts, and there is also some talk of an advance in screws.

Galvanized iron has been advanced slightly by some dealers, and the market is almost bare of some lines.

Sheet zinc prices have been advanced and the demand for both sheets and spelter is active.

PIG IRON—Both outside markets and local markets are very firm and all supplies here are rapidly being taken up. Our prices are: Randor at furnace, $33; Hamilton at furnaces, No. 1, $21.50; Londonderry, f.o.b. Toronto, No. 1, $23; Middleborough, $22.50 to $23.

BAR IRON — A brisk demand exists with stocks in slightly better shape. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Dealers are asking from 44 to 45c. in response to the stiffening in foreign markets.

TIN PLATES—We quote: Cokes, base size, 14 x 20, $4; charcoal, base size, 14 x 20, $4.50.

GALVANIZED SHEETS — An advance of 10c. per 100 has been made on galvanized iron by some dealers. Stocks are almost bare. Canada plates and black sheets are also firm.

BRASS—Brass rod and tubing have been advanced two cents per pound. We quote: 23c. to 24c. per lb.

COPPER—Copper is stiffening and sharp advances are made this week. We now quote: Ingot copper, $20.75 per 100 lbs., and sheet copper, $27 per 100 lbs.

LEAD—The ruling quotations are now $4.95 to $5 for imported pig and $5 to $5.50 for bar lead.

ZINC SPELTER—The market is active and prices unchanged. We quote: 7¼c. per lb. for foreign and 6c. per lb. for domestic. Sheet zinc has been advanced 25 per cent.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.60; tank plates, 3-16 inch, $2.50; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—Supplies are scarce and 27 to 28c. is being asked.

OLD MATERIAL — Prices are as follows: Heavy copper and wire, 15¼c. to 15¾c. per lb.; light copper, 13½c. to 14c. per lb.; heavy red brass, 13c. per lb.; heavy yellow brass, 11c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.40 per 100 lbs.; heavy lead, $3.60 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $11; No. 2 wrought, $3 to $5; machinery cast scrap, $15; stove plate, $10; malleable and steel, $5; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1.; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, Oct. 3, 19 6.

PIG IRON — Cleveland warrants are quoted at 54s. 6d, and Glasgow standard warrants at 54s., making prices as compared with last week unchanged for Cleveland warrants and 9d lower for standard warrants.

TIN—Spot tin opened firm at £194, futures at £192 12s. 6d, and after sales of 250 tons of spot and 400 tons of futures closed firm at £194 5s. for spot, £193 10s. for futures, making price compared with last week £8 5s. higher on spot and £8 12s. 6d higher on futures.

COPPER—Spot copper opened easy at £92 5s., futures £92, and after sales of 100 tons of spot and 300 tons of futures, closed firm at £92 15s. for spot, and £92 10s. for futures, making price as compared with last week £2 10s. higher on spot and £2 5s. higher on futures.

LEAD—The market closed at £18 15s., making price as compared with last week 5s. higher.

SPELTER—The market closed at £27 7s. 6d, making price as compared with last week 5s. lower.

U. S. IRON AND METAL TRADES.

From the Iron Age, Oct. 4, 1906.

The pig iron market has made further progress upward, with no indications that the advance has reached its limit. Heavy buying of basic iron in the east is the feature, and fully 60,000 tons has been taken at $1 to $1.50 above the final prices in the July movement in basic, when the total reached 250,000 tons. From 30,000 to 40,000 tons of the recent purchases was for the first quarter of 1907, largely for delivery at Pencoyd, Pa. Further business for eastern basic steel works is pending.

In foundry iron the situation shows increasing feverishness. The demand for early shipments continues on a scale indicating that many melters are failing to get sufficient iron from usual sources to meet their requirements. Prices paid in such cases are coming steadily nearer to the basis of 1902. Eastern iron is going to central western points and vice versa, and the high freights paid on these cross shipments are proof of an urgency that has not existed hitherto. Forge iron as well as foundry has advanced sharply on such sales. Only moderate buying is reported for next year.

More is heard of negotiations for imports, both of Scotch and Middlesboro irons, and further shipments of British low phosphorus iron are on the way. It is questionable if foreign shipments can be made promptly enough to be of great avail, and opinion is divided as to the later need of importations.

The United States Steel Corporation had 96¾ per cent. of its blast furnaces in operation on October 1, the four idle furnaces being of less than the average capacity. October is counted on to make

a new record in the corporation's pig iron production. Significant of the judgment of the leading interest as to the duration of prosperity is the announcement that work will be started soon on three or four new blast furnaces in the Pittsburg district, probably at the Duquesne and Donora plants. Thirty 50-ton open hearth furnaces will be built, chiefly in the Pittsburg district and probably in part in the Cleveland district.

The situation in finished material is best shown in an average of 68,000 tons a day booked by the Steel Corporation in September, while shipments averaged 32,000 tons a day. The record of new business is without a parallel and all lines contributed. The exports of the corporation in plates, structural material and wire products have kept up well. September export orders in wire were particularly large.

Among rail orders the largest is approximately 25,000 tons additional for the Erie, which had already placed 38,000 tons for 1907. Foreign orders include 20,000 tons for the Philippines.

Plate mill order books have been filling up in recent weeks. In bars the list of mills asking the advance is increasing.

In the Chicago district the handicap of car shortage is such that uneasiness exists as to the situation later, when the Winter embargo begins.

Documentary details growing out of the numerous leases involved are now the sole cause of delay in the announcement of the Hill ore deal.

U. S. METAL MARKET.

From the Iron Trade Review, Cleveland, Oct. 4, 1906.

That leading interests are of the opinion that present prosperity in iron and steel making will continue is evidenced by the announcement of the United States Steel Corporation that it will erect three or four new blast furnaces in the Pittsburg district, and from 24 to 30 additional open hearth furnaces in the Pittsburg and Cleveland districts. This, in connection with the recently announced policy of the corporation to discontinue making long term contracts for billets and to abrogate present contracts as soon as that can be done, indicates the belief that its needs in the near future will consume more crude steel than it is now producing.

The market generally exhibits increased strength. Furnace men are showing no eagerness to place their products far into the future, although the past week has witnessed a distinctive renewal of the 1907 buying movement. No. 2 foundry has sold as high as $22 valley for prompt delivery, and $17.50 Birmingham for the southern product. A New York concern is inquiring in Chicago for 10,000 tons for delivery during this year and the first quarter of next.

Activity at the mills is divided among all lines. The scarcity of crude steel is unabated, and buyers are being approached with extraordinary inducements to reduce tonnages on contracts.

Heavy orders for cars continue to be placed, thereby strengthening the plate and bar markets especially. The scarcity of cars has grown more pronounced and is seriously interfering with rail, coke and ore shipments. The September ore movement, however, was the heaviest in the history.

Nova Scotia Trade News.

Halifax, N.S., Oct. 2.

The hardware trade this Autumn has been unusually good, and though this is considered to be a dull season, many of the dealers here are kept busy filling orders. It is stated that one of the big firms in this city has been so rushed that they are at the present time fully $5,000 behind in getting out their orders. The season right through has been a good one for plumbing supplies and builders' hardware generally. The price list remains pretty steady, no notable change having taken place since last report. Some of the market prices are higher, but the advances have not yet gone into effect here.

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The wholesale hardware firm of William Stairs, Son & Morrow, has just completed the purchase of a four-storey stone warehouse on Sackville street. The firm's place of business is on Water street, but the newly acquired building adjoins their premises in the rear, and it will be remodelled and used almost exclusively as a goods entrance.

* * *

The city council has adopted the report of the board of fire commissioners recommending the purchase from the Gutta Percha & Rubber Manufacturing Company of Toronto, through their agents, Austen Bros., of Halifax, of 1,200 feet of 2½-inch Maltese Cross carbolized fire hose. This brand of hose has been used almost exclusively by Halifax for years, and this last purchase by the city makes a total of 2,700 feet of this brand within a few weeks.

* * *

The Marconi Wireless Telegraph Company have awarded to Rhodes, Curry & Co., of Amherst, the contract for the erection of a big building at Glace. The building will be 100 feet in length, 60 feet in width, and 35 feet in height.

New Brunswick Trade News

St. John, Sept. 24.

The customary between season dullness in hardware circles is gradually disappearing, and what is expected to be a brisk Fall trade is setting in. There is, of course, still a lingering inactivity, but the signs of good business are to be found. Hence the dealer's look of pleasurable anticipation. It is becoming monotonous to hear hardwaremen speak of the firmness of prices and the continued advances, and then to have to write of these things time and again. But the firmness and the advances are still prominent here, as elsewhere, and so the chronicling goes on.

* * *

Another striking aspect of the hardware world here is the difficulty experienced by dealers in getting their orders. Something, supposedly pressure of many orders, is preventing the manufacturers from delivering goods as rapidly as they are expected to do. Naturally the merchant is put to considerable inconvenience on this account, but a remedy does not present itself. Speaking of iron, it may be noted that the galvanized variety is among the firm "ones," and that there are indications of another advance in the price figures before very long.

* * *

The merchants generally seem to agree in declaring the assorting trade to be fairly good. In builders' and shelf hardware the sales are reported satisfactory. Of late the amount of building throughout the province has increased beyond what was expected a few months ago, and consequently the sale of builders' materials has also gone up. The demand for lumbermen's hardware, too, is picking up. This is, of course, only the preliminary call for such materials as are usually classed under the head of lumbermen's supplies, but it is indicative of the greater demand to follow. Ammunition and other articles called for by the Fall sportsman are, as is to be expected, among the things which the dealer is kept busy handling these days. The streams of hunters coming into New Brunswick this year, by the way, is going—if present signs indicate truly — to be greater than ever.

* * *

An important deal recently put through was the transfer of the stock and rights of the company concerned in the manufacture of the Mowry patent nut lock to a syndicate represented by C. V. Wetmore and W. A. Crowell, Sydney. The price paid is said to have been $150,000. A large plant will shortly be erected by the syndicate in the provinces. The nut lock is the invention of a St. John man.

British Columbia Trade News

Vancouver, B.C., Sept. 28, 1906.

Interesting indeed and busy has the week been to the business men of Vancouver. The return of the Manufacturers' Association for a visit after three years has been of especial importance, seeing that that representative body, mainly comprising eastern business men, has in this way tacitly avowed the keen interest aroused by things western. Piloted by R. P. McClennan, Vancouver's representative at the Winnipeg convention, the members on their special train reached the coast on Monday. Their visit to Vancouver, however, began on Wednesday, as on Monday the visitors went direct to Victoria, where a day or so was spent visiting points of interest at the capital.

Coincident with the visit of the manufacturers was the convention of the Dominion Forestry Association. That body, as well as the Manufacturers' Association, was entertained by the joint organization of Coast and Mountain Lumber Associations, Vancouver Board of Trade and Vancouver branch of the Manufacturers' Association. To add accentuated interest, the Forestry Association proceedings were opened by His Excellency Earl Grey, who was the guest of honor at a banquet on Wednesday evening, at which the entire membership of the two visiting associations was entertained.

The work of the Forestry Association is of especial interest to the Pacific Province, where a large part of the produced wealth comes from the forests, and the preservation of these vast tim-

(Continued on page 42).

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Oct. 5, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

There are no quotable price changes of any importance this week. Business is very active, particularly in heavy goods, which are being rushed in before the close of lake navigation.

LANTERNS—In spite of retail cutting wholesale prices are firmly maintained as follows: Cold blast, $5.25; coppered cold blast, $7.25; cold blast dash, $7.75; lift, $4.25 per dozen.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ by 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ½, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES — Prices quoted as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $9; Columbian, $10.75; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.50; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Quotations are as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $15.75; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—As noted last week, shot has been advanced 25c. per cwt. We still quote: Cartridges, Dominion R. F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33½; C. F., pistol, 5 p.c.; C. F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL—Prices are Bar iron (basis, $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—The high price of $5.60 per cwt. is still firmly maintained.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

LEAD PIPE—The price has been advanced to $7.80.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.;

Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels, f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE — White lead, pure, $7; bladder putty in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels, 97c.; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

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CONTRACTS

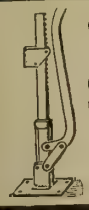
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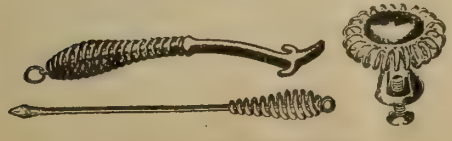
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means bronze business, and the question you should ask yourself is: "Am I prepared to take care of this business?"

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Making this in our Factory at Winnipeg the Putty is always fresh and remains so indefinitely.

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100-lb. cases Bladders
100-lb. cases 10-lb. Tins
200-lb. cases Bladders
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450-lb. barrels Bladders
500-lb. casks in bulk
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Prices are right—so is the Putty.

Shipment made same day as order is received.

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Are you interested in any of the lines that are advertised? A Post Card will bring you price list and full information. Don't forget to mention Hardware and Metal.

BRITISH COLUMBIA NEWS.

(Continued from page 39).

ber areas is already giving concern to those in authority as well as those engaged in the timber industry. Many valuable papers were read at the convention, which lasted two days. The most important consideration was that of the measures to protect forests from destruction by fire. In this regard the members of the British Columbia branch were rather outspoken in their criticism of the Provincial Government for the inadequate provision for fire protection. Many valuable suggestions were made, of which perhaps the most valuable was that of H. B. Gilmour, who pointed out that in setting fire and burning cuttings and refuse, in British Columbia at any rate, it was possible to make it the rule to begin burning on the highest levels. As an illustration of the intent of his suggestion, Mr. Gilmour spoke of the building of camp fires on the tops of the mountains across the Inlet, a frequent occurrence, but no fires ever spread down the hillside from these.

In another particular, that of regulating timber leases, F. W. Jones, of Golden, contributed a proposal by which the preservation of timber lands and their continued productiveness would be ensured. His idea was to institute a graduated scale of rentals, the maximum for the first five years' lease, reducing for each five year period as the timber was being cut off. In this way the owner of a lease would have some inducement to take care of the timber which was least valuable, in order to bring it in later on, whereas under present conditions the main object seemed to be to force the rapid denudation of a timber berth by cutting off all the timber available at as early a date as possible.

Among the valuable papers contributed was that of Overton Price, of the United States Forestry Service, his subject being a description of the measures taken in forest preservation in his country. Hon. R. F. Green, Provincial Commissioner of Lands and Works, in whose department the timber comes, was the contributor of a valuable paper on the industry, its extent, and its possibilities and new openings in this province. He also dealt at length with the features of revenue from timber and legislation controlling and regulating the cutting of timber on Government lands. A tribute was paid by the honorable gentleman to the efforts of Sir Henri Joly in the inception of the Forestry Association.

* * *

President Shaughnessy, of the C.P.R., has put it up to the lumbermen of British Columbia to correct the car shortage themselves to a certain extent at least. In conference over the vexed subject of supply of cars to carry out the lumber as fast as it is cut, the president stated that the shops at Angus were equipped to turn out a complete box car every thirty-five minutes, but he was willing to make them even faster than that. The difficulty was in the lack of material. His company was prepared to invest several millions in cars if the mills would supply them with the lumber from which to build them. In reply the mill men alleged that thousands of men were needed to cut logs in the lumber woods. The difficulty they experienced was in getting logs, and until the labor problem was settled they could not improve the matter of delivery very much.

* * *

The Alley Line steamer Pondo, on the direct New Zealand-Canada service, sailed on Friday last with a full cargo, almost all of which was of British Columbia production. The major portion consisted of 1,200,000 feet of lumber. some hundreds of tons of potatoes and onions, field produce of British Columbia ranches, was also shipped, and three hundred tons of Canadian manufacture exhibits to be placed at the New Zealand Exposition at Christchurch was also included in the cargo. The agents for the Alley Line announce that the return cargo for this vessel is already contracted for, showing that the line has a field to fill which will be a remunerative one to the owners, seeing that the first six months has not yet elapsed since its inception.

* * *

Two new saw mills of large capacity are to be added to the present shipping mills of the coast. The Rat Portage Lumber Co., which owns a large mill at Harrison River, a few miles up the Fraser and on the main line of the C.P.R., announces its intention of installing the plant in the mill, which has lain idle for the past two years since it was rebuilt. D. Drysdale, a Puget Sound capitalist, also announces that he intends erecting a large saw mill on Queen Charlotte Island, at a harbor selected near Skidegate. This development is in view of activity up-coast when G.T.P. construction begins.

A transfer of an interior mill to another combination of American capital is also reported. The Kamloops Lumber Co., with mills at that point and at Enderby and Mara, in the Okanagan, has sold to a Minneapolis syndicate of which J. T. Rogers is the head. Three-quarters of a million dollars is said to be close to the amount involved in the transfer.

* * *

Mills on the Fraser River at New Westminster have the advantage of sidings to both C.P.R. and Great Northern Railways. The big mill of the Fraser River Lumber Co., at Millside, is now having a siding constructed to connect with the Great Northern, the C.P.R. service having been in for years. The Railway Commission some time ago ordered that transfer facilities from one line to the other should be accorded, in cases where but one line had a siding in to a lumber mill. The Fraser River saw mills are, or will be now, all independent of that ruling, having the double facility.

* * *

As the Nicola and Similkameen district is developing capital is turning its activities in that direction. The C.P.R. branch line from Spences' Bridge is now operated, and is being extended further, and as it reaches the mining section attention is turning to the rich coal and mineral deposits partly developed there. The latest movement has been the bonding of the properties of the Diamond Vale Coal & Iron Mines, in the Nicola Valley for $100,000. The property is close to the new branch line at Coutlı, and Sir Thomas Shaughnessy stated when in Vancouver this week that the C.P.R. would take all the coal the mine could turn out. Nearly all the stock of the company is held by British Columbians, who have quietly worked on the development for some years.

* * *

It looks very much as if the C.P.R. were preparing for its campaign of development of Vancouver Island. A survey party is now en route to the west coast of the island, starting from Comox and going across to Alberni Canal. The branch proposed to be built across to Alberni would be only part of the plans of the railway, as an extension of the E. & N. (the island railway now owned by the C.P.R.) from Nanaimo, its present terminus, to Comox is included. The fact that the survey party was sent out just at the time of the visit of President Shaughnessy is considered significant. On the west coast there is considerable development in the vicinity of Alberni Canal, but across the island there will be miles of untrod forest to explore. When the size of Vancouver Island, 250 miles long by 100 broad in some places, is considered, and the facts taken in that it is heavily wooded with magnificent forests of fir and cedar as well as being mountainous in the interior, it will not be surprising that this survey party will have much exploratory work to do, in places where no white man ever yet set foot.

GOING AFTER FOREIGN TRADE.

Not a great many years since, while foreign firms were establishing branches in Canada, the Canadian concerns who were doing business outside the Dominion could be numbered almost on one's fingers. All this is materially changing, and every day one hears of Canadian firms opening branches in all parts of the world.

One of the latest Canadian firms to do this is Business Systems, Toronto, who have recently opened up in the British Isles at 32 Cheapside, London, England. H. J. King, the general manager of this concern, went over to the Old Country some months ago, and spent considerable time investigating the opening in the British market for his goods. The result is the opening of a London office completely equipped with a strong selling force.

The progress made by Business Systems is especially noteworthy in view of the fact that although this concern has only been in existence one year, they are already so thoroughly organized as to be able to extend after foreign trade.

The London office is equipped with writing rooms and stenographers for the use of Canadian business men who are invited to make this their headquarters while in the Old Country and to have their mail addressed in care of Business Systems, 32 Cheapside, London, E.C., England.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1124. Brushes.—A Yorkshire firm manufacturing all classes of household brushes, whisks, painting and tar brushes, and every description of brush handled by hardware stores, desire to place their goods on the Canadian market, and invite correspondence.

1125. Agent. — A Yorkshire firm manufacturing roller compositions, roller castings, typewash lye brushes, lead and metal furniture, and gas engine oils, invite correspondence with Canadian buyers, and desire to appoint an agent calling upon printers' engineers and printers.

1139. Chimney tops.—A Manchester firm asks for prices of revolving chimney tops (metal) from Canadian manufacturers.

1140. Washing machines. — A Manchester firm wish to get prices of washing machines from Canadian manufacturers.

1142. Refrigerators.—A Manchester firm ask for prices and description of refrigerators from Canadian manufacturers.

1145. Cycles.—A cycle company is seeking to extend its business with Canada and is desirous of communicating with dealers in such goods as they turn out.

1148. Pipes.—A firm manufacturing patent jointed pipes for gas and water mains, sewers, drains, etc., desire to get into touch with earthenware pipe manufacturers in Canada.

1149. Iron pipes.—An English firm holding patents for jointed pipes for municipal purposes desire to correspond with Canadian makers of iron pipes.

1150. Machinery.—An important English firm of mustard makers desire to have the names of Canadian manufacturers of automatic tin box making machinery.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

DIE STOCK PATENT.

H. J. Carmody, New York, N.Y., has recently patented an invention relating to die stocks, used in cutting threads upon rods, tubes, pipes, etc. Practical and convenient operating means are provided for threading a pipe located in some comparatively inaccessible position; also for cutting a thread upon a cylindrical bar which is more readily accessible; and also means if at any stage of cutting the device is desired to be operated backward.


Dana Peerless

This is the freezer that sells.


Write for Dana Food Chopper catalog.

A Full Column in October Ladies' Home Journal

and other strong advertisements in Delineator, Harper's Bazar, Good Housekeeping, Associated Sunday Magazine, etc., are

telling your customers about the Dana Mop Wringer

using the health argument, as well as showing how much easier and better in every particular is the Dana. Get a copy or write us for one and ask your jobber now, if you haven't any Dana Mop Wringers in stock.

THE DANA MFG. CO., Cincinnati. 10 Warren St., N.Y.



FOUNDRY AND METAL INDUSTRIES

A by-law dealing with the new $300,000 foundry proposition will be voted on at Berlin, Ont.

The Cape Breton Foundry Company will commence the erection of its plant at Sydney, N.S.

Daniel O'Connor and W. A. Maus, representing Peterboro capitalists, may locate a rolled steel plate mill at St. Catharines.

The Canadian Iron & Foundry Company, of Fort William, are about to erect a large foundry. J. R. Duncan will be the manager.

The Smiths Falls Malleable Castings Company intend to duplicate their present plant, having bought about 12 acres of land to allow for the enlargement.

COLLINGWOOD STEEL PLANT RUNNING.

Men have been at work for several weeks fitting up the Northern Iron & Steel Company's plant at Collingwood, and the president, Major Currie, announced recently that the first bar would be rolled on September 27. An invitation was extended to all Collingwood citizens to be present and three hundred of the leading citizens of the town and surrounding country were present at the mills and witnessed the mill put in operation. The first bar, six by one inch in size, was cut up into souvenirs. The machinery worked to entire satisfaction and the officers of the company received the congratulations of all present. There is a large tonnage on the books for the mills and shipments of finished products commenced this week. The starting of the steel plant will mean a good deal to the wire company, whose plant adjoins. When the steel plant commences furnishing rods to the wire company it will mean a saving in freight to the latter company of over $100 per day. The wire company has been running on orders night and day and is booked up for the remainder of the season.



An Electric Light Hanger, Hand-Made, of Hammered Copper.

THE EXPERIENCE OF ONE DEALER.

This splendid testimonial from Mr. F. Barrington, a paint dealer and practical painter of Waterloo, Que., speaks convincingly for Sherwin-Williams Paints.

The S-W. Co.

Gentlemen:—I am writing you to-day in regard to Sherwin-Williams Paint, Prepared. I may say that I am a practical painter of over thirty year's experience, and, like many others, have had prejudices against ready mixed paints. But during the past two years I have been selling S.W.P. in this neighborhood and find an increasing demand for your goods.



Mr. F. Barrington

Carrying on the painting and decorating business, I have had opportunities for testing your paints, and, in this connection would say that in my opinion they are *the best on the market.* If properly applied they will work as satisfactorily and wear as long as paints mixed in the old-fashioned way, and they possess a fineness of texture and a covering capacity superior to hand mixed paints.

The great trouble is that people have an idea that any old way or any old thing will do to spread ready mixed paints. So in many cases the paint is carelessly put on—often too heavy—and as a consequence the job is unsatisfactory. Lead and oil do the same thing under similar circumstances. The fact is that the painter should use his skill and intelligence in the application of ready mixed paints as in those of his own mixture.



Mr. F. Barrington's Store, Waterloo, Que.

If the painter will take care in using S. W. P. and not try to make two heavy coats do the work of three well brushed ones, the results will be more satisfactory and just as durable and more economical than in any other way. See that the paint is properly applied and a good job is assured.

I am sure there is a large and increasing demand for Sherwin-Williams Paints.

Wishing you every success, I am,

Yours truly,

F. BARRINGTON.

Mr. Barrington's experience is the experience of other S. W. P. agents, too. It will pay any dealer to write The Sherwin-Williams Co., 639 Centre St., Montreal, Que., for their agency proposition.

ARTISTIC METAL WORK.

What is practically a new industry for Canada, has been launched in a modest way, at 40 Recollet street, Montreal, by the Decorative Metal Workers' Co., headed by Thos. Parsons, a craftsman who learned his art in England.

The modern craze for out-of-the-ordinary furniture and decorations has led to a considerable demand for chandeliers, and various bric-a-brac, made of hammered copper or brass. Hitherto, although some Canadian manufacturers have taken up this branch of the business, to a certain extent, the greater part of these goods, has been imported from England, or from Tiffany in New York.

Consequently, it will be seen that there is a good field for the manufacture of specialties of artistic metal work in Canada. Thos. Parsons, who has organized the new company, which will take up this line, had a long experience as craftsman and designer in England, and has also a good knowledge of Canadian trade conditions, by reason of his former connection with the Robert Mitchell Co., of Montreal.

The new company will make a specialty of grilles, electric and gas fixtures, bank railing, church metal work, door plates, fire dogs and, in fact, everything in artistic metal work. Designs and samples will be submitted upon application.

Mr. Parsons has met with a very encouraging reception from Montreal architects, and his products will be used in many of the large bank buildings, apartment houses, etc., now in course of construction in that city.

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Prompt Shipment
The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

INGOT METALS

Tin—"Straits" and "L & F"
Lead—Best English
Copper—Lake and Casting
Spelter—"V M" and Ordinary
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From Stock or for Import to wholesale buyers only

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We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

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Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

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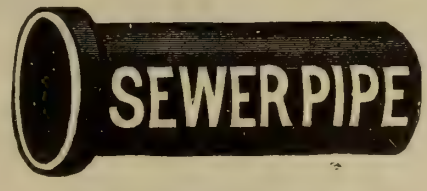
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Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
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MIDLAND, ONT. Limited

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Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT
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The price—Less than other high-grade brands Get the prices.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

A ST. LOUIS MEDAL.

Although somewhat tardy in coming to hand, the silver medal won by the Canada Paint Co., at the Louisiana Purchase Exposition, has now been received



Silver Medal won by the Canada Paint Company at St. Louis.

and cuts of the obverse and reverse are herewith presented.

The medal is solid silver, and of a particularly pleasing design. In the composition of the obverse of the medal are shown two figures, one of which, Columbia, tall and stately, is about to envelope the youthful maiden by her side, typifying the Louisiana Territory, in the flag of the Stars and Stripes, thus receiving her into the sisterhood of states. The other figure is depicted in the act of diverting herself of the cloak of France, symbolized in the emblem of Napoleon, the busy bee, em-



Silver Medal won by the Canada Paint Company at St. Louis.

broidered thereon. In the background is shown the rising sun, the dawn of a new era of progress to the nation.

The reverse of the medal shows an architectural tablet bearing an inscription giving the grade of the medal. Below the tablet are two dolphins, symbolizing the eastern and western boundaries of the country, the whole surmounted by an American Eagle, spreading his wings from ocean to ocean.

The dies were engraved and the medals struck by the United States Government mint at Philadelphia. The cuts on this page are much smaller than the medal from which they are taken.

JAPANESE SEAWEED GLUE.

The manufacture of seaweed glue is one of the oldest industries of Japan, and dates back to the seventeenth century. The methods of manufacture vary slightly according to the nature of the seaweed used, and the purposes for which the finished product is to be employed. If slender and soft seaweed like Funori is used, it is first of all spread out on the ground and sprinkled with fresh water, after which it is kneaded with hands and feet. It is then placed in a basket, thoroughly washed by immersion in water, and afterwards spread out evenly in thin layers on straw or rush mats, on which it is sprinkled about every ten minutes with water from a watering can to prevent the edges from curling and also to assist the bleaching. Sometimes the seaweed is placed in shallow trays, which when the bleaching is completed, are inverted, and the seawed shaken out in the form of a loose sheet. When the process has reached a stage where a sticky juice begins to exude, no more water is sprinkled upon the seaweed, and it is left untouched for one night, after which bleaching is complete. A very good white color is imparted to it by allowing dew to fall upon it. When species like Tsunomata or Ginnanso, which have large and tough fronds are used, they are first of all soaked for some time in water and then steamed to render them more pliant; afterwards they are chopped up with hand knives and spread out to dry, the remainder of the process being the same as in the case of Funori. Funori is made into glue or starch by immensing it in boiling water, in which it readily dissolves.

NO WONDER

there has been such an increase in ELASTILITE VARNISH sales. Nothing remarkable about it though when you consider the quality of the varnish at such a reasonable price.

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An entirely new preparation for staining and finishing floors of every description. Stains and finishes at the same time. Dries hard over night. Makes a tough, durable, elastic surface; is not affected by hot or cold water; will not crack, mar or chip off. Can be used with impunity on Wainscoting, Woodwork, Furniture, Doors, Screens, Oilcloth, Linoleum, etc.

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JAMIESON'S Floor Enamels

They are **easier to apply, dry quicker, look better** and **wear longer** than any other covering for the floor that has ever been put on the Canadian market.

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This is the point that makes them absolutely unrivalled.

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HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG
MARSHALL-WELLS CO. - Winnipeg
Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Oct. 5, 1906.

An advance to 90 cents in turpentine is the feature this week. This is partly due to natural causes, as the season is now in full swing, and at the best only a month or six weeks remain in which retailers may stock up. But another circumstance to be reckoned with is the great flood which is reported to have occurred in the southern pine belt. The demand at present is very large, being greatly in advance of the few preceding weeks. Prices throughout the list continue firm, with a good demand.

LINSEED OIL—The market is still somewhat unsteady, and our prices are subject to shading for round lots. We quote: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE—Prices have sharply advanced, but they are still somewhat under the quotations at the corresponding period last year. We now quote as follows: Single barrel, 90c. per gal.; two barrels or over, 89c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6.50 to $6.75; No. 1, $6.15 to $6.40; No. 2, $5.80 to $6.15; No. 3, $5.55 to $5.80, all f.o.b. Montreal.

DRY WHITE ZINC—The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5½c. to 6¼c.

PUTTY—Our quotations are: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—In common with all lead products this line continues very firm. We still quote: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

GUM SHELLAC — Primary markets are constantly advancing, but Canadian jobbers quote the following prices: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH—Firm conditions continue, and there will no doubt be an advance before long. Meanwhile we quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20½c. in barrels.

WINDOW GLASS—Business continues large. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.70; third break, 100 feet, $4.25; fourth break, 100 feet, $4.45; fifth break, 100 feet, $4.70; sixth break, 100 feet, $5.25. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, October 5, 1906

Turpentine has jumped up in the south as predicted by us a week ago, the floods being responsible for a limitation of the supply and heavy buying by two large interests. On Thursday the market at Savannah jumped up four cents and if the increased price is held to local dealers will be asking 94 and 95 cents for single barrels during the coming week. At present some are still quoting 89 and 90 cents, but with a bullish market in the south it is quite possible that dollar turpentine may again be the rule during October. The price a year ago was $1 in single barrels.

Linseed oil remains stationary and it is too early to estimate the quantity to be crushed this year. In the States there is said to be a very large crop and shipments of seed may be made to Eng-

A few more of our

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The Martin-Senour Porch and Deck Paint
"Stands the Weather."

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Non-fading. Does not obscure the grain of the wood. Made to walk on.

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It's "superfine," everything said.

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for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

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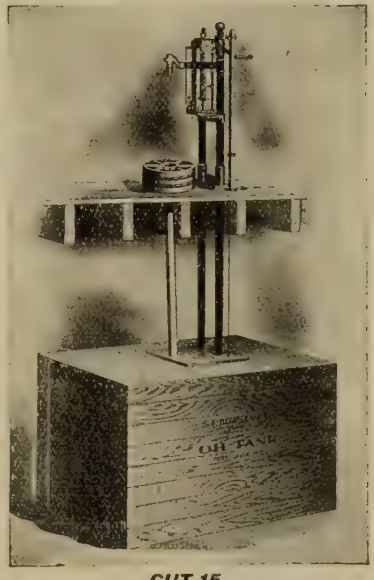
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THE WINNIPEG PAINT & GLASS CO., Limited WINNIPEG
THE MARITIME PAINT & VARNISH CO., Limited HALIFAX, N.S.

INCREASE YOUR OIL PROFITS

Profit on oil equals the selling price less the cost, the expense of handling and all losses resulting from leakage, evaporation, deterioration and carelessness. The cost you cannot lower because it is beyond your control. The selling price you cannot raise because you would then lose trade. But you can reduce the cost of handling to a minimum and entirely eliminate all unnecessary losses by simply installing a Bowser Oil Outfit.

The Bowser costs you nothing because it is paid for by the money you are now losing. It is not an expense, but a 100 per cent. investment.



CUT 15
Cellar Outfit.—There are many other styles

No matter what kinds of oil you handle, nor in what quantity, the Bowser can increase your profits. Catalog V. tells you why. Send for it to-day.

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For the GENUINE
Imperial French Green
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And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

WE OWN AND CONTROL FOR THE DOMINION OF CANADA THE WORLD FAMOUS "ELEPHANT" BRAND OF WHITE LEAD. THE MOST WIDELY SOLD AND MOST SATISFACTORY WHITE LEAD MADE ANYWHERE.

THE CANADA PAINT COMPANY, LIMITED

land to relieve the shortage from India and the Argentine. New crushing mills are to be established at Winnipeg and Montreal but these will not affect this year's product materially.

The cool weather has helped to brighten up trade considerably. September was not as good a month as usual because of the extremely warm weather. Little house-cleaning was done and retailers held their orders in consequence. A rush may be looked for from now until the close of the season.

WHITE LEAD — Ex Toronto, pure white, $6.55; No. 1, $6.17½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30. In packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto., in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.75; ditto., in kegs of 100 lbs., $6.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 pounds.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 55c. to 56c.; 5 to 9 barrels, 53c. to 54c.; boiled, 1 to 4 barrels, 58c. to 59c.; 5 to 9 barrels, 56c. to 57c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 90c. to 94c.; 2 to 4 barrels, 89c. to 93c.; f.o.b. point of shipment, net 30 days. Less than barrels, 96c. to $1 per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5c. to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.10; bulk, in 800-lb. casks, $1.50; pure, $1.95 to $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter season and the movement of oil is consequently large. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM—We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

SOFT GRAPHITE MADE ELECTRICALLY.

Edward G. Acheson, of Niagara Falls, N. Y., has announced that he has discovered a process for making unctuous or soft graphite. Heretofore, the graphite made by the International Acheson Co. has been hard graphite, and has been applied to a field not entered by the natural graphites, such as in the manufacture of electrodes, as a battery filler, and as a paint pigment The soft graphite will be used as a lubricant, as a stove polish and also for coating gunpowder, which is tumbled in graphite to coat or face it It will also be used for electrotyping.

As it can be manufactured at comparatively low cost, it is expected that the new, soft graphite will become a successful competitor of natural graphite. The product of the experimental furnaces has been very satisfactory as to uniformity. Mr. Acheson predicts that within a few years the manufacture of artificial graphite will be the largest industry at Niagara Falls.

DYNAMITE'S SUCCESSOR IN MEXICO.

Potasimite, the new explosive perfected in Monterey, Mexico, is attracting great attention, states the Mexican Investor. The factory for its manufacture will be completed within the year. Potasimite was used with success upon the construction of a Mexican Central Railroad branch, and is pronounced safer, cheaper, and more powerful than dynamite. Those explosives based upon nitrogen produce a gas that necessitates abandoning closed works, such as a mine or tunnel during the explosion, and the laborers can not return to work for a long time thereafter, depending upon the facility for carrying off the gas. Potasimite is said to produce no obnoxious gas, the only precaution being for the workmen to get out of the way of the flying particles of the blasted rock.

REMEDY FOR DUSTY ROADS.

A correspondent writing in the London (Eng.) Times states that if calcium chloride, which can be purchased at 30s. per ton in England, be used for heavy watering of macadam roads at a strength of 1 cwt. to 100 gallons of water, and afterwards for light waterings at half strength, the dust evil will be entirely disposed of. The correspondent writes: "I was in Woodbridge, Suffolk, recently, and was assured that the streets had not been thoroughly drenched with the solution for a month. They had been watered lightly once daily early in the morning. They were in perfect condition, and not a particle of dust was flying when I inspected them."

Perhaps some Canadian municipalities would think it worth while to make a trial of this remedy on some part of its streets where the dust nuisance has been most pronounced.

Hardware Catalogues

THERE is no trade which depends upon up-to-date trade catalogues from the large wholesale houses so much as the hardware. You probably issue several catalogues on different lines, they are very seldom kept together, and are not on hand when wanted.

Make them Loose-Leaf under one cover—all in one—and always at hand.

Any information you wish cheerfully furnished.

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Save the Duty

Canada to-day manufactures as good shot gun shells and cartridges as is possible to make anywhere.

No manufacturer can test, gauge or inspect their product more carefully than the Dominion Cartridge Company. The result is satisfactory ammunition.

Specify Crown, Sovereign, Regal or Imperial Shells and secure dependable ammunition.

WRITE US IF YOUR JOBBER DOES NOT SUPPLY YOU

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Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
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Mirrors
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Window Glass
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etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Henderson Roller Bearing Company, of Toronto, will locate their factory at Niagara Falls.

When the new electric light plant is installed at Calgary, Alta., it will cost in the neighborhood of $100,000.

The sales of binder twine to Canadian farmers totalled $4,000,000 this year, over $500,000 above last year's sales.

A cold storage plant is spoken of for Hamilton, to cost $100,000. R. J. Cochran, of Colborne, Ont., is the promotor.

The Meisel Manufacturing Company and the Port Huron Engine & Thresher Company are about to erect factories in Port Arthur.

A Canadian syndicate have bought the big saw mill of the Nester estate at Ashland, Wisconsin, and will move it to Thessalon, Ont.

A Canadian branch of the Kendel Bell Co., of St. Louis, will be located in Toronto. They will employ about twenty-five hands.

The boring for natural gas at Calgary has resulted in the discovery of a pocket of gas at 760 feet, but the pressure is very slight and not of value as yet.

Cecil B. Smith, Ontario power expert, has been commissioned by the Winnipeg City Council to prepare plans for the construction of a power plant at Point du Bois, on the Winnipeg River.

The Hall Elevator & Grain Co., of Vancouver, are letting contracts for a flour mill with a capacity of 500 barrels per day. It is the intention of this company to develop the grain and flour business of the Orient from Vancouver.

Bisset & Loucks, Winnipeg agents for the Caledonian Iron Works, of Montreal, have been awarded the contract to supply the city of Winnipeg with two turbine pumps at a cost of $21,063. The first pump is to be delivered within four months and the second not more than two weeks later.

Meyadyne Limited have been incorporated with a capital stock of $250,000 and will engage in the manufacture of explosives, powder, and ammunition of all kinds. The directors are : Charles A. Barnard, Casimir Dessaulles, Romuald Roy, Charles A. Sara, and William F. Sharswood, all of Montreal, Que., where the head office will be located.

Brandram-Henderson Limited have been incorporated with a capital stock of $1,750,000 as manufacturers and dealers in white lead, paints, oils and varnishes. The directors are Joseph R. Henderson, Henry B. Stairs, Charles H. Potts, George Henderson and James Heenan, all of Halifax, with head office at Montreal, Que.

The Century Telephone Construction Co. are locating their Canadian factory at 53-59 Adelaide street west, Toronto, where everything used in construction of independent telephone systems will be manufactured. They are at present in the market for cross-arms, toppins, side blocks, glass insulators, and galvanized telephone hardware, and insulated hardware in carload lots.

A remarkable showing was made this year in municipal ownership by the Port Arthur council. Although a great deal of public work was done, incidental to the growing municipality, the earnings of the various franchises have been so great that the council is able to strike a general rate of nine mills on the dollar. The net earnings of the street railway, light plants, telephone and water system were sufficient to take care of the total debenture debt.

The Grand Trunk Railway have placed an order with the Locomotive & Machine Company of Montreal for fifty-five new Richmond compound consolidation engines, to be in service on different divisions of the system before January 1 next. They are powerful machines, as large as any on the continent, except those used in the heavy mountain service, and are 40,000 pounds heavier than the compound freight engines that have been used as standard on the Grand Trunk in the past.

J. W. Lyon, of Guelph, secretary-treasurer of the Western Ontario Municipalities Power Association, has a flattering report to make in reference to the canvas made to ascertain the amount of power required by the various places in the Toronto district. The following are the applications so far sent in for power : Toronto, 30,000 horse-power ; London, 10,000 ; Woodstock, 1,200 ; Paris, 1,000 ; Galt, 2,500 ; Preston, 800; Hespeler, 760 ; Berlin, 3,000 ; Guelph, 2,000 ; Waterloo, 900 ; Stratford, 2,000, and Brantford, 3,000.

At the annual meeting of the Quebec Bridge Co., held at Quebec recently, the engineers' report was submitted showing the substantial progress in the work of building the new bridge across the St. Lawrence, On the south side the erection to date extends from the shore abutment to a distance of 900 feet, the quantity of metal put in place being 11,300 tons. In addition to this there are 20,700 tons manufactured and in storage. The manufacture of metal for the bridge is expected to be finished by May next. Hon. S. N. Parent was re-elected president.

The three largest Montreal steel companies have all plans completed for large additions to their present plants, that will result in the outlay of over $2,000,000 in the next year. The Montreal Steel Company will increase their capital to $2,000,000 by increasing their preferred stock from $700,000 to $1,050,000, and the common stock from $700,000 to $950,000. The company, according to the official announcement, intend to erect a large plant for the manufacture of manganese castings for intersection of street railway and steam railway tracks, and a large power plant and extensions to most of the present works. The plant will be 400 by 300 feet. The Montreal Rolling Mills will erect a large nut and bolt plant, and a large forging mill and

new stores department. The Peck Rolling Mills Co. will remove a large portion of their plant from Mill street to the bank of the Lachine Canal, where they intend erecting a large group of mills for the manufacture of nails and smaller kinds of steel. All these companies say they have never been so rushed with orders as at present.

BUILDING NOTES.

A $5,000 addition will be made to the King's Hotel, Vancouver.

P. A. Carleton, of Lowell, Mass., may establish a tannery at Moose Jaw, Sask.

The Polson Iron Works, Toronto, will erect new buildings to cost about $100,000.

The First Baptist Church, Montreal, will erect a new structure, costing about $60,000.

The Northern Brass Company, of Winnipeg, will erect a new building to cost about $25,000.

Tenders are being invited for a brick addition to the Children's Aid Shelter, Fort Rouge, Man.

The Vulcan Iron Works, of New Westminster, B.C., are erecting a large addition to their plant.

Cowan & Company, of Galt, Ont., are making extensive additions and improvements to their shops.

The Quebec Government have completed plans for a new jail in Montreal to cost about $1,000,000.

The Maritime Railway and Power Company are erecting a new power house at Chignecto, N.B.

The Chapman Double Ball Bearing Company are erecting a new factory on Sorauren avenue, Toronto.

Wm. Bentham, of Montreal, is about to build a $100,000 apartment house on Sherbrooke street, Montreal.

The Weir Wardrobe Co. of Canada will enlarge their factory at Mount Forest, Ont., to the extent of $8,000.

The Pincher Creek Mill & Elevator Company, of Pincher Creek, Alta., are about to erect a new building.

A new four-storey building costing $45,000 will be erected for the women of the Belmont Home in Toronto.

The Methodist Book Room, of Toronto, will build a six-storey addition to their factory to cost about $30,000.

A saw mill of a daily capacity of seventy-five thousand feet is to be erected by American capitalists on Cracroft Island.

The Acadia Sugar Refining Company, of Moncton, will double the capacity of the Moncton barrel factory, Moncton, N.B.

Contracts will soon be let for the work in connection with the erection of the Collegiate Institute at Brandon, Man.

The Canadian Northern Railway Company will erect shops at Montreal and at Fort Rouge, Manitoba, to cost about $1,000,000.

The Western Canada Coal & Cement Company, which is now preparing to operate in Kananaskis, Alta., will locate in Calgary.

The Toronto-Niagara Power Co. have purchased a block of land on Dufferin street, Toronto, and intend erecting

Paroid Roofing Will Make Money for You

READ THIS:

Thousands of dealers all over Canada and the United States are making with Paroid one of their most profitable lines. If you are not selling Paroid it will pay you to get our proposition.

Why Paroid is the Best Ready Roofing Made

Paroid is the best quality of ready roofing made. Railroads, manufacturers and farmers all over Canada and the United States are using it in place of shingles, tin, iron and other kinds of roofings, because it lasts longer and costs less.

We make Paroid from start to finish —we make our felt—the most important part of the roofing, while other manufacturers buy their felt where they can get it cheapest. That's the principle reason why Paroid lasts longest. We could not stand back of Paroid if we did not make the felt.

Paroid is **soaked** and coated with a thicker, smoother, more pliable and durable coating than is on other ready roofings. Send for samples of Paroid and compare it with other kinds. You can see and feel the difference.

Paroid is applied with the **only** anti rust-proof cap made. It insures a tight roof. Other roofs often fail because the cap rusts out. Paroid will not crack and break in cold weather. It is adapted for all kinds of buildings and will outlast other ready roofings.

How We Help You

Our advertising plan has doubled the sales of our dealers this year. It helps to sell their other lines, too.

Send for our proposition and we will mail advertising matter and samples to every likely user of roofing in your town. It will not cost you a cent and can't help bringing you orders. We'll send you all the electrotypes and special things you can use. We'll write letters to prospective customers and send our salesman to help you land orders. Write, telegraph or telephone at our expense at any time.

The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

It won't cost you a cent to try out our proposition and we stand back of every roll of Paroid you sell.

Sign your name to a postal to-day and we'll send you full particulars and samples.

F. W. BIRD & SON

Makers

Factory and Office:

Hamilton, - Ontario

Established U.S.A., 1817.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

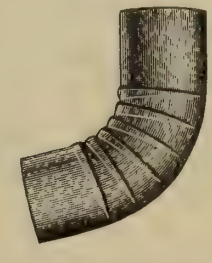
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

their shops and transforming station on the site.

W. J. Hesson, of Sault Ste. Marie, whose store was burned down some time ago, will erect a new building to cost about $10,000.

The National Drug & Chemical Company of Canada will erect a five-storev building on Wellington street, Toronto, to cost about $50,000.

The plans for the four normal schools to be erected at Hamilton, Stratford, North Bay and Peterboro are ready for submission to the cabinet for approval.

Arrangements have practically been completed by Henry Coates, of Coates Bros., the English thread manufacturers, to establish a carpet factory at Peterboro with head offices in Toronto.

Building operations in Toronto still continue to surpass the record for last year, and up to the end of September amounted to $9,566,328, an increase of $1,620,544 for the first nine months.

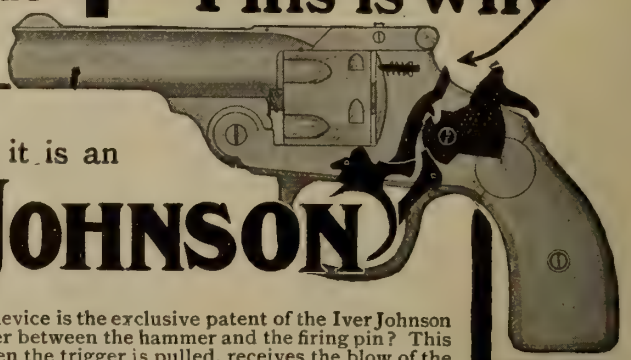
THE DRUMMER.

The Drummer, with his heavy grips,
From town to town goes gliding,
And on his long and weary trips
He does a lot of riding ;
But, oh, he's genial, blithe and sunny
When things come 'round like easy money.

The Drummer is a pleasant lad,
With mirth his spirits bubble ;
And, though his luck is to the bad,
He casts aside all trouble,
And anywhere you chance to strike him,
Somehow you cannot help but like him.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

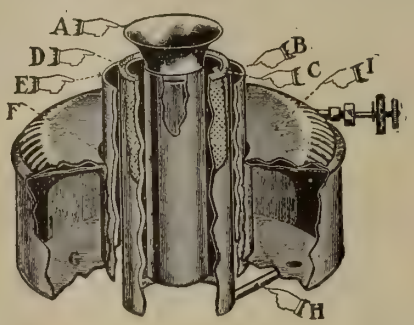
Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.



The Aluminum Oil Heater

Sales Over the Million Mark

The only Oil Heater absolutely safe because it is the only Oil Heater equipped with a perfect Safety Burner. Note the construction of our ***Grand Safety Burner:*** ***A***—Flame Spreader. ***B***—Air space outside wick tube. ***C***—Air space inside wick tube. ***D***—Wick. ***E***—Outside casing to Burner. ***F***—Air space between fount and outer casing. ***G***—Fount for oil. ***H***—Feed Pipe. ***I***—Shield resting on top of fount with air space underneath.

Bristles with selling points : no odor, no smoke, no perforations to clog up, no danger. Explosions impossible. Radiates heat like a base burner, from the sides and bottom as well as the top. Wick taken out and replaced in a minute. Easy to operate, convenient to handle, handsome in appearance. Sells at sight and stays sold—never comes back for repairs. The only Oil Heater equipped with ***Safety Burner***—and the burner is the very soul of an Oil Heater.

If you buy any other you'll be sorry. We guarantee every Aluminum Oil Heater. Money returned if not satisfactory. The demand for Aluminum Oil Heaters this year is double that of last year. Why ? Because of unusual satisfaction. Be on the safe side—let the other fellow have het trouble. We're making the prices that bring the everlasting smile. A postal will bring full information by return mail.



LEWIS BROS., LTD.

Montreal Toronto Ottawa Winnipeg Vancouver Calgary

EMERSON & FISHER, LTD.

Agents for New Brunswick, Nova Scotia and Prince Edward Island

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

ARTICLES FOR SALE.

CORNICE brake and a number of other tinsmith's tools in first-class condition for sale cheap. Chesney & Smiley, Seaforth, Ont.

BUSINESS CHANCES

WELL selected stock of hardware, stoves, tinware, tinshop tools, etc. In first-class section of Ontario. Good reasons for selling. Stock about $4,000. Apply Box 549, HARDWARE AND METAL, Toronto. [39]

WANTED—Hardware business — Stock about $5,000; in western Ontario. Box 557, HARDWARE AND METAL, Toronto. [39]

HARDWARE and tinware business and property in Ottawa Valley. Good business; good property, Particulars on application. Box 556, HARDWARE AND METAL, Toronto.

ARTICLES WANTED.

WANTED—Tinsmith's outfit, second-hand, must be in good condition. The Sussex Mfg. Co., Sussex, N.B.

SITUATIONS VACANT

FURNACE MEN WANTED—Highest wages are offered to competent furnace men in the largest cities in the west; also splendid openings for mechanics with a general knowledge of steam fitting and furnace work. Apply to The Pease-Waldon Co., Limited, Winnipeg, Man.

TINSMITH WANTED—To go west; must be first class; good on furnaces. Steady man. Highest wages and steady job to right man. Box 555, HARDWARE AND METAL, Toronto. [41]

WANTED—Hardware clerk, five or six years' experience. Steady position to right man. Apply box 449, Newmarket.

WANTED—Broom and Whisk maker, good wages will be paid for good workman who is steady and likes work. Apply Box 554, HARDWARE & METAL, Toronto.

SITUATIONS WANTED

HARDWARE clerk, with nine years' experience, wants position with hardware firm. Can give best references. Box 554, HARDWARE AND METAL, Toronto.

SPECIALTY traveller, good salesman. 385 Markham St., Toronto.

EXPERIENCED plumber wishes situation in Alberta or British Columbia, knowledge of hot air heating. Box 559 HARDWARE AND METAL.

IN best section of Ontario—heating, plumbing and tinsmithing business for sale or would consider partnership. Stock about $3,000. Box 560 HARDWARE AND METAL.

FOR SALE IN SASKATCHEWAN.

THE only retail hardware in hustling new town, main line C.P.R., rich district just developing; ideal location for home and enlarging business. Big turnover; $5,000 will handle; good reasons for selling. Box 8, Mortlach, Saskatchewan.

EVER SEE BETTER?

WE THINK NOT

It's pretty hard to get sidings as good as ours. Our Dies are all specially modeled and the plates they produce are sharp and bold in design.

They fit perfectly, too, and are, therefore, warmer and more quickly laid.

All patterns and weights.

Send us a trial order.



The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.



OAK CABINET

Given away FREE of charge with an order for six half-dozen Pocket Knives as illustrated above.

May be had through all leading wholesale hardware firms.

TRAVELER WANTED.

GOOD position open for party of exceptional ability to sell a complete line of up-to-date stoves and furnaces in Manitoba and Northwest, a line well known. Excellent opportunity One with furnace experience preferred. Address in confidence Box 550, HARDWARE AND METAL, Winnipeg.

TO MANUFACTURERS

desirous of selling direct to retail trade in Manitoba, Saskatchewan and Alberta an opportunity is afforded by the advertiser who is a practical hardware man and will personally call on the trade. Correspondence solicited. Address W. J. B. care P.O. Box 1233, Winnipeg, Manitoba.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, easily applied, and of **uniform** and **durable** quality. Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR" *FARLEY WORKS, SHEFFIELD, ENG*

GEORGE PHILLIPS & CO.

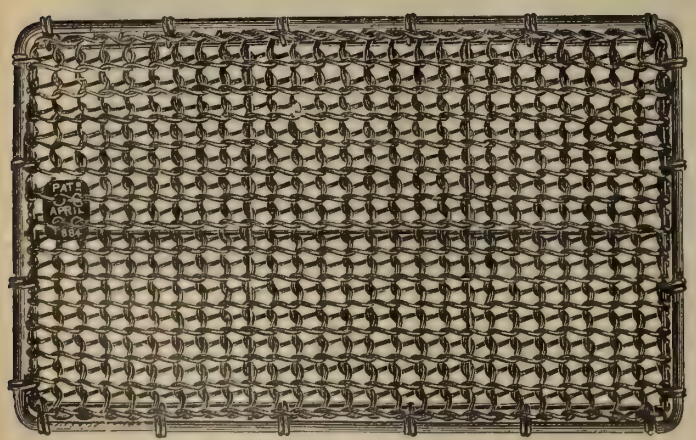
MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

WIRE DOOR MATS



The cleanest, most durable and perfect sanitary Mat made.

Has been on the market for 20 years.
All sizes and shapes made to order.
For stock sizes, see catalogue.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.

WINDOW GLASS

Large stocks well assorted now on hand, and fresh arrivals continually of our well known brands

Star
Diamond Star
Double Diamond Star

Also Enamelled, Colored, Rolled Plate, Figured Rolled, Cathedral, Muffled, Venetian, Mottled, etc., etc., etc.

Do you want our prices ?

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

SIMPLE



DURABLE RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

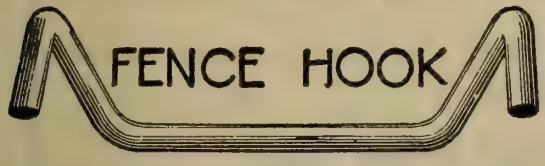
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

HAMILTON — ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, —— LONDON, ONT

Persons addressing advertisers kindly mention this paper.

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited

WOLVERHAMPTON

Garden Shears **Netting**

We are just now offering special quotations to the trade, in these lines.

Write us about them.

JAMES BARBER, Era Works, Sheffield

The Very Finest Qualities of

TABLE CUTLERY — RAZORS,
POCKET CUTLERY — CARVERS
Etc. Etc.

Quotations and Full Information from

J. H. ROPER

Canadian Representative

82 St. Francois Xavier Street, MONTREAL



Wire Fencing and the Dealer

No doubt you have heard of other Wire Fencing besides the "Dillon"—heard of certain merits which they possess.
But you have never heard of any other Wire Fencing being just like the

DILLON HINGE-STAY FENCE

Don't you want to sell a fence that you can have a monopoly on, and not one almost the same as all the other dealers sell? The "Dillon" has no copyists; therefore, you will have so much less competition.

Which Fence Will You Sell?

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { Messrs. Caverhill, Learmont & Co., Montreal.
Messrs. Christie Bros. Co., Limited, Winnipeg.

THE STANDARD IDEAL SANITARY CO., LIMITED

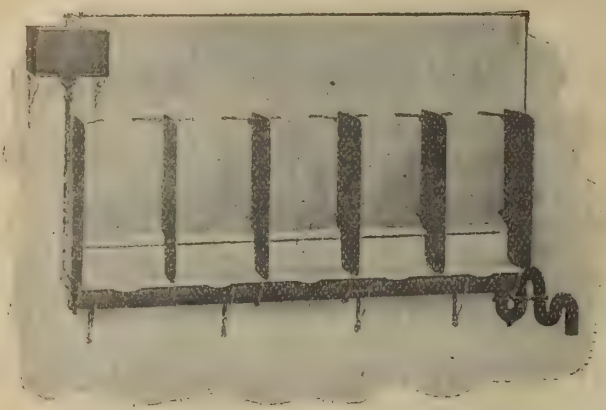


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

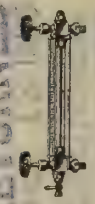
The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***

Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.




Water Gauge Mountings


Steam Whistles


Iron and Brass Valves


Pressure Regulators


Oil and Grease Cups


Gauge Cocks



We make a full line of

J.M.T. Injector

IS USED EVERYWHERE

STEAM SPECIALTIES

WE MAKE ALL KINDS OF

Steam Gauges

STANDARD AND MORRISON'S IMPROVED



Are you Fishing for Trade?

SOMETHING GOOD IN STEAM SUPPLIES?

We make these goods of a grade to give that lasting satisfaction so necessary and desirable for goods of this kind.

J.M.T. Valves and **Injectors** are leaders in their line and good goods to stock

The James Morrison Brass Mfg. Co., Limited, Toronto

TRADE MARK J.M.T. REGISTERED

PLUMBING AND STEAMFITTING

THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff in the National Builder, Chicago

Article XI.

Non-Syphonable Traps.

Non-siphonable traps are especially made to withstand the action of siphonage without resorting to back-venting. The type most commonly used is the drum trap, Fig. 50. It consists of an enlarged body with the waste inlet at the bottom of the drum and the outlet at the top of the drum. The arrow shows the direction of the flow of the waste, and the dotted lines indicate the seal of the trap.

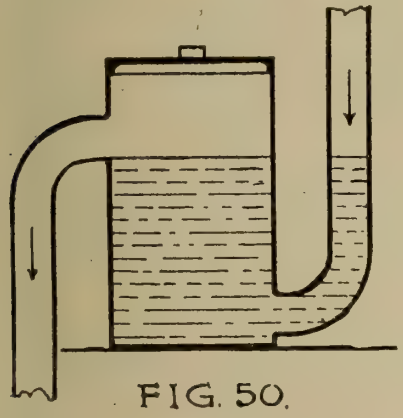


FIG. 50.

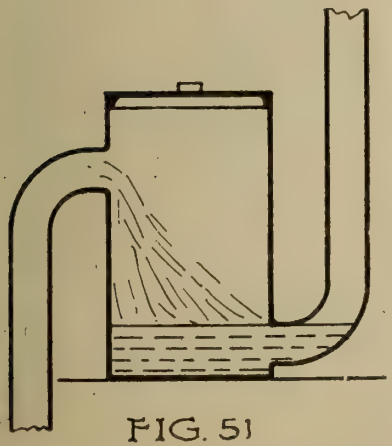


FIG. 51

The effect of siphonage on the trap is illustrated in Fig. 51. The vacuum formed in the waste pipe draws the water from the drum in the manner shown, but it can never draw enough water from it to break the seal, for the reason that when the water in the drum lowers to the inlet, as shown in the cut, the air also enters through the inlet and destroys the vacuum. As soon as the vacuum is broken, the water which has been raised up to the outlet by the action of siphonage falls back into the drum and again seals the trap.

Fig. 52 shows the effect of back pressure. The drum is usually made four times the area of the waste pipe, so to break the seal by this action it would require a pressure sufficient to sustain a column of water equal in height to five times the depth of the water seal. It rarely happens that the pressure is great enough to do this.

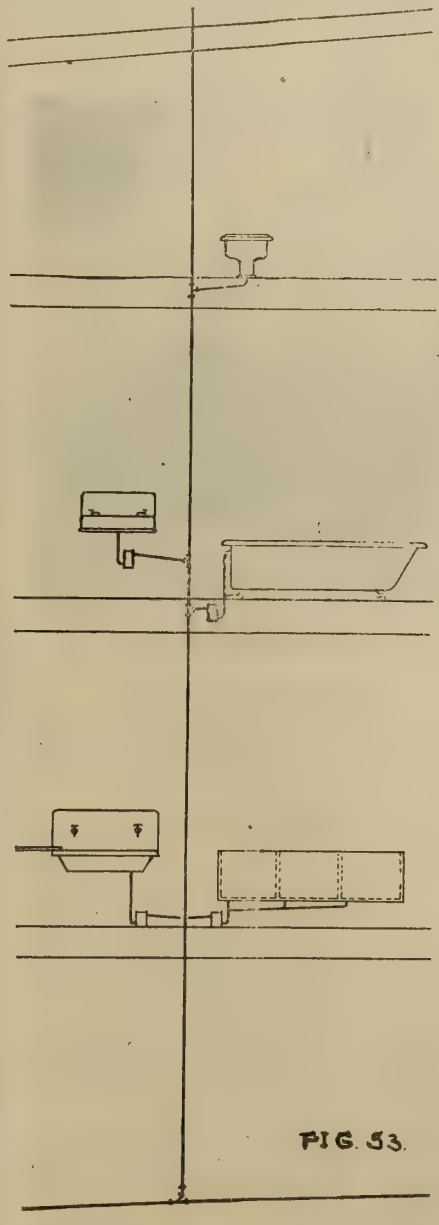


FIG. 53.

The effect of evaporation on non-siphonable traps is much the same as on unvented siphonable traps; that is, the water evaporates at the same rate, but, owing to the large body of water in the drum and the fact that only the inlet surface is open to evaporation, it would take about five times as long to break the seal in the drum trap that it would take to break a seal of the same depth in an unvented siphonable trap, or ten times as long as for a vented siphonable trap.

There are many other types of non-siphonable traps now on the market, but this one serves to illustrate their use.

There are also several types in which the seal is maintained by means of a mechanical device, and some by means of both a mechanical device and a water seal; but this type should be avoided, as the device (usually a ball of slightly greater specific gravity than water) is likely to catch filth and eventually obstruct the passage.

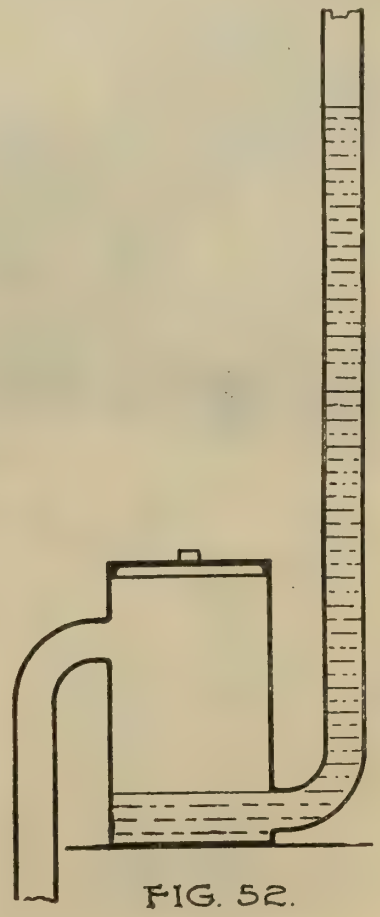


FIG. 52.

Fig. 53 shows the application of non-siphonable traps to a stack of fixtures.

E. A. Rogers, of the James Robertson Co., Toronto, has returned from a month's trip to the Pacific coast. Mr. Rogers reports that complaints are being registered all along the line about the low prices work is being taken at owing to the keen competition being indulged in.

MUELLER'S NEW CATALOGUE.

A fine new 500-page catalogue in loose-leaf style is being prepared by the H. Mueller Mfg. Co., Decatur, Ill., to be known as catalogue "D." in their series. It will probably be the beginning of the year before it is ready for distribution, but as the demand for copies is certain to be large, applications should be sent in at once in order to secure a copy of the book.

A prominent feature of the book will be the completeness of the lines illustrated. It will be divided into sections representing different classes of goods, and each section will contain an illustration of every known article in that particular class. Besides the standard styles and patterns many original with the company will be illustrated for the first time, it being intended to make it the standard book of reference for brass goods in the water, gas and plumbing trades.

Another interesting feature will be the thorough system of indexing. Besides having a general index for the sections, the separate items will be indexed and cross indexed, by name alphabetically and by plate number. The company's compilers have been at work for nearly two years preparing the literary matter, tables, etc. Upwards of 2,000 engravings will be used, and an estimate of the weight of the completed book may be had from the statement that for an edition of only 10,000 copies over 35 tons of paper will be required. The five dray loads of paper shown in the accompanying engraving represent only a portion of the paper which will be necessary for the job.



Part of the Thirty-five Tons of Paper to be Used in Mueller's New Catalogue of Brass Goods

JENKINS' NEW MONTREAL PLANT

In addition to the information already given in these columns regarding the new Jenkins valve works at Montreal, the following information is of interest. The capitalization of Jenkins Brothers, Limited, who have secured Canadian manufacturing rights of Jenkins valves, is $250,000, the president being A. B. Jenkins, who is also chief executive officer of the New York company. W. R. Stavert, of Montreal, who formerly represented the Jenkins' interests in the Dominion, is a director of the Canadian company, and a large percentage of the capital is held by employes of the company.

A tract of land has been purchased in St. Henri between the tracks of the Grand Trunk Railroad and the Lachine Canal, on which a complete valve-making plant will be constructed. The main building is to be built of brick and will be 50 by 200 feet. There will be three storeys. There will also be a foundry building, 64 by 150 feet, and an engine and boiler house, 45 by 60 feet. The company will later on build a second foundry, 60 feet by 100 feet. The initial plant, which is expected to be in operation by April, will give employment to at least 300 men.

In addition to catering to the Canadian trade, the St. Henri works will make a specialty of export trade, more particularly with such foreign countries as maintain discriminating duties against the products of the United States.

PLUMBING ITEMS.

The Town of Dunnville, Ont., asks tenders for the laying of water mains, etc.

Parry Sound ratepayers carried a by-law voting $10,000 for water works extension.

Moosomin ratepayers voted the raising of $32,000 for water works and drainage.

Hastings (Ont.) ratepayers carried a by-law to bonus the Peterborough Boiler & Radiator Co.

The Toronto city clerk asks tenders for plumbing in Toronto Police Station No. 2, also for a new steam boiler in the jail.

Thorold (Ont.) Council is again considering the question of a water works system. The contemplated cost is $80,000.

F. R. J. McPherson, Peterboro, was in Toronto during the week buying samples for the fine plumbing show-room he is fixing up in his shop.

H. R. Flett, of the Taylor-Forbes Company, Toronto, returned on Sunday from a selling trip for Sovereign radiators and boilers through Western Canada.

The American Street Lighting & Supply Co., represented by A. Keith, Toronto, have secured a contract to supply 250 street lights to the city of Hamilton.

The Journeymen Plumbers' International Union concluded their convention in Toronto a few days ago. J. Priestly, of Calgary, was elected one of the vice-presidents.

An application has been received by the Railway and Municipal Board from the town of Mount Forest for approval of a debenture by-law for $5,000 to extend and improve the town's waterworks.

AIR WASHER SYSTEM.

It is a well recognized fact that the ventilating of office buildings is of great benefit to the inhabitants. The great difficulty, however, in supplying air for ventilating is to keep a pure source to draw from. Where air is supplied for ventilation, each room acts as a settling chamber for the dust and soot which is brought in to collect on walls and furnishings, rendering ventilation objectionable in places where it is most needed.

In every city the amount of solid matter in the air is enormous. The greater part of this consists of soot or unconsumed carbon from soft coal burning furnaces. In addition to this all manner of impurities from the surface of the street and sidewalks, are kept in circulation by air currents. These air currents carry filth and disease germs into our dwellings, schools, offices and stores. How important it is, then, that the fresh air supply for ventilating systems should be above suspicion.

To cleanse the air supplied by the ventilating fan the Sovereign Bank have installed in their Montreal building the Buffalo Air Washer, consisting of a cold water spray and baffle plates removing free moisture together with the impurities from the air current. The equipment, which is manufactured by the Canadian Buffalo Forge Co., Montreal, presents a neat appearance and a glass door in the side allows an inspection of the apparatus in operation. While designed primarily as a cleanser and purifier, it is stated that by varying the temperature of the spray chamber the humidity of the air supplied can be controlled through a very wide range. In the Summer months this will be of great advantage in cooling the air and removing moisture, and in the Winter months the air will be warmed and moisture supplied to bring the air to its normal condition.

To furnish an air supply which is clean and pure and of the proper moisture contents, these briefly are the main considerations. It must be remembered that the space allowed for the apparatus in a building of this kind is very limited and that every particle of air passing at a high velocity must be thoroughly purified and moistened in the instant between entering and leaving the spray chamber. Not only this, but every particle of free moisture must be separated and removed from the air before passing into the main ducts. These results have been obtained, and tenants of the Sovereign Bank building have the benefit of a healthy atmosphere to work in.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 5, 1906.

As predicted, iron pipe is becoming more and more scarce, while the heating goods season is getting under full swing. This shortage is only one of many in the various lines of manufactured goods whose raw material is pig iron. This article is so difficult to obtain that mills are in some cases forced to curtail production because of inability to get deliveries of the raw material.

A sharp advance in ingot tin has affected one item in the plumbing list, and solder prices have gone up one cent for both half-and-half and wiping.

All finishing goods are in very active demand, and trade in general is exceptionally good.

RANGE BOILERS—Business is brisk, at unchanged prices. We still quote as follows: Iron clad, 30 gallon, $5 ; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—Primary markets are even stronger than at our last report, but no changes have occurred on lead pipe quotations. We still give the following discount: 10 per cent. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—An unusually heavy demand is being felt, and prices are firmly held. We quote : Discounts on all sizes of nipples up to 6 inch, 67½ to 70 per cent.

IRON PIPE—Many sizes are almost impossible to obtain. From present appearances, no relief from the scarcity seems to be in sight. Our prices are : Standard pipe in lots of 100 feet, regular lengths. 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch, and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Montreal prices are unchanged and the following discounts are still generally quoted : Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Owing to a big jump in ingot tin we have been advised by jobbers that their price on solder has advanced 1 cent, and we are now quoting : Bar solder, half-and-half guaranteed, 25c. ; No. 2 wiping solder, 22c.

ENAMELWARE—We are still quoting as follows : Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65, special $18.65; plate E11 and E21, 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, October 5, 1906.

Trade is rushing in every quarter, the demand for all classes of goods being greater than the supply, the consequence being that shipments are delayed for a greater or lesser period. In enamelware and in iron pipe the greatest shortage is noted. It is very difficult to get any pipe less than 1½ inches in size and it will be good news to the trade to know that the Page-Hersey plant is to be quadrupled in size, according to plans now under way.

Prices are all very firm, the only change being in plumbers' oakum, which is now quoted at from 4¾ to 5 cents.

Heating supplies are in brisk demand and work on new buildings is being rushed to the limit.

LEAD PIPE — The discount on lead pipe remains at 10 per cent. off the list price of 8c. per pound.

SOIL PIPE AND FITTINGS — We quote : Medium and extra heavy pipe and fittings, 65 per cent. off ; light pipe and fittings, 60 per cent. off ; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The supply of both galvanized and black pipe continues very light. We quote : Black, 1-in. pipe, $4.37 ; galvanized, 1-in. pipe, $6.02. See current market quotations for other sizes.

IRON PIPE FITTINGS—There is no change since last week, and as demand is keen prices are firm. We quote: Cast iron elbows, tees, crosses, etc., 67½ per cent.; cast iron plugs and bushings, 67½ per cent.; flange unions, 65 per cent.; nipples, 75 and 5 per cent.; iron cocks, 60 per cent.; Canadian malleable, 35 per cent.; American malleable, 25 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 and 10 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65½ per cent.; ring hangers, black or galvanized, 70 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote : 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75 ; extra heavy, $6.75 ; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75 ; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20 ; 82 gallon, standard, $21; extra heavy, $24 ; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47 ; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS — Prices are the same. We quote : Hot water, 50 and 2½ per cent. ; steam, 50 and 5 per cent. ; wall radiators, 50 per cent.

SOLDER — Quotations remain very firm as follows : Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE—Quotations continue as follows: Plate E1, 5 ft., first quality, $20.65, special $18.65; plate E11, 5 feet, first quality, $19.15, special $17.15 ; plate E21, 5 feet first quality, $14.15, special $17.15; plate E35, 5 feet, first quality, $24.65, special $22.90. Fittings extra.

THE NEW
"SOLID-ADJUSTABLE"
HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada



ARMSTRONG'S
FAMOUS DIE STOCKS

have for years met the most exacting requirements for mechanical excellence. They are light, strong, durable, adjustable. Sold by leading dealers the world over.

Write for complete illustrated catalogue.

THE ARMSTRONG MFG. CO.
292 KNOWLTON ST., BRIDGEPORT, CONN.

DO you want anything in the Heating goods line?

DO you want anything in the Enamelware line?

READY FOR ORDERS

ORLANDO VICKERY

178-180 Victoria Street *TORONTO, CANADA*

Free From Sandholes

You never heard of sandholes being in

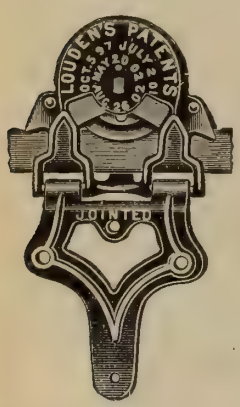


Diamond Brand Fittings

neither did any other dealer. "D.B." Fittings have no blemishes

OSHAWA STEAM & GAS FITTINGS CO., LIMITED

OSHAWA, CANADA



Louden's Standard Jointed Barn Door Hangers CANNOT JUMP THE TRACK.

They always run easily and give satisfaction.

Everyone who uses them is more than pleased.

They also have track cleaners which throw all obstructions off the track, instead of letting them wedge under the wheels, as other hangers do. This feature is fully covered by our patent.

They will run on any 1¼ x 3/16 Barn Door Track.

Like all other Hangers that we make, they are the best that are made.

LOUDEN MACHINERY CO., Guelph, Ont.

We make the largest and best line of Hay Tools on earth for either field or barn.

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

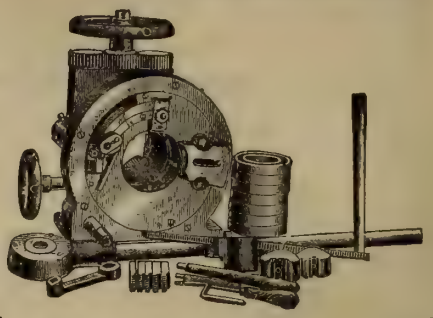
STANLEY RULE & LEVEL CO.

NEW BRITAIN., Conn., U.S.A.

Are Journeymen Plumbers Scarce?

If you want a plumber or fitter insert a want ad. in Hardware and Metal and your want will be supplied on short notice.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

HAND GROUND

TWO COCKS FREE



TWO COCKS FREE

For every one sent you defective

HOW'S THAT FOR A GUARANTEE?

Glauber Brass Mfg. Co.

CLEVELAND, O.

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

JUST one of the eleven Oxford betterments

Every boiler with rubber-gasket-joints is bound to leak sooner or later. As a rule, it's a great deal sooner.

But you will never hear of a leaky Oxford Hot Water Boiler. That's on account of the ALL-METAL joints, made with the Oxford push-nipple.

Every nipple is smooth-tapered to a perfect driving fit for the smooth-tapered holes,—exactly as our radiator loops are fitted.

That makes a joint absolutely leak-proof. It's a joint that will last almost forever

It's a joint that saves you time and money when you instal the Boiler. It's the one joint you never have to go back to repair after you've got it installed. That's two savings.

The Oxford Boiler is made so easy for you to sell—and the profit on it is so sure to please you, that you can't go wrong asking for our proposition to really live dealers.



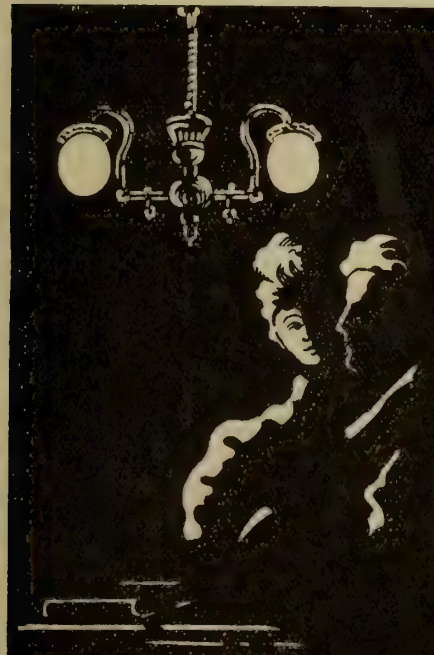
The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

179



Why Sit in Darkness

when first-class Lamps for all purposes may be had from the Rochester Lamp Co. at prices that are right?

The

Queen City Inverted Gas Lamp

Newest and Best of All.

ASK FOR PRICES.

THE ROCHESTER LAMP CO TORONTO

GALVANIZING

WE HAVE THE

LARGEST PLANT IN CANADA

AND ARE IN A POSITION TO DO

THE LARGEST WORK
THE BEST WORK
THE CHEAPEST WORK

We run 2 pots continuously, by which we are enabled to give Special Work advantages both in

Quickness and Quality

As we are large users of GALVANIZED GOODS, we can afford to

QUOTE LOWER PRICES
THAN ALL OTHERS

ONTARIO WIND ENGINE & PUMP CO. LIMITED

(Atlantic Avenue) **TORONTO**

MR. STEAMFITTER

we assume you have the best interests of your business at heart, that you try to give your clients the best service and satisfaction. The



DAISY
Hot Water Boiler

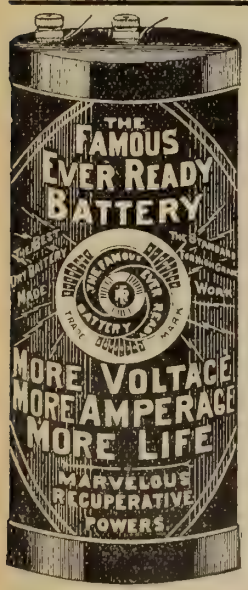
has been the cause of many fitters' success and prosperity. Its friends outnumber those of all other boilers made in Canada, and every one you install means a permanent and satisfied customer.

CLUFF BROTHERS

Selling Agents for

Warden King & Son, Limited

TORONTO



The Ever Ready Dry Battery

FOR AUTOMOBILE and

GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que



No. 30 King. Price each $4.25 net.

HOTTEST ON EARTH

We manufacture the largest line of mechanical tools using gasoline, kerosene and alcohol as fuel. Your jobber will supply you at factory prices. Guaranteed to please you or money refunded.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - CHICAGO, U.S.A.



Kerr's Weber Iron Body Gate Valves

Are recognized as the leading Gate Valves
"MADE IN CANADA."

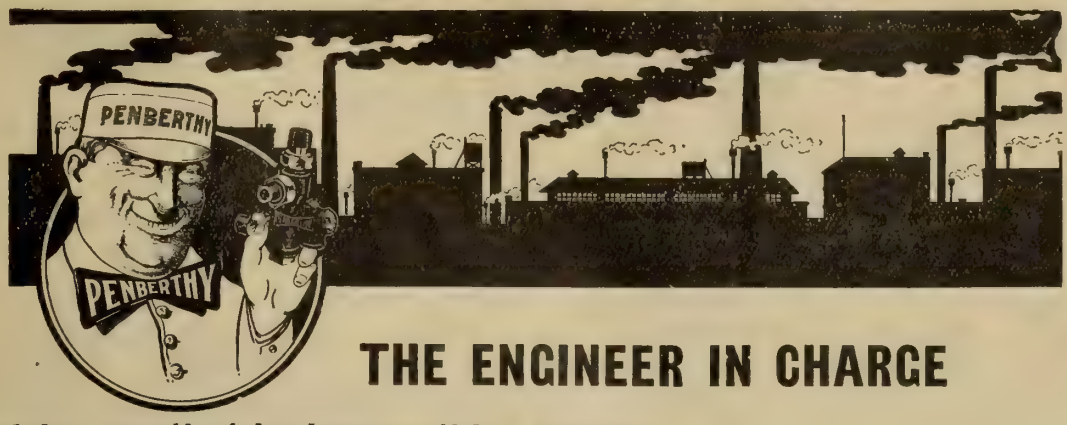
Every valve is tested and packed before shipment
Send for Catalog.

The KERR ENGINE CO., Limited

Manufacturers

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



THE ENGINEER IN CHARGE

will advise you that he buys nothing but the

Genuine Penberthy Automatic Injector

Do you stock them ?

BE ABLE TO DELIVER THE GOODS

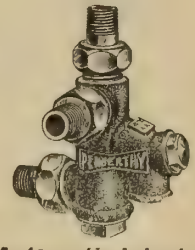
GET PENBERTHY PRICES ON PENBERTHY BRASSES

SOME OF OUR LINES:

Injectors	*Oiler Cups*	*Air Cocks*
Ejectors	*Grease Cups*	*Radiator Vents*
Water Gauges	*Whistles*	*etc.*
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Write for Catalog

Genuine



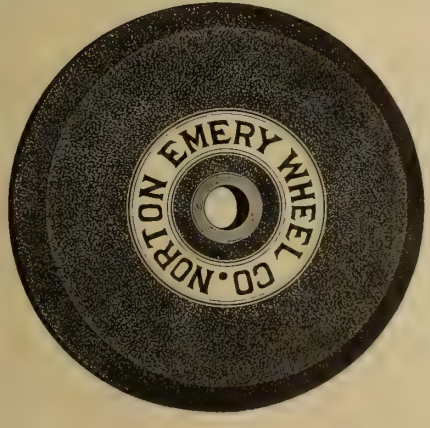
Automatic Injector

MANUFACTURED BY Penberthy Injector Co., Limited, Windsor, Ont.

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For

Machine Shop Users



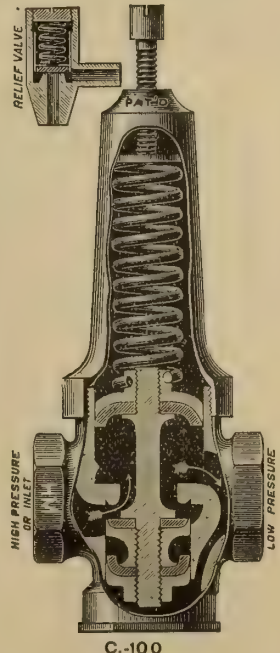
We carry a complete stock of Machine Shop Supplies.

All Orders Filled Promptly

The Canadian Fairbanks Co.

Limited

Montreal Toronto Winnipeg Vancouver



C.-100

Mueller Water Pressure Regulators

High pressure at faucets is conducive to unnecessary or high water rents, as more water is delivered than is wanted. With this regulator the pressure is reduced at faucets, waste is diminished and water rents correspondingly lessened.

THE MARK OF DECATUR HOM ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS

UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

SKILL —— HONOR

Before all "McArthur's" products there is Skill. Behind all "McArthur's" products there is Honor.

We know how to make **BUILDING PAPERS, TARRED FELTS, SHEATHING, READY ROOFING, WRAPPING PAPERS.** We always make as best we know how.

Experience is our only Guide. Confidence our only Goal.

"BLACK DIAMOND" TARRED FELT AND "JOLIETTE" and "CYCLONE" BRANDS OF SHEATHING

are specimens of "Skill and Honor" goods.

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Oct. 5, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27½	0 28

BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.
Spun..... }

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ¼ to 2 in.	0 31

TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$46 00	$46 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C,14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base.....	6 50
I X, 14 x 20 "	8 00
I X X, 14 x'20 base.....	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50

"Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 75
IX, 14 x 20 "	5 75
I XX, 14 x 20 "	6 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
I.C., special sizes, base	4 25
20x28	7 75

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 00
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge.....	7 50
" " 26 " 7 50	8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.....	2 05	2 15
Forged iron "	2 30	....
Refined " "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base...	....	2 65
Sleigh shoe steel "	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel..... ...		0 12
B. K. Morton & Co.—		
"Alpha" high speed.....		0 65
" annealed		0 70
"M" Self-hardening.....		0 50
"J quality, best warranted		0 18
"I" " warranted.....		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel....	0 10	0 20
" "Novo".....		0 65
" " annealed		0 65
Thos. Jowett & Sons B.P.L. tool steel annealed.....		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules.....	0 20
Star.....	0 15
No. 1	0 12
No. 2.....	0 10
No. 3.....	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit.....	0 40
Standard Anti-Friction Babbit.....	0 30
" Special Babbit	0 25
Car Box Babbit.....	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin.....	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 31
No. 1 Monarch	0 22
"King" Anti-friction.....	0 14½
Fleur-de-lis Anti-friction	0 13
No. 1 Thurber.....	0 11½
Philadelphia.....	0 08½
Canadian.....	0 06
Hardware Babbit No. 1.....	0 08
" " " 2	0 07
" " " 3	0 06

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 60
14 gauge.....	....	2 80
17 gauge.....	....	2 40
18 "	2 30	2 45
20 gauge.....	2 30	2 55
22 "	2 30	2 60
24 "	2 30	2 70
26 "	2 35	2 85
28 "	2 40	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 80
Galvanized Canada Plates, 52 sheets	4 25
" " " 60 "	4 50

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60.....	4 50	4 60
20x28x80	8 50	8 70
" 94.....	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 " ..	3 95	4 20
28 " ..	4 20	4 50

Apollo.

10⅝ oz. (American gauge).....	4 25 4 60
28 gauge..... "	4 00 4 25
26 " ..... "	3 75 3 90
24 " ..... "	3 50 3 70

	Queen's Head.	Bell.	Windmill Best.
Comet.			
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 25c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		7 00
" ¼ "		5 85
" 5-16 "		4 45
" ⅜ "		3 75
" 7-16 "		3 50
" ½ "		3 25
" 9-16 "		3 20
" ⅝ "		3 20
" ¾ "		3 10
" 1 "		3 00
" 1¼ "		3 05

Halte., kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots.....	21 50	22 00

Bars.

Cut lengths, round, ¼ to ⅞ in..	26 00
" round and square,	
Cut lengths, 1 to 2 inches....	25 00 26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60	26 00
Plain, 14 oz.....	27 00
Tinned copper sheet.....	28 00
Planished	35 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

ZINC SPELTER.

Foreign, per 100 lb	7 00	7 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks.....	8 25

LEAD.

Imported Pig, per 100 lb.....	4 90 5 00
Bar, "	5 25
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ¼c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality	Special
4 and 4½ ft. 3 in. rolled rim..		$19 65	17 65
5 feet	"	.. 20 65	18 65
5½ "	"	.. 22 15	20 15
6 "	"	.. 24 90	22 90
Plate E II			
5 feet	2½ in. "	.. 19 15	17 15
5½ "	2½ " "	.. 20 65	18 65

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201.....	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.	65 & 5 p.c.	70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 10 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 65 per cent.; headers. 65; flanged unions and lipped, 65; malleable bushings 60 nipples, up to 6 in., 75 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
¼ inch.....	2 09	¼ inch..... 2 92
⅜ "	2 09	⅜ " 2 92
½ "	2 42	½ " 3 27
¾ "	3 05	¾ " 4 20
1 "	4 37	1 " 6 02
1¼ "	5 96	1¼ " 8 21
1½ "	7 15	1½ " 9 86
2 "	9 54	2 " 13 10
2½ "	14 50	2½ " 21 80
3 "	19 00	3 " 28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I. B. B. M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock.....net	1 75
No. 4 " ..... "	1 90
No 7 Fuller's .... "	2 35
No. 4½ " ..... "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208..... 2 25
Square head brass cocks, discount 65 per cent.
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon..... ..net	25 00
" 35 " .... "	29 00
" 40 " ..... "	33 00

Discount off copper boiler 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	23.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, discount 65 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe and fittings, per 60 cent. off.

CLAUSS BRAND BARBER'S SHEARS

Fully Warranted.

Solid Steel and Steel Faced. Hand forged from Finest Steel. These Shears are especially tempered for the purpose they are intended.



FULL NICKEL PLATE FINISH.

Write for Trade Discounts

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

½-lb. per lb.	0 37
1-lb. or over "	0 34

SOLDER.

	Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping	0 22	0 24

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.	Per 100 lbs.
Pure	6 75
No. 1	6 40
No. 2	6 10
No. 3	5 80
No. 4	5 25
Munro's Select Flake White	7 00
Elephant and Decorators' Pure	6 80
Monarch	6 75
Standard Decorator's	6 50
Essex Genuine	6 25
Brandram's B. B. Genuine	7 50
" Anchor," pure	6 25
Ramsay's Pure Lead	6 40
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50
Sanderson Pearcy's	6 55

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 6½	0 07½
No. 2	0 5¾	0 06¾

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " ½ gal.	1 40
" " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints, gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00

	Per gal.	Net.
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, assorted case, from to 1 gal., $2.50.		
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 56c. per lb., f.o.b., Eastern Canadian Points.
Shellac, T.N. orange, etc., 49 to 53c, f.o.b., New York.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Pistol, discount 30 p.c., American.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Central Fire, Military and Sporting, American, add 20 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 and 5 per cent. American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign, 25, 10 and 10; Regal, 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells, 25 and empty brass shells, 55 per cent. off.
Primers, Dom., 35 per cent.; American $1.75

Shot.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8.50 and 5% list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

	Wads. per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07¼	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " Norway Iron ($3 list)	50
Machine Bolts, all sizes, ⅜ and less	60
Machine Bolts, 7-16 and up	55 and 5
Plough Bolts	55 and 5
Blank Bolts	55 and 5
Bolt Ends	55 and 5
Sleigh Shoe Bolts, ⅜ and less	60
" " " 7-16 and larger	50
Coach Screws, conepoint	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts, 75 per cent.	

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent.
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50	8 50

CEMENT AND FIREBRICK.

F, Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.
Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.
Plain or Corrugated.

2-inch	per 100 feet	3 30
3 "	" "	4 40
4 "	" "	5 80
5 "	" "	7 45
6 "	" "	9 90

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in.	"	0 95 1 65
English	"	2 00 4 00

DOOR SPRINGS (COIL).
Chicago Spring Butt Company.
Chicago Door Springs, 25 per cent.
Reliance Door Springs, 25 per cent.

DRAW KNIVES.
Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.
Hand and Breast.
Millar's Falls, per doz., net list.

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.
Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 30

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.
White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.

ESCUTCHEONS.
Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.
Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
100 to 110	....	27 50

Discount off list, 15 per cent. For broken boxes 33⅓ off.

GAUGES.
Marking, Mortise, Etc.
Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

GILLETT'S POWDERED LYE.
1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

HEAD HALTERS.

Jute Rope, ½-inch	per gross	9 00
" " ¾ "	"	10 00
" " ⅞ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HAMMERS.
Nail.
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.
Tack.

Magnetic	per doz.	1 10 1 20

Sledge.

Canadian	per lb.	0 07 0 8½

Ball Pean.
English and Canadian, per lb. 0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.
C. & B., discount 40 per cent., revised list.
Hoe.
C. & B., discount 40 per cent., revised list.
Saw.

American	per doz.	00 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.
Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

HANGERS, BARN DOOR.
Chicago Spring Butt Company.
Chicago Friction Hangers.....5 per cent.
Chicago Oscillating Hangers.....5 "
Chicago Big Twin Hangers.....5 "

HARVEST TOOLS.
Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.
Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAT ENAMEL.
Henderson & Potts' "Anchor Brand"

HAY KNIVES.
Net prices.

HINGES.
Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent.

Screw hook and hinge—

to 10 in.	per 100 lb.	4 50
12 in. up	"	3 25
Spring, No. 20, per gro. pairs		10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

SPRING HINGES.
Chicago Spring Butt Company.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago (Ball Bearing) Floor Hinges, 40 and 5 per cent.
Garden City Fire Engine House Hinges, 12½ per cent.
Chicago Saloon Door Spring Hinges, 12½ per cent.

HOES.

Garden, Mortar, etc., discount 60 per cent.		
Planter	per doz.	4 00 4 50

HOLLOW WARE
Tinned cast, 35 per cent

HOOKS.
Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.
Wrought hooks and staples Canadian discount 60 per cent.
Wire.
Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list	Oval
M.R.M. Co. brand, 55 per cent.	Head
"Monarch," 50 and 7½ per cent.	
"Peerless" 50 per cent. dis.	

HORSESHOES.
F.O.B. Montrea

M.R.M.'Co. brand, base	3 65
New Pttern "P B." horseshoes	3 50

Add 15c. Toronto, Hamilton, Guelph.

JAPANNED WARE.
Discount 50 per cent.

KEYS.
Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	0 60

KNOBS.

Door, japanned and N.P., per doz.	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

LAMP WICKS.
Discount, 60 per cent.

LADDERS, EXTENSION.
Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 0 90

LOCKS.
Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle discount 30 per cent
Padlocks.

English and Am.	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MACHINE SCREWS.
Iron and Brass.
Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.
German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

MILK CAN TRIMMINGS.
Discount 25 per cent.

NAILS.

	Cut.	Wire.
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	0 85	2 50
No. 1	0 85	
No 1573	0 75	

NAIL SETS.

Square, round and octagon, per gross		3 38
Diamond		1 00

OAKUM.

Plumbers	per 100 lb.	4 75

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED).
Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen		6 00 9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PLANES.
Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.

STANLEY PLANES

No. 2	1 55
" 3	1 65
" 4	1 80
" 5	2 07
" 6	2 68
" 7	3 00
" 8	3 60

Net List prices.

POULTRY NETTING.
2-in. Mesh, 19 w.g., dis. 50, 10 and 5 per cent
All others 50 per cent.

PLANE IRONS.

English	per doz.	2 00 5 00

PLIERS AND NIPPERS.
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00 9 00

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

Results Speak Loud *in Hardware and Metal Want Columns. They are widely read. Give it a trial.*

PRESSED SPIKES.

iscount 20 per cent.

PULLEYS.

Hothouse ..... per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

PUNCHES.

Saddler s ..... per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RAKES.

Wood..... per doz. net 1 20 up

RAZORS. per doz.

Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Carbo Magnetic.....	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65.....	....	13 00
Griffon Safety Razors.....	....	13 50
Griffon Stropping Machines..	....	13 50
Lewis Bros. " Klean Kutter'	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish.....	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 35 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE, ETC.

Sisal.....	0 10½
Pure Manilla	0 15
"British" Manilla.....	0 11½
Cotton, 3-16 inch and larger.....0 21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet.....per doz.	0 60
" " 60 feet..... "	0 75
" " 72 feet..... "	0 90

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.

Crosscut, Disston's....per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete.....each	0 75	2 75
" frame only.....each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring..... 4 25
" common frame..... 4 00

SASH WEIGHTS.

Sectional.....per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb.....	....	0 31

SAW SETS. per doz.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cenc.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)	(Reinforced S Scoop.)
Moose..... $17 50	$16 30
Bear 15 00	15 30
Fox..... 12 50	14 30
Black Cat.... 10 00	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492 .....per doz.	1 90	2 25
" No. 493 ..... "	2 40	2 55
" No. 494 ..... "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita .....per lb.	0 28	0 60
Hindostan ..... "	0 06	0 07
" slip ..... "	0 09	0 09
Labrador..... "	....	0 13
" Axe..... "	....	0 15
Turkey ..... "	....	0 50
Arkansas..... "	....	1 50
Water-of-Ayr ..... "	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch..... " "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 15
" " tinned.....	80 and 20
" " (in kegs).....	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk....85,	12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	55
Copper tacks.....	50
Copper nails	52½
Trunk nails, black	65 and 5
Trunk nails, tinned.....	65 and 10
Clout nails, blued	65 and 5
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.
German.....per doz. 4 75 5 00
S. & D., discount 35 per cent.

TWINES.

Bag, Russian .....per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress .....per lb	0 33	0 45
Staging..... "	0 27	0 35

VISES.

Wright's.....	....	0 13½
Brook's.....	....	0 12½
Pipe Vise, Hinge, No. 1.....	....	3 50
" " No. 2.....		5 50
Saw Vise	4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE

Smooth Steel Wire.

No. 0-9 gauge.....	$2 15
10 "	6c. extra
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 47½ per cent. off the list.
Copper wire, discount 47½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3 15 — No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.17½ f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton, Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING.

Galvanized barb.....	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.42½ for small lots and $2.30 for carlots.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 45
" No. 11	3 10
" No. 12	2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..	1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Leader, 11 in.....per doz.	32 00
Royal Canadian, 11 in. "	29 00
Royal American, 11 in.	29 00

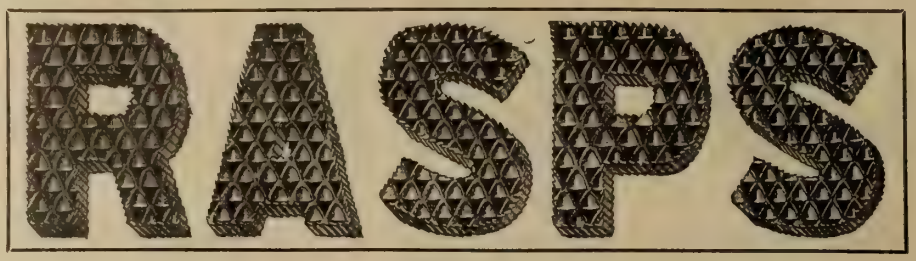
Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Albany Hardware Specialty Co 24
American Shearer Mfg. Co..... 41
Armstrong Mfg. Co 61
Armstrong Bros. Tool Co 15
Atkins, E. C., & Co..... 9
Atlas Mfg. Co..... 14

B

Barnett, G. & H. Co....outside back cover
Barrett, Jos., & Sons..... 72
Batty Stove Co. 12
Bell, Thomas, Sons & Co 47
Bird, F. W..... 53
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co. 41
Bowser, S. F., & Co..... 49
Brantford Roofing Co. 9
Brigent, A. E. 17
Burr Mfg. Co..... 12
Business Systems..... 10

C

Cameron & Campbell. 26
Canada Foundry Co 12
Canada Iron Furnace Co..... 45
Canada Paint Co..... 50
Canada Paper Co 12
Canada Smelting Works 45
Canadian Bronze Powder Works..... 47
Canadian Fairbanks Co 62
Canadian Heating & Ventilating Co.. 19
Canadian Rubber Co....outside back cover
Canadian Sewer Pipe Co..... 45
Canadian Shovel & Tool Co..... 4
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 1
Clauss Shear Co..... 67
Cluff Bros..... 64
Consolidated Plate Glass Co..... 52
Consumers' Cordage Co..... 10
Contract Record Co..... 41
Covert Mfg. Co 41
Cumming Mfg. Co..... 18

D

Dana Mfg Co 43
Davenport, Percy P..... 72
Davidson, Thos., Mfg. Co..... 4
Deseronto Iron Co..... 45
Diamond Saw and Stamping Works... 14
Dieckmann, Ferdinand..... 53
Dominion Cartridge Co. 51
Dominion Wire Mfg. Co..... 18
Dorken Bros..... 55, outside front cover
Dowswell Mfg. Co 57

E

Eadie, H. G..... 45
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa..... 13
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 47
Findlay Bros..... 21
Forman, John 45
Forwell Foundry Co 61
Fox, C. H..... 16
Francis-Frost Co..... 19
Frothingham & Workman 6

G

Galt Art Metal Co..... 55
Gibb, Alexander..... 16
Gibsone, J. B..... 16
Gilbertson, W., & Co..... 45
Glauber Brass Co..... 62
Greening, B., Wire Co..... 56
Guelph Spring & Axle Co..... 12
Guelph Stove Co..... 20
Gurney Foundry Co..... 19, 63
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hanover Portland Cement Co..... 15
Harrington & Richardson Arms Co 2
Harris, J. W., Co..... 11
Hart & Cooley Co..... 72
Heinisch, R., Sons Co..... 15
Henderson, J. A. 17
Henderson & Potts Co 48
Heney, E. N., & Co..... 72
Hobbs Mfg. Co 22
Hope & Noden..... 41
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 16
Hyde, F. & Co..... 25

I

Imperial Varnish and Color Co..... 46
International Portland Cement Co.... 15

J

Jamieson, R. C., & Co..... 43
Jardine, A. B., & Co. 45
Johnson's, Iver, Arms and Cycle Works 54
Joy Mfg. Co..... 19

K

Kemp Mfg. Co..... 26
Kerr Engine Co..... 64

L

Leslie, A. C., & Co.outside front cover, 45
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 56
London Foundry Co..... 9
London Rolling Mills 14
Louden Machinery Co. 62
Loughead, J. S., & Son..... 12
Ludger Gravel Co..... 16
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McArthur, Corneille & Co. 49
McCaskill, Dougall & Co..... 47
McClary Mfg. Co..... 22
McDougall, R., Co..... 72
Macfarlane, Walter..... 13

M

Maple Leaf Harvest Tool Co 8
Marlin Firearms Co..... 25
Martel-Stewart Co..... 11
Martin-Senour Co 49
Maxwell, David..... 17
Merrell Mfg. Co..... 65
Metal Shingle and Siding Co..... 13
Metallic Roofing Co 43
Might & Right..... 11
Mitchell, H. W 16
Montreal Rolling Mills Co 14
Moore, Benjamin, & Co. 21
Morrison, James, Brass Mfg. Co..... 54
Morrow, John, Machine Screw Co 15
Mueller, H., Mfg. Co 65
Munderloh & Co..... 69

N

Newman, W., & Sons 41
Nicholson File Co.. 70
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 45
Novelty Mfg. Co 54

O

Oakey, John, & Sons..... 41
Ontario Lantern & Lamp Co..... 17
Ontario Tack Co..... 44
Ontario Wind Engine and Pump Co .. 64
Orford Copper Co..... 45
Oshawa Steam & Gas Fitting Co..... 62
Owen Sound Wire Fence Co..... 67

P

Paterson Mfg. Co..... 68
Pearce, Frank, & Co 16
Pelton, Godfrey S 47
Penberthy Injector Co..... 65
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 25
Phillips, Chas. D 15
Phillips, Geo., & Co..... 56
Pink, Thos..... 11

Q

Queen City Oil Co.. .. ..

R

Ramsay, A., & Son Co..... 56
Reid, David, & Co..... 16
Robertson, James Co....inside back cover
Rochester Lamp Co. 63
Roper, J. H 57
Round, John, & Son..... 15

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 19
Scott, Bathgate & Co..... 16
Sells Commercial..... 15
Seymour, Henry T., Shear Co..... 15
Shantz, I. E., & Co..... 61
Sharratt & Newth 12
Sherwin-Williams Co..... 44
Silica Barytic Stone Co..... 72
Spear & Jackson 10
Stairs, Son & Morrow..... 70
Standard Ideal Sanitary Co..... 58
Standard Paint and Varnish Works... 47
Stanley Rule & Level Co..... 62
Starr Mfg. Co. 14
Steel Trough and Tank Co..... 12
Stephens, G. F., & Co..... 41
Sterne, G. F., & Son 16
Stewart, Jas., Mfg. Co..... 23, 21

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co.outside back cover
Toronto Silver Plate Co..... 24
Turner Brass Works 64

U

Universal Systems 51

V

Vickery, O..... 62

W

Wallace Barnes Co 41
Western Wire Nail Co 57
Wilcox Mfg. Co..... 13
Winnipeg Paint and Glass Co 41
Wright, E. T., & Co 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Robertson, Jas. Co,, Montreal.

Bath Room Fittings.
Carriage Mounting Co., Toronto.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co. Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Brass Goods.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.
United Brass Mfg. Co., Cleveland, Ohio.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Brushes.
Ramsay, A., & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Can Openers.
Cumming Mfg. Co. Renfrew.

Cans.
Acme Can Works, Montreal.

Carpenters' and Builders' Tools and Supplies.
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Carriage and Waggon Accessories.
Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton, Ont.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.
Silberstein, A. L., New York.

Door Hangers.
Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell Toronto.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions
Bradstreet Co.

Firearms and Ammunition.
Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.
Marlin Firearms Co., New Haven, Conn.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Montreal Rolling Mills Co., Montreal.

Glaziers' Diamonds.
Gibsone, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Maple Leaf Harvest Tool Co, Tillsonburg, Ont.

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers.
Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Copeland-Chatterson Co, Toronto.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal.
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Bell, Thos., Sons & Co., Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shellac
Bell, Thos., Sons & Co., Montreal.

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co., Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Hardware and Plumber—



We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.



McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA



Trade Mark

"LION"

BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,

Montreal, Quebec

Wrought Steel Registers

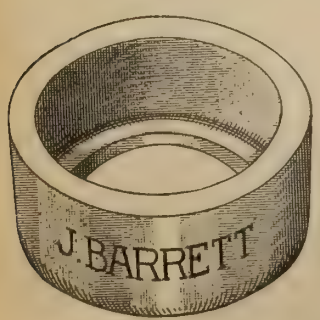
Standard Sizes, All Finishes
Perfect Operating Device
Unusually Large Air Space
For Sale by Leading Jobbers



H. & C., No. 100.

HART & COOLEY CO.,

NEW BRITAIN, Conn., U.S.A.



HONEST GOODS

Jos. Barrett & Sons, - - Petrolia

Manufacturers of all kinds and sizes of

Plunger Leathers or Valve Cups

HONEST PRICES

2½-in.	cups	$6.00	per 100
3-in.	"	$7.00	" 100
3½-in.	"	$8.00	" 100
4-in.	"	$9.00	" 100

Complete list on request

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner.

Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.

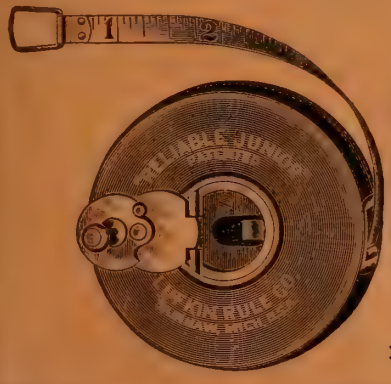
WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve  Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

"White's" Brand Portland Cement

Ordinary Commercial or Lump Whiting

Machine Powdered Whiting

Gilders' Whiting (a Superfine Grade)

Paris White (an Extra Superfine Grade)

Lump Chalk

Prices to Import on Application to

B. & S. H. THOMPSON & Co.

IMITED

53 ST. SULPICE STREET, MONTREAL

Agents for

The Associated Portland Cement Manufacturers (1900) Limited

London, England

EBONY

BLACK PACKING

(Mirror Finish)

"Made in Canada"

This Black Packing, of our exclusive manufacture, is different to anything else on the market. Not only different—it's better.

Send a Postal for a free sample.

THE

CANADIAN RUBBER CO.

OF MONTREAL LIMITED



Mark of Quality

155 Granville Street, - Halifax, N.S.
Imperial Bank Bldg., Montreal, Que.
Front & Yonge Sts., - Toronto, Ont.
89 Princess St., - Winnipeg, Man.
403 Cordova St., - Vancouver, B.C.
and at
Regina, Calgary, Victoria, B.C.

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, OCTOBER 13, 1906 NO. 41.

E. M. BICKINSON'S



CARVERS
CASED GOODS
TABLE CUTLERY
BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

BEST STEEL SHEETS

"QUEEN'S HEAD"—softest and flattest made

"SOUTHERN CROSS" — Dead flat, quality guaranteed

Also, good merchant quality, open and close annealed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL
Managers Canadian Branch.

IF you like a really good boiler, you'll quickly recognize that the *"Sovereign" Boiler* is "likeable."

IF you sell a really good boiler, you'll quickly recognize that the *"Sovereign" Boiler* is "sellable."



Carry out the good intentions at once

We are also manufacturers of the well-known "Sovereign" Radiators.

SECURE PARTICULARS

TAYLOR-FORBES COMPANY, Limited

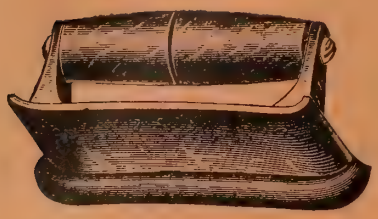
TORONTO—1088 King St. West.
MONTREAL—122 Craig St. West.
Head Office and Works, GUELPH, ONT.

AGENTS:
Mechanics' Supply Co., Quebec.
Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

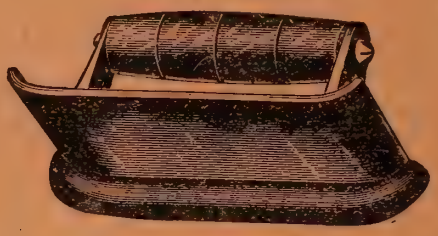
See Classified List of Advertisements on Page 67.

Cement Pavement Tools

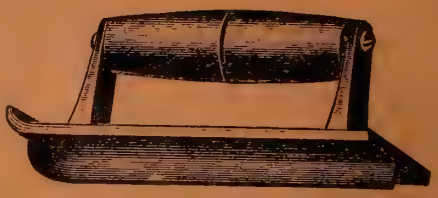
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INCURVE EDGER

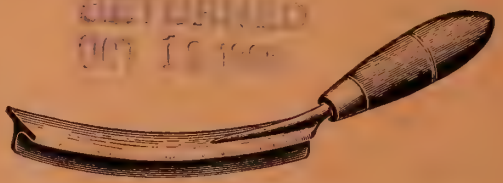


EDGER



STRAIGHTEND JOINTER

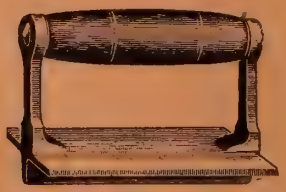
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OCT 13/06
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Page No. 82
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ORDINARY JOINTER



LINE ROLLERS



WIDE JOINTER



BRONZE DOT ROLLER

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

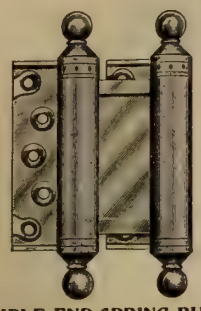
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

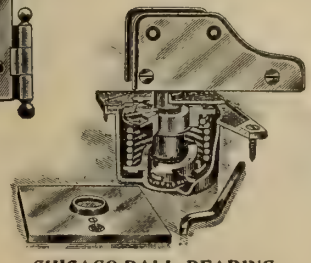
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of **WINCHESTER** and **DOMINION**

Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

OTTAWA, ONT.

Other Tools are very Good Tools, but

"YANKEE TOOLS"

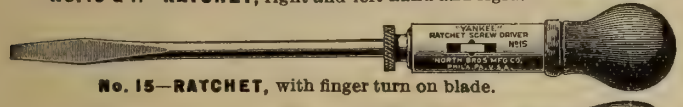
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



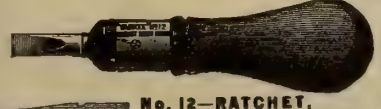
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



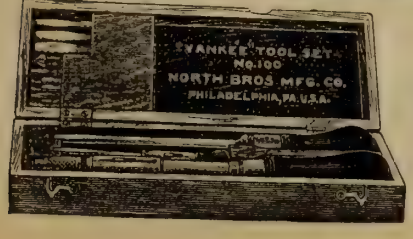
No. 12—RATCHET, with stub blade



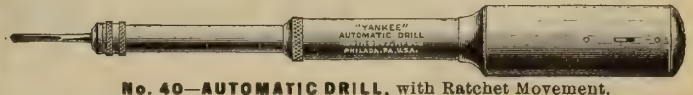
No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.



DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

WE DO

GALVANIZING

IRON, CAST, MALLEABLE,
WROUGHT, SHEET, FITTINGS

QUICK

Phone M. 1729
31 WILLIAM ST., TORONTO

THE CANADA METAL CO.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

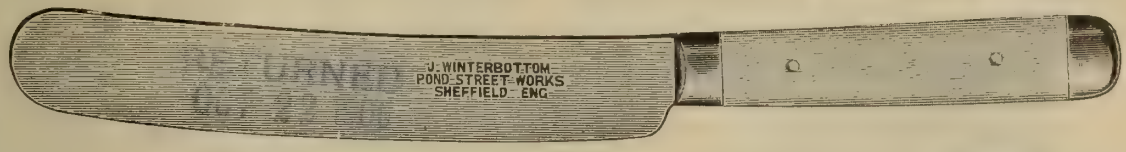
Drop us a card and we will mail you our
monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO







JUST WHAT YOU WANT

VARIETY —— SMALL STOCK

In order that retail merchants may carry a nice variety of Table Cutlery, with the smallest possible stock, we have made up two assortments, each containing one gross table knives and forks.

Assortment No. 1 contains 11 different styles (there being 2 doz. of one popular seller and 1 doz. each of ten other styles).

Assortment No. 2 contains 12 different styles (1 doz. of each).

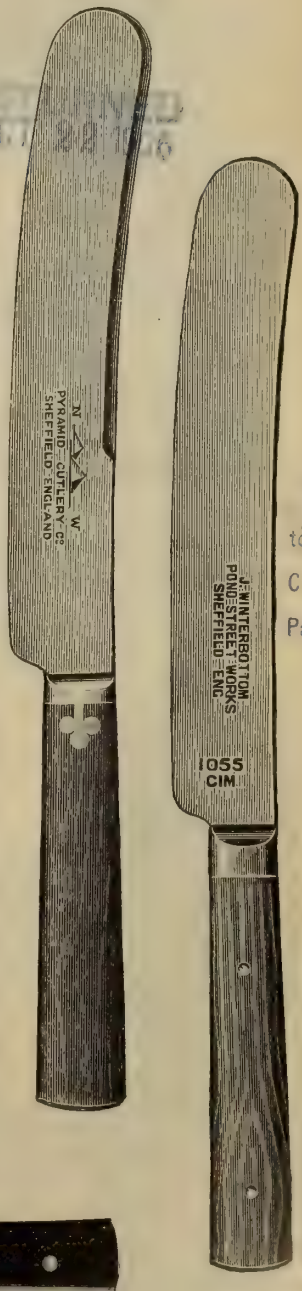
These are put up in packages of one doz. and the whole packed in a neat box.

This enables you to have a variety of Table Cutlery that will sell at prices that range from $1.00 to $3.00 per doz.

Want of space prevents us showing them **all** here, but we will be pleased to send you illustrated sheets showing the full line, together with prices that will **make** you buy.

This is something that every merchant should have for his Christmas Trade.

Get your enquiries in early—they're going fast.



LEWIS BROS., LTD.

OTTAWA **MONTREAL** **VANCOUVER**
TORONTO **WINNIPEG** **CALGARY**





SCOOPS

Grain, Coal, Locomotive, House Furnace



MOOSE
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

1st Grade



Sectional View Showing Converse Reinforced Shoulder (Patented)

BLACK CAT
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

4th Grade



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Wholesale Only

138-140 WEST FRONT STREET, TORONTO

Only Wholesale

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Page No. 33
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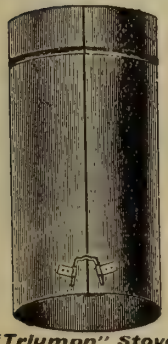
Straight and Bulged Cast Pots



Pleated Elbows
Standard, 6 and 7 in.



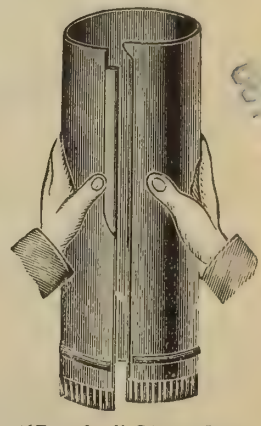
Cast Tea Kettles



"Triumph" Stove Pipe



Victor Waffle Irons



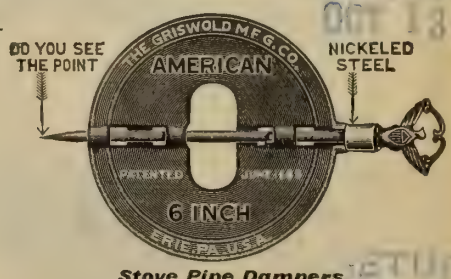
"Empire" Stove Pipe



Stove Polish and Enamel



Stove Boards—square and oblong



Stove Pipe Dampers



Diamond—Extension Front Grate



CLOSED

Extension Fire Back

For other Stove Furnishings see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

GRAHAM NAILS ARE THE BEST

We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

Mr. Dealer, Does It Pay

To spend effort and time trying to sell unknown goods?

You know it does not, and handle as few of such as possible.

The Stevens Arms and Tool Co. lines sell without the waste of effort and time used in selling less known goods.

They have been favorably known since 1864.

They are made in a large variety of gauges, calibres and style and sell at popular prices.

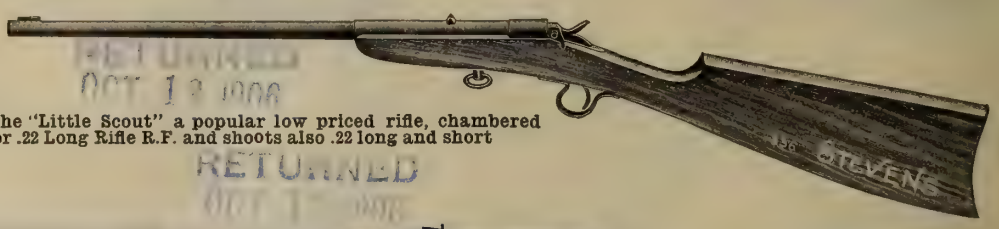
The Stevens Arms line includes guns, rifles and pistols for every use.

The Stevens Arms are widely advertised, and goods well advertised move quickly out of your store.

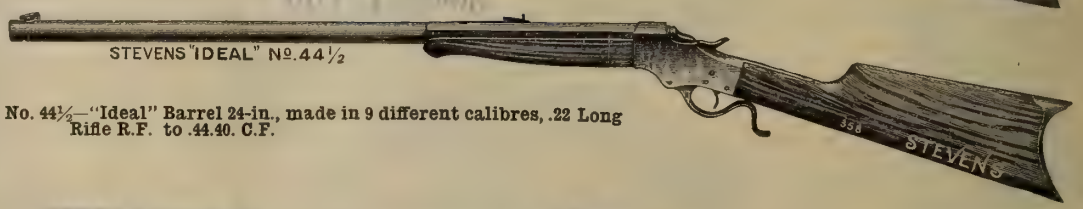
Don't you think your stock should include some Stevens Arms?

We show here a few you will do well to stock. If interested let us send you a complete Stevens catalogue.

A large line of fire arms including the Stevens, shown in our "sporting and fall goods" catalogue. A copy for the asking.



No. 14—The "Little Scout" a popular low priced rifle, chambered for .22 Long Rifle R.F. and shoots also .22 long and short



No. 44½—"Ideal" Barrel 24-in., made in 9 different calibres, .22 Long Rifle R.F. to .44.40. C.F.



No. 180—Hammerless Ejector Single Barrel Shot Gun. This is one of the guns that is displacing the low priced German double barrel guns.



No. 325—Hammerless Double Barrel Gun of high grade at a moderate price. Retails at $22 to $23 and affords a good profit.

RETURNED to Montreal Cut Book No. 56 Page No. 35

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited

OUR TRAVELLERS

CAN TELL YOU WHY CERTAIN HARDWARE DEALERS SELL SO MANY REVOLVERS, AND CAN SHOW YOU SAMPLES OF THE GREAT, QUICK-SELLING KIND

"THE IVER JOHNSON MAKE"





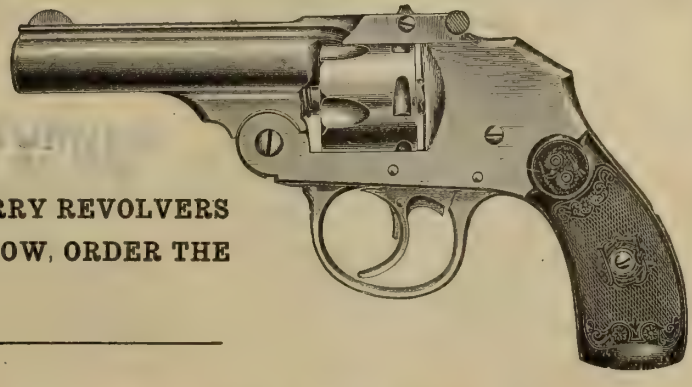
1. HAMMER
2. FIRING PIN
3. SAFETY LEVER
4. SEAR
5. TRIGGER

IVER JOHNSON'S SAFETY HAMMER

BLUE OR NICKEL FINISH—22, 32 and 38 Calibre.

IVER JOHNSON'S SAFETY HAMMERLESS

BLUE OR NICKEL FINISH
32 and 38 Calibre



IF YOU DO NOT CARRY REVOLVERS IN STOCK BEGIN NOW, ORDER THE SAFE KIND

IVER JOHNSON'S REVOLVERS ARE SAFE.

DISCHARGE BY ACCIDENT IMPOSSIBLE

THEY COST NO MORE THAN THOSE WITHOUT SAFETY FEATURE

CAVERHILL, LEARMONT & CO.

Wholesale Distributors

MONTREAL and WINNIPEG

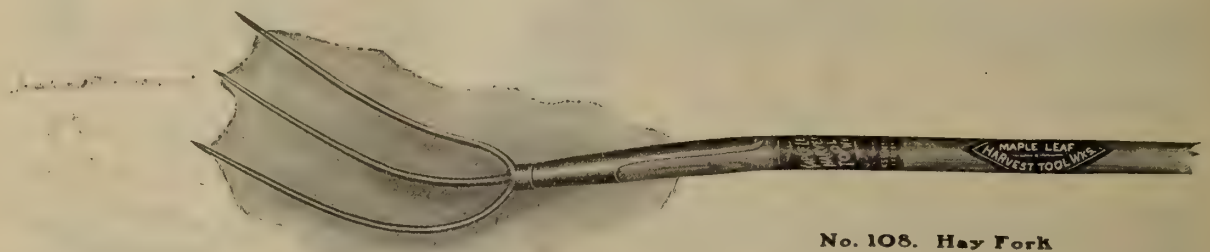
HAVE YOU GOT THEM?

The Up-to-date Harvest Tools!

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



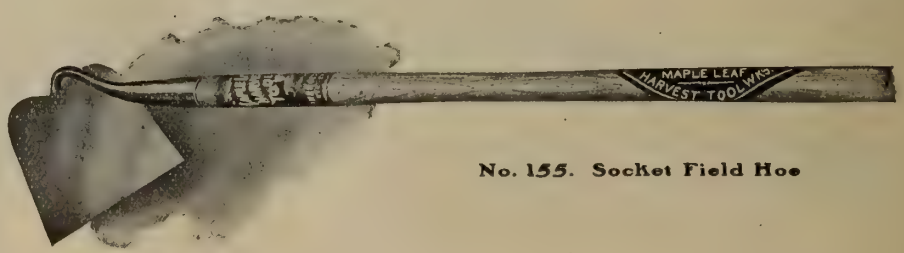
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



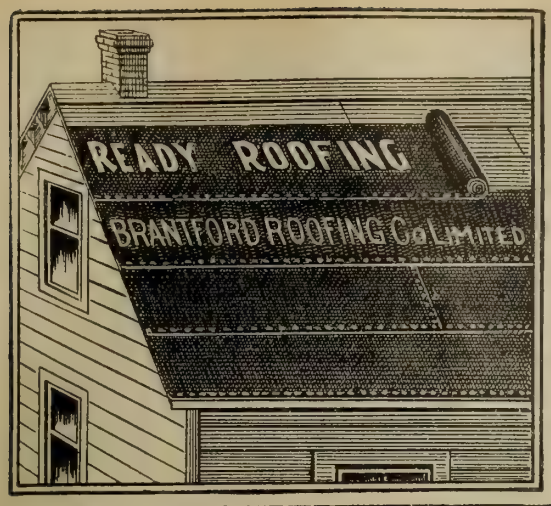
No. 155. Socket Field Hoe

To the Merchants:

The season is now on when your stock of harvest tools will require "sorting" up. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



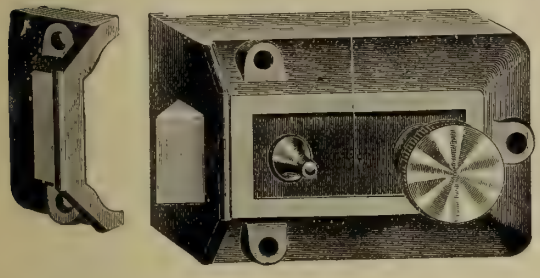
BRANTFORD "ASPHALT" "RUBBER" ROOFINGS

EASILY APPLIED.
FIRE-PROOF, ALKALI-PROOF, WATER-PROOF.
ELASTIC, STRONG AND DURABLE.
STEEP OR FLAT ROOFS.

Get Sample and Circular and Price

BRANTFORD ROOFING CO., LIMITED
BRANTFORD, ONTARIO

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

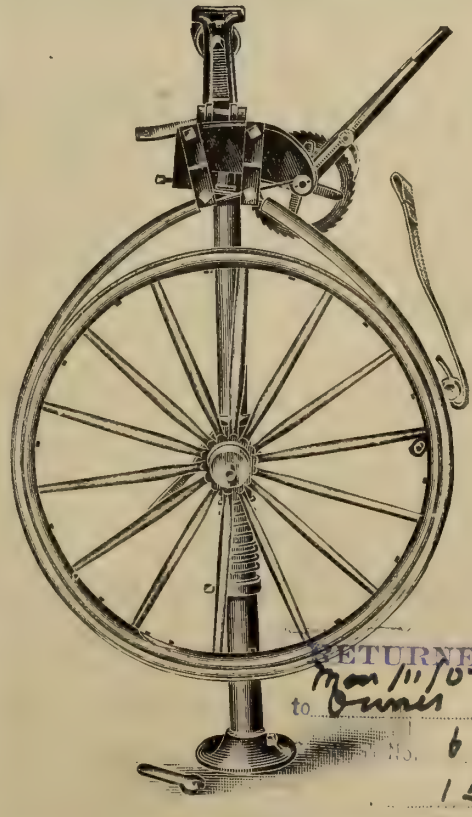


IT CUTS NAILS

Our new Nest of Saws contains a Compass, Keyhole and Metal Cutting Blade—fitted to an adjustable handle.

Indispensable to every Carpenter, Plumber, Electrician, Gas Fitter—or where nails are in the way. At your Dealers or write for Saw Sense Booklet Tells all about it.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO



THE LONDON PERFECTION TIRE MACHINE

For putting on Rubber Tires

Simplest and most practical machine made.

Send for Circulars and Prices.

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THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

Too Expensive For My Business!

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO

Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

■ ■ ■ ■ ■ ■

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

■ ■ ■ ■ ■ ■

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

BUSINESS SYSTEMS
LIMITED
84 SPADINA AVE.
TORONTO, CANADA

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

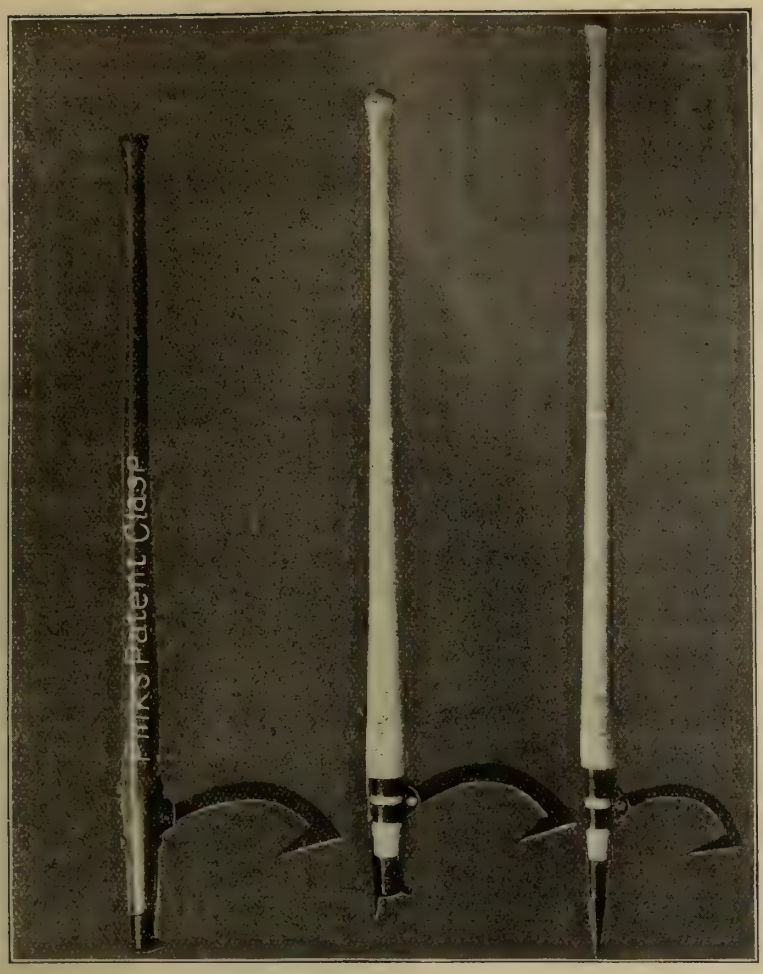
Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

STAY-ON

(REGISTERED TRADE MARK)

The "Stay-On" Blanket at Night.

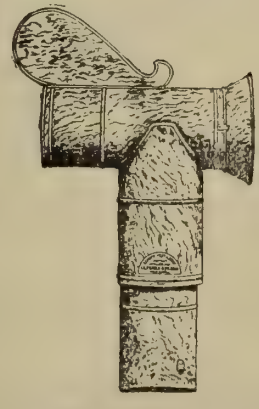


1907

Our travellers are now showing Summer Sheets for 1907. Do not forget that trade in this line is growing very fast. Order when traveller calls and have the goods when they are required. Made in Hessians, Linens, Ducks, Cottons, etc. Only large dealers in this line in Canada.

THE TELFORD & CHAPMAN MFG. CO.,
ROCK ISLAND, QUE.

Business Getters for Tinsmiths



Are there any defective chimneys in your locality ?
Then it is your chance to get business.

—THE—

ZEPHYR Ventilator

saves the expense of building a high chimney.

It is so constructed as to guarantee a perfect draft, and, therefore, easy combustion.

By using the ZEPHYR, it is possible to burn soft coal with the best results.

The smoke is easily drawn off, enabling an even heat to be generated.

THE ZEPHYR IS STRONGLY PUT UP AND WILL RESIST ANY STORM

This is what others think of it :

Montreal, February 20th, 1901.

Providence Mother House

Messrs. HARRIS Co., Montreal.

Dear Sirs.

It is with pleasure that I can say that your "AEOLIAN" Ventilator is the best Ventilator we have used on our establishments so far. We had eight (8) of the large sizes put up on our Mother House and on the Hospice Gamelin and they gave us entire satisfaction.

Yours respectfully, SISTER MADELEINE, Dep.

We manufacture and Guarantee

The Harris Filter
The Aeolian Ventilator.
The Zephyr Ventilator.
Expansion Conductor Pipe.

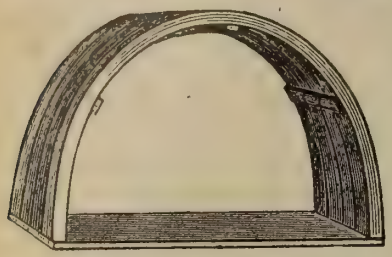
The J. W. HARRIS COMPANY, Limited

Successors to LESSARD & HARRIS

Contractors, ***Montreal***

TRADE MARK
This design a guarantee of quality.

Heavy Red-Brown Wrapping
FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF
SAMPLES AND PRICES GLADLY SENT.
CANADA PAPER CO.
TORONTO LIMITED MONTREAL



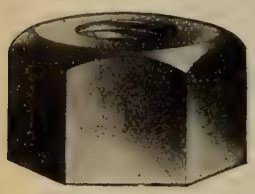
J. S. LOUGHEAD & SON, Sarnia, Ont.
Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a complete line of parts for ***Wagons, Carts, Sleighs, Buggies*** and ***Cutters.*** We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making ***Heavy Stock*** for Wagons, Carts and Sleighs, also ***Straight Heel Shafts*** and ***S.B. Poles*** in all sizes.

We usestrictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—**J. A. BERNARD,** **21 St. Peter St., Quebec, P. Q.**



COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws ***Thumb Screws***
Set Screws ***Machine Screws***
SPECIAL DISCOUNTS TO THE TRADE

Canada Foundry Company, Limited
Head Office and Works: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds
are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

STEEL



TANKS

Steel tanks, made of 14-gauge sheet steel, top edges finished with angle steel, any size to order.
The Steel Trough and Tank Co., Limited, - Tweed, Ontario

Search Light Lanterns
Hinge and Lift Lanterns
Railway Lanterns
Lantern Burners
Cold Blast Lanterns
with side lift or bottom lift, plain or Japanned.

We will be glad to receive your order for any of above lines.

E. T. WRIGHT & CO.
HAMILTON ONT.



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

WANTS

MADE KNOWN IN "HARDWARE AND METAL" COLUMNS ARE SOON SATISFIED.

TRY IT YOURSELF

Get the Habit

of handling "BEST" mops. Once acquired it's mighty hard to break off.

WHY? That's the point

First: It's the strongest, simplest, neatest, and most durable made. You can't break it with a hammer.

Second: The easiest operated. Impossible to get out of order.

Third: The most satisfactory in use. The result is satisfied customers, and the consequence is more business.

Fourth: The "BEST" is a combined profit-maker and trade-builder.

"CUMMING'S GOODS ARE GOOD GOODS"

Ask your jobber for the "BEST"

Made by

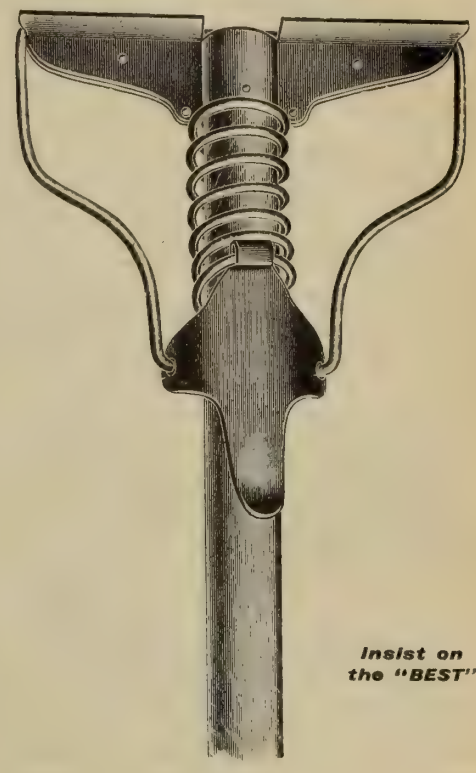
THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

Winnipeg: 608 Ashdown Building

TOWEL ROLLERS — IRONING BOARDS

THE "BEST" MOP



WOODENWARE OF ALL KINDS

Insist on the "BEST"

AN XMAS WINDOW DISPLAY

to be productive of results must be well thought out and it isn't too early to do the thinking. To encourage thought on the part of hardware dealers or their clerks, "Hardware and Metal" offers

FIVE SPECIAL PRIZES

for the best photos of Christmas window displays of hardware goods, the photos to be accompanied by short descriptions of how the displays were constructed, and to be mailed to us not later than Dec. 31st, 1906.

In addition to first and second prizes of $5.00 and $4.00 we will give to the senders of the best three other photos a year's subscription to "Hardware and Metal." None of the five prizes are intended to be given for other than window displays of cutlery, silverware, sporting goods or hardware novelties suitable for use as Christmas presents. See future announcements.

HARDWARE AND METAL

MONTREAL TORONTO WINNIPEG



Look for the name

"Toronto Silver Plate Co."

as it guarantees the quality.

Sorting the Scrap

Not all scrap makes good bar iron—it must be carefully selected to give satisfactory results.

London Bar Iron is made only from the choicest scrap, selected by experts. Consumers are unanimous that it has the quality.

Orders promptly filled.

52

London Rolling Mills
London, Canada.



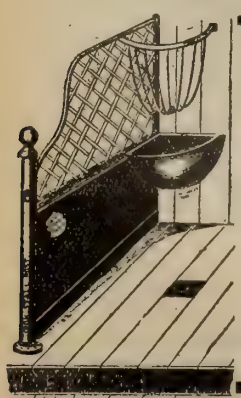
We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.



Dennis' Iron Stable Fittings

Sanitary, Indestructible, Economical

A good line for the hardware dealer.

Send for New Stable Fittings Catalogue and Price List "A."

DENNIS IRON & WIRE WORKS, Ltd.
LONDON, - ONTARIO

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.



Starr Skates

Are Your Best Winter Money-Maker

They are so well-known and so widely-advertised, that they sell themselves.
All styles for men, women, and children.
If you don't know Starr Skates—and Rex and Mic Mac Hockey Sticks
Write for 1907 Catalogue

Starr Manufacturing Co.
Limited
DARTMOUTH, N.S.
Canada
Branch Office, - Toronto, Ont.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the good are old. Orderdirect or through your jobbers

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INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

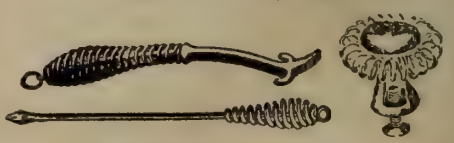
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3 Table Spoons
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42 Pieces

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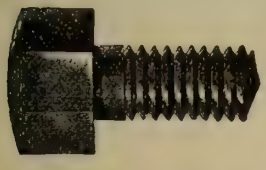
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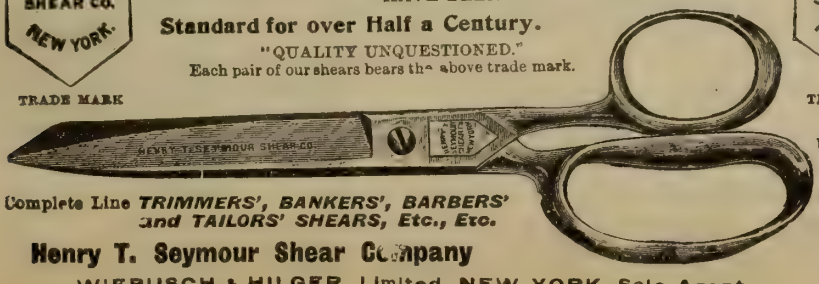
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$21.00 Size 8x12 — **$23.75** Size 12x12

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GLAZIERS' DIAMONDS in all patterns. Also **Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons,** etc., etc., etc.

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In your store have the sureness that goes with a stock of

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

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Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

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(Non-Staining) Portland Cement

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Best Grade American

KEENE'S
Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

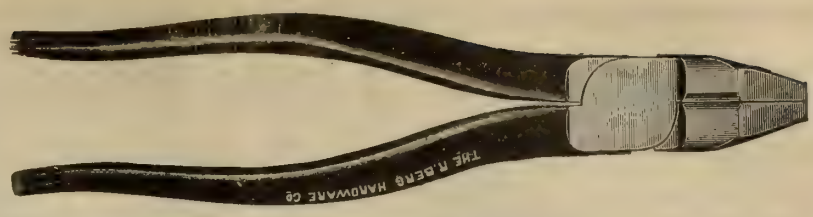
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No. 3999x8"

BRAND: **A★1** THE R. BERG HARDWARE Co.

In buying our pliers, branded A★1 and manufactured by the **R. Berg Hardware Co.** you have the best possible guarantee to get a first-class tool.

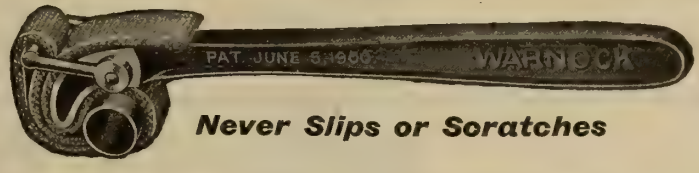
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First in Quality; Highest Grade of Material; Best Workmanship

Not a pair leaves the factory without being properly tested.

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Never Slips or Scratches

For Use Where All Other Tools Fail.
Send for Sample.

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GENUINE Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY Limited, - TORONTO, ONT



Locomotive and Grain Scoops in all sizes; also House Furnace Scoops and Coal Shovels. Quality and workmanship fully guaranteed.

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SEND FOR OUR ILLUSTRATED CATALOGUE.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

One Woman said "it is the best cooker I have ever seen."



Patented

OUR "FAMOUS" QUICK-SELLING TRI-USE COOKER

Can be used in various ways, viz., as a double boiler for cooking cereals of all kinds, as a steamer for vegetables, puddings, stale buns, bread or cake, or as two separate saucepans, etc.

Sufficient room has been allowed for the steam to circulate between the two saucepans and under the outer cover into the inner saucepan, thus cooking the food by steam, making it appetizing and more easily digested.



Patented

The Tri-use Cooker is a great seller and every one of your customer's should have one. Introduce it and follow results.

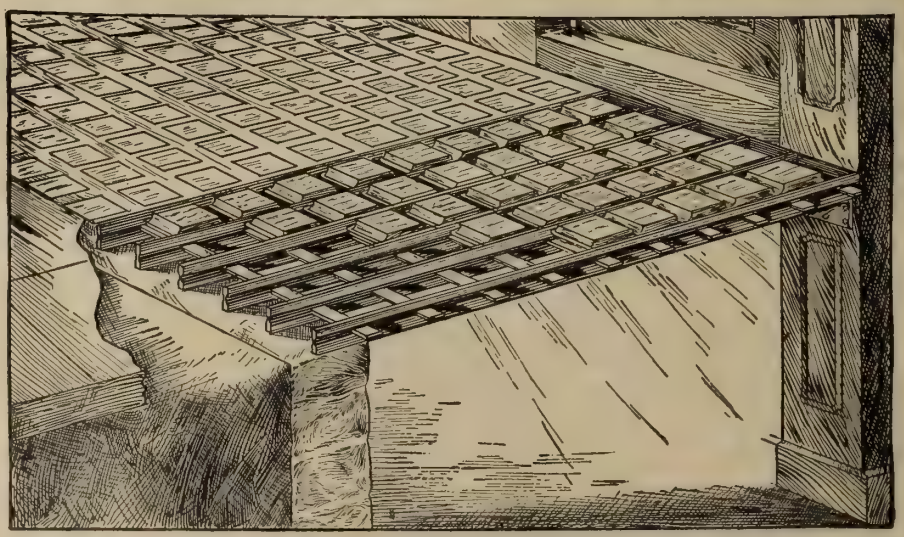
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SIDEWALK PRISMS

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The Paschall Interlocking Sidewalk Prisms

The Paschall Interlocking System of Steel Beam Construction for Sidewalk Prism is Unequalled

Because on account of its structural formation it has greater strength for its weight than any other known sidewalk construction.

The grooved bar and cement interlock in such a manner that any separation of iron and cement is impossible.

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Architectural, Sanitary and Constructive Iron Work of every description

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Baxter, Paterson & Co., 102 St Antoine St., Montreal

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works

MONTREAL

Oak Department



Cheerful Oak

SINGLE OR DOUBLE HEATER.

A perfect fire-keeper and a handsome looker. Corrugated fire-pot and revolving grate.

The Cheerful burns coal or wood, and is as economical as a miser.

MADE IN FOUR SIZES.

Each size can be fitted with a magazine, if desired.



Favorite Oak

A popular-priced Oak, with large double doors, and particularly adapted for localities where wood is burned part of the time.

It is quite an advantage to have a heating stove that will burn wood Fall and Spring, and coal, if you wish when Winter sets in for keeps.

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Coal magazine supplied for 13 and 15.



Winner Oak

The daintiest and most attractive low-priced, perfectly constructed Oak Stove on the Canadian market. The Winner is our response to the general demand for a cheap Oak, and while the price will surprise you, the quality, design and finish of the stove will please you.

MADE IN FOUR SIZES.

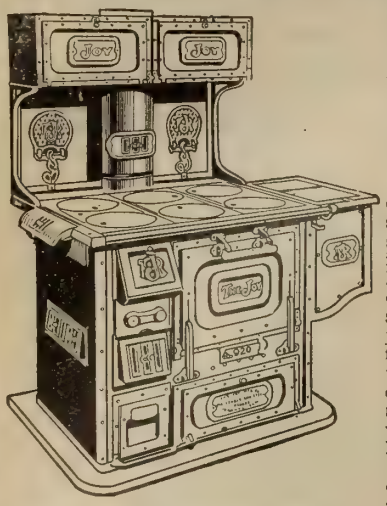
14 and 16 can be fitted with magazines.

You Take No Risk. Every Oak is Fully Warranted and Guaranteed by the Makers:

FINDLAY BROS. CO., LIMITED

CARLETON PLACE, ONT.

DON'T BE SATISFIED



with only selling a part of the stoves that are sold in your territory. Every stove Dealer who hasn't a

Malleable Range

on his floor is allowing a share of his stove trade to go to his competitor—if in the west—or to **THE PEDDLERS** if in the east—you may not have sized up the situation, just this way, but it's a fact nevertheless, that unless you have discovered that there are many of your customers who will not buy any other kind, but a Malleable Range, that you are not onto the situation, and are loosing lots of stove business. **Don't be satisfied** with this condition. Get a

Joy Malleable Range

on your floor at once and watch the result.

JOY MFG. CO., 32 Humberside Ave., TORONTO

TEES & PERSSE CO., Western Distributors, Winnipeg

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Easy to Clean

This is a good point in a stove especially a kitchen stove.

THE EMPIRE QUEEN RANGE

has a deep ash-pit, provided with a large ash-pan, to receive and remove ashes, and this pan has effective ash-chutes to prevent the ashes from falling other than into the pan. The flues are constructed on the most modern principles. Become an agent for **The Empire Queen Range.** It sells readily.

The Canadian Heating & Ventilating Co. Limited,

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THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

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ARK-EL-ITE TRADE MARK

Do you want to get a stove lining that you can put all your selling energy back of?

If you do, you want

ARK-EL-ITE ASBESTOS STOVE LINING

because it fills the bill so well it recomends itself for repeat orders.

JUST GET ALL PARTICULARS FROM

BENJAMIN MOORE & CO. LIMITED

Successors to

The FRANCIS-FROST CO., Limited

Toronto, Canada

"So Economical"
"So Tenacious"

Ask any observing person who has used our

Furnace Cement and Stove Putty

for an opinion thereon.

If the person tells you what they have told us it will be:

"I like Scarfe's Furnace Cement and Stove Putty because it is so economical, so tenacious."

YOU CAN ORDER.

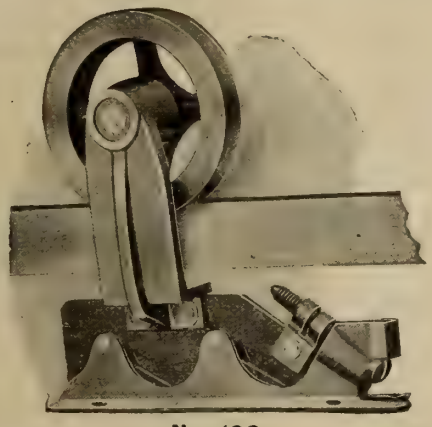
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Wilcox Parlor Door Hanger



No. 106

Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

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WILCOX MFG. CO. OF ONTARIO,
LONDON, CAN. Limited

Classical Metal Ceilings

ARE A NECESSITY IN EVERY STORE.

They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fire-proof, but they are also Ever-lasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like You to Get a Copy of our Beautiful Catalogue.

Metal Shingle & Siding Co.

PRESTON, Ontario LIMITED

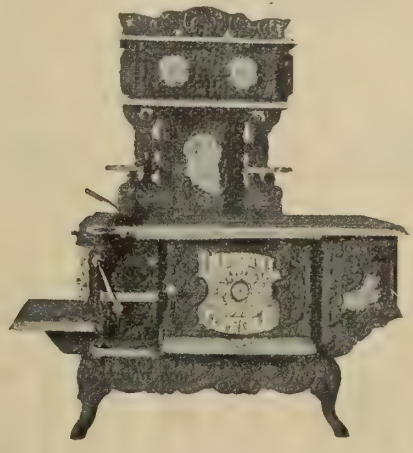
AS IT BAKES SO IT SELLS ——BETTER!

The test of merit, first and last, in any range, is just this : Does it do good baking ?

If we can't prove to you that there never was a range made that will bake so well as The Imperial Oxford, we don't want you to stock it.

That we can prove to you—and you can prove it to your customers.

There's a proposition we want to make to you on this range—on the only range with the right principle of oven construction.



Suppose you ask us what we have to say to you, personally, about

The Imperial Oxford

The Range With Eleven Improvements

There's ten other points to it, and every one of them means easier selling for you, and more profit and reputation. Why wouldn't it be as well for you to ask us questions about our proposition to really LIVE dealers ? And do that right now ?

The Gurney Foundry Company

Limited

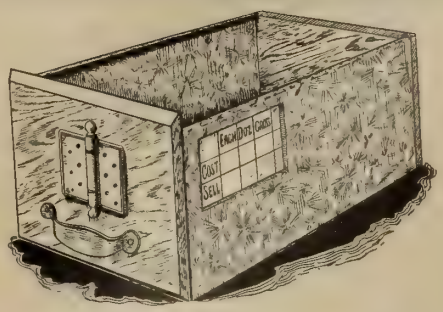
Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

118

SOME GOODS SELL THEMSELVES



that is if they are properly displayed. Articles like wrenches, floor spring hinges, expansion bolts, squares, rules, automatic awls and screw-drivers, etc., should be accessible to customers ; not hidden away in packages. Keep them in view if you want to sell them.

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you. They will suggest articles customers had not thought of buying.

The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

WRITE FOR PRICE LIST AND FULL DESCRIPTION.

Cameron & Campbell, Sole Manufacturers, **Toronto, Ontario**

SOME ORIGINAL THINKING NOW

regarding Xmas window displays may mean big business during the holiday rush for trade and may in addition win one of the

FIVE PRIZES FOR XMAS WINDOW DISPLAYS

we are offering to hardware dealers and their clerks. See particulars in this and future issues of **HARDWARE AND METAL.**

GALVANIZED BASKETS



MADE IN TWO SIZES

A perfect Root or Grain Basket.

Corrugated Bottoms *Strong and Durable*

Prices quoted on application.

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

SUGGESTIONS FOR PUSHING SPORTING GOODS

By Eugene L. Johnson, of the Norvell-Shapleigh Hardware Company, St. Louis.

It is safe to say that no retail business requires more technical knowledge or closer application than the hardware business. A successful hardware dealer is a sort of compendium of useful information. The mechanic advises with him about his work—about the material to use in his work—about the tools which he needs to execute his undertakings. The farmer relies on him for advice about his planting and harvesting; the rotation of crops; the enrichment of the soil and general market conditions. Even the thrifty housewife regards him as an expert on all the equipment and utensils necessary in a well ordered kitchen, and it is largely through his efforts that modern improvements in the line of household conveniences are introduced to the ultimate users. To use an electrical term—he is the contact of the manufacturer, for it is through his energy and skill that the manufacturer most successfully reaches the consumer.

The hardware dealer's range of information must be just about as wide as all out-doors and it is not beyond the truth to say that as a rule he is so versatile in his accomplishments, that he is at least credited with being a sort of past-master in all these varied arts and industries.

Must Use His Think-Tank.

Every dealer has a right to determine for himself what he shall handle. The variety of merchandise which comes under the head of hardware and house furnishing goods is almost unlimited. The dealer must either direct his energy and the efforts of his employes toward the more profitable goods he may handle, or inevitably drift toward the staple lines which, while easy to sell at low prices, cannot be made productive of more than nominal profits.

If there ever was a time when the retail hardware dealer should have his wits about him and working his "Think-tank" every hour of the day, it is now. Competition of all sorts is more pronounced, more energetic, more ingenious than ever before. Competitors in their keenness for business forget all about geographical difficulties, overlook the boundaries which supposedly separate one class of merchandise from another and unhesitatingly invade every branch of business which seems to promise opportunities of extending their influence and increasing their profits.

Locally he must contend with self-styled "cheap stores" whose method of doing business consists chiefly of offering baits or leaders on a few well known articles and realizing strong profits on other goods sold to those who are attracted by the "bait." This class of dealers do business only on spot cash basis—their popularity is dependent upon mere cheapness, but if permitted to do so, they will prosper at his expense. He must compete with dealers who, nominally engaged in other lines of merchandise, don't hesitate to take up some of the more profitable branches of hardware to use in stimulating the sale of their own goods; and this is not all—the retail catalogue houses in distant cities look upon every man with a dollar as their legitimate and prospective customer; they never sleep; with their glowing type talk, pictured stories and alluring descriptive matter, they strive to beguile his neighbors and customers into sending their hard earned shekels away after doubtful bargains.

All these things make it necessary for the retail dealer to be constantly on the alert for every profitable opportunity. He must diligently study his business and the conditions confronting him and must ever strive to stimulate the sale of those classes of merchandise which are capable of yielding the greatest profit. It is of course necessary for every retail dealer to handle nails, wire, horseshoes, sash weights, sash cords, and numerous other items of similar character which cannot be expected to yield even a reasonable percentage of profit. But it is not necessary for the dealer to permit these staple goods to occupy too important a place in his business. On the contrary, they should be looked upon as necessary and useful only so far as they can be made productive of profitable business on other goods.

Depend on Your Clerks.

Did you ever think of dividing the responsibilities of your business? Instead of trying to be the "whole thing" yourself, of giving your clerks some opportunity of bearing responsibilities and demonstrating what they can do? Dealers who have tried this plan have been surprised at results. You may have an embryo Wanamaker in your employ who simply needs "discovering;" every man who works for you is capable of doing more and better work if he can be made to believe he must.

A dealer in Iowa had a clerk named John, who was a pretty good fellow, seemed to have the faculty of selling goods but who never was thoroughly posted on anything they had in the shop. One day the dealer said to John, "Mr. So-and-So has a contract for six houses and he wants us to figure on the hardware. You go to his office and take a memorandum from the plans, of what he will need." The dealer was pretty sure John couldn't do it and if the truth was known, John was dubious about it himself; but he went on the errand and discovered for the first time that "taking off plans" was rather a complicated piece of business; nevertheless he pitched in and with the help of the contractor's assistant, succeeded after some little time in drawing off the plans. He went back to the store and figured out just what the cost of the necessary hardware was. In doing this he consulted a number of catalogues, studied the cost book and when his list was ready for the proprietor, John knew more about builders' hardware than he had ever dreamed he could learn. They got the contract and it was turned over to John to handle. He bought what was necessary to complete the order; he laid out the goods and when the time came to deliver it, he was so interested he made the delivery himself. The contractor was very much pleased with the manner in which the hardware was packed and marked and complimented John on his work. The result was that John found he liked builders' hardware better than any other branch of the business. The proprietor found that John could do better with builders' hardware than any one else, himself included, so he made John the builders' hardware man. John got extremely enthusiastic on the subject and the outcome of this incident was that in a few months' time, John was selling about all the builders' hardware that was used in the town and surrounding country, just because he was enthusiastic and he was devoting special attention to it.

Every hardware dealer will find it to his personal advantage to encourage his employes to develop their talents; the surest way to accomplish this is to assign to each clerk certain line of goods, and make him absolutely responsible for the results obtained, both in buying and selling. Thus, one man can give his time and attention to builders' hardware and tools; another to housefurnishing goods and stoves; another cutlery and sporting goods, etc.

Sporting Goods.

Speaking of sporting goods — right here is where many hardware dealers overlook magnificent opportunities for real profitable work. If you haven't a sporting goods department, you are making a great mistake. By a "sporting goods department" we don't mean that you should fence off half your capital in sporting goods — this is altogether unnecessary. Suppose you select one of your clerks, a bright, wide-awake young fellow, popular and a good mixer—have a talk with him on the subject of cutlery and sporting goods; tell him you believe he has the capacity to work up a fine business on these lines. Jolly him a little on the good work he is doing. The faculty of handing out the right kind of a "jolly" is a valuable one which you should cultivate. With him, make a memorandum of what you should have in stock that can serve as a basis for this sporting goods department. There is cutlery, ammunition, perhaps a few guns, some odds and ends in base ball goods—whatever there may be, suggest that if he is willing to undertake it, you will turn the whole thing over to his management. Give him a few days to think it over and then have another talk with him if he seems interested.

Send him on a week's visit to some jobber who has made a pronounced success of the sporting goods line; write the jobber just what you are doing and ask that the young man be given a thorough posting on all classes of sporting goods. He will meet with a very cordial reception and will absorb a lot of information and enthusiasm which will not only prepare him for success in the sale of sporting goods, but make him a better hardwareman in every way. He will come back ambitious, eager to begin. He will have new ideas and altogether different conception of the question of profit.

If you put this plan into operation this Fall, start him out on guns and ammunition, and all the accoutrements and equipment which the hunter and shooter buys. Don't load up on a great big stock to start with but let him select a good assortment—if it is only a line of samples. Give him suitable space in the store for his department—let him have the use of a show window—let him spend a little money advertising—in his own way. Encourage him to make your store a sort of headquarters for the "nimrods" of your town or village—back him up in the organization of a gun club, even if it does take a few afternoons of his time to work up the organization—let him arrange for a trap shooting tournament; first thing you know he will be the centre of a bunch of enthusiasts who will be spending their money freely for sporting goods and your new department will begin to make itself felt.

We know a young man who went into the hardware business in a very small village located some distance from the railroad. He tried the gun club scheme, drew trade from all directions; customers even came out from the county seat, a town of ten thousand or more. In a very short time after he opened up his line of sporting goods, he had increased his general business surprisingly. He sold a lot of cutlery; he didn't carry much stock of hunters' clothing but he took a good many orders which were filled by drawing on his jobber. He bought a fine gun for himself—sold a dozen others of the same kind or better to farmer boys, who before this had never even thought of owning anything better than a ten dollar shot gun. In short, he made a success of his business by building up this one department.

Your sporting goods man will have learned during his visit to the jobber, that there are fine opportunities for big profits in fishing tackle—even if your store is not located in the immediate vicinity of good fishing waters; for in every neighborhood there is a coterie of disciples of Isaak Walton—good fellows who go away to the lakes once or twice a year, and when they make their fishing excursions they always load up liberally on tackle—if not from you, from some one else. You can lay in an excellent assortment of tackle for a small sum of money and it is almost impossible to find any place in the United States where the right sort of tackle will not sell, and sell rapidly at large profits.

Put the Boys Next.

While all this is going on, the boys should not be neglected. Your school would have a foot ball team if some one would only take the initiative. Let your sporting goods man do this and the boys who are on the team, and the boys who are simply rooters, will become foot ball enthusiasts. Foot ball equipment, including uniforms, pays a splendid profit. It is not necessary for you to carry uniforms in stock, but by having at hand full information about their cost and construction, you will find it easy enough to fit your team. The training necessary will make it easy for your sporting goods man to work up sentiment in favor of a gymnasium. In fact it may not be at all difficult with proper agitation to organize a modest athletic club—all of which will be creating more and more demand for sporting goods.

Beside foot ball, the Autumn and Winter bring business on skates, hockey clubs, snow shoes, skis, and other out-of-door goods, while indoor athletics will require apparatus for basket ball, bag punching, fencing, club swinging, etc. Just as soon as New Year's day is past, have your sporting goods man get busy on base ball. Get up a senior and junior team. Stir up things in the nearby towns. Get your local newspaper interested. The first thing you know you will have a sporting column or two columns—maybe a half page devoted to the preliminaries of the base ball season. What is the matter with a two-county or three-county league? Base ball fever is as catching as measles, and a good deal more fun. In a little town down east last Spring one of the newspapers was so interested in the base ball proposition, that its owners offered a prize of a hundred and forty dollars' worth of uniforms and equipment to the most popular team in their own and adjoining counties, to be decided by a vote, the ballots to be cut from their base ball column. This popularity contest served not only to largely increase the circulation of the paper but brought about the organization of something like fifteen base ball teams, a local league and the greatest base ball season that the neighborhood has even known. The newspaper got its enthusiasm from a young fellow who was in the sporting goods business. Pretty good scheme wasn't it?

Other Sports.

Lawn tennis is constantly becoming more popular for it is one of the few out-door sports that may be termed "co-educational"—it is one in which the young ladies may participate. You will find them of great assistance in introducing or encouraging this game in your vicinity. Tennis only needs to be started properly to become very popular. Persons who take absolutely no interest in other forms of out-door exercise often become regular tennis "fiends." And what a lot of sporting goods is used by tennis players—rackets, nets, markers, balls—more balls, sweaters, etc.

Then tennis is helpful in working up golf sentiment. One of the distinguishing characteristics of the game of golf is that its followers never stop spending money for supplies. The caddy bag must be well stocked with all sorts of clubs, brassies, etc., and golf balls have such a habit of getting all "cut up" and disappearing mysteriously that the player is always in the market for at least a few more.

If you are located within reach of a respectable stream or body of water, you will find it profitable to sell canoes, steel row boats, oars, paddles, etc. Even if you are not justified in carrying them in stock, your sporting goods man will find it advantageous to keep posted on prices; be familiar with what is best adapted to your local needs, for by so doing, he can make numerous sales without investing any capital in advance.

Bicycles have not gone out of style. They do not occupy the spectacular position with the public that they did a few years ago, but are now in steady demand. A very large number of them are being sold this year. You can obtain a first-class machine at moderate cost and will be able to make a nice profit on it. The sale of bicycle sundries is extremely profitable and while it may not amount to a great deal in volume it is certainly worth your attention.

The good old Summer time brings a natural demand for a wide variety of sporting goods, including hammocks, tents, camp furniture, bathing suits, water wings, and many other things too numerous to mention.

Worth all it Brings.

Your sporting goods man profiting by experience, learning from his customers, will become better posted all the time. His department will be showing a profit that will delight you. As for profits and percentage of profits, etc., you can safely leave that to the man in charge. In selling this class of goods to the retailer the old-fashioned rule that an article is worth all that it will bring, is a pretty good one to go by. If you can buy a bait for $4 per dozen and sell it for $1 to $1.25 each, you ought to be satisfied. If you can buy a jointed rod and double and treble your money on it, it is better than you can do on many other things which you must handle. Percentage of profit is something that cannot be accurately stated; something which should not be definitely settled; leave that to your sporting goods man; he will see that he gets a plenty.

About the management of the department—don't overlook the necessity for your own careful supervision of all that is done. Let your sporting goods man keep a separate account of his purchases and his sales. Charge him up with his proportion of floor space and with all the expenses which are necessary in his department. Have him keep an accurate record of his receipts, insist upon him doing a "spot cash" business. Encourage him if he get blue—take him down a few pegs if he gets cockey—let him understand all the while that you are the proprietor and that the proprietor is always the boss; but don't nag or peck at him. If he works intelligently, he cannot fail to make a success of the sporting goods business wherever or however your store is located.

If he succeeds, his success will be a spur to the builders' hardwareman and the implement man and the housefurnishing goods man. Your store will attract more attention than it ever did before. You will be drawing trade from much longer distances and it is "dollars to doughnuts" that at the end of the first year's existence of the sporting goods department, you will vote it an absolute necessity in your business.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Anger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer. Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H C. Hamelin, Winnipeg, Man.; secretary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

ORGANIZER OR TRAVELER.

Like every organization, the Ontario Retail Hardware Association must gain experience with age, and in some cases must pay for it in ready cash. For an association of less than a half year's existence it is a decidedly healthy infant with its over 150 members. And even opponents of organization will give the association and its executive credit for both aggressiveness and progressiveness.

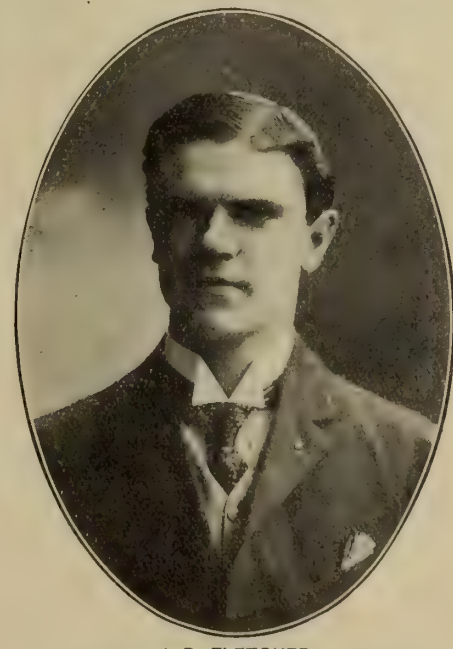
An important problem before the Association is to do something tangible in order to show disbelievers that trade organizations are worth while. The Ontario association is in a fair way of doing this, as if any one of its three works undertaken (negotiation with the jobbers for the elimination of certain trade evils and the proposed establishment of mutual insurance and debt collection departments) succeed the permanent success of the organization is assured.

But probably the most important work of all is that of increasing the membership at the least possible expense. In Michigan, where the association has been in existence twelve years, there are about 650 members enrolled. And Ontario must have 300 members before the executive officers will have a fair chance of getting the best results for the organization. In unions as well as in onions there is strength.

To send an organizer to all parts of the province would cost a lot of money. True, Organizer Hodson paid all traveling expenses and turned in money to the association, but on the other hand, the association's brief experience of six or seven days with Organizer Fletcher cost the treasury about $40. As that is too fast a gait at which to travel the members already enrolled should do all they can to bring in new members without cost to the association.

But there is another source from which assistance may be extended. Some traveling salesmen have already shown their friendship to the retail association by helping in the work of organization. And as the jobbers are begining to see the advantages to be gained by having a strong Retail Hardware Association in existence, more salesmen will probably earn the appreciation of the retail trade by their co-operation in securing members between now and next March, when action is to be taken on a proposed amendment to the constitution allowing traveling salesmen to become associate members of the association.

Every particle of work done so far for the association by its officers has been purely voluntary and without salary, the members of the executive



J. D. FLETCHER,
Recently Appointed Organizer of the Ontario Association, but not now connected with the Organization.

not even charging traveling expenses, except on organization work. Both travelers and retailers have an opportunity to do some voluntary work and they should rise to the occasion and add a few bricks to the structure of organization already so well under way towards completion.

PLAIN TALK.

It is not the object of the Retail Hardware and Stove Dealers' Association of Western Canada, or of any other sane and sensible association of retailers, to eliminate competition. It is not the object or the business of this association to decide at what prices goods shall be sold. The association could not do this if it would, and it is doubtful whether it would do so if it could. It does seek to discourage cut-throat methods of doing business by educating its members to see a better way, but it can not control, and it does not seek to control the prices at which individual members may sell certain lines of hardware. This is not the end or aim of the association.

All this should be so well understood that it would not require to be stated but Secretary J. E. McRobie informs this paper that many western hardwaremen seem to have an utterly wrong idea. Now and then a hardwareman will write to the secretary, saying that the association is of no use to him because John Smith in the same town or John Jones in a neighboring town, is cutting the price of lanterns or wire or nails. Because of the cut-throat tactics of Smith and Jones he doesn't think it worth while to stay in the association. Perhaps Smith and Jones are association members, perhaps they are not.

Complaints and excuses of this kind come in so often that it is evident that many dealers do not understand the true function of their association. It would be not only impracticable but illegal for the association to form what would be virtually a combine, and any members who expect action of this kind will be sadly disappointed. All that the association can do is to educate its members to the folly of reckless price cutting and the wisdom of doing business in a businesslike way. With many dealers this is a slow process, but it is the only thing possible.

But the association has other very important work to do. The retail hardwaremen urgently require some organization which can represent them and protect their interests. The manufacturers and wholesalers have their own associations and act as united bodies. In the conflict of interests what chance has the individual hardwareman as opposed to an organization of wholesalers and manufacturers. It is not suggested that either wholesalers or manufacturers intend to be unfair to the retailers, but business is essentially selfish, and it is the duty of each to protect his own. If the retailer is not prepared to protect his own, the jobber will gradually encroach upon the best of his trade. It is strictly up to the retailer and the game will be a losing one for him if he plays it alone. United with his fellow dealers in a strong retail association he is assured of success.

This is an age of organization and consolidation, and the retail hardwaremen of the west have set the pace for hardwaremen in other provinces. A few seem to misunderstand the objects for which they are organized, but the majority are men of broader outlook and are prepared to wait for the tangible results which are bound to come from intelligent organization. In the meantime they are not afraid to spend 20c. per week in the experiment. That is more than the annual fee of $10 amounts to.

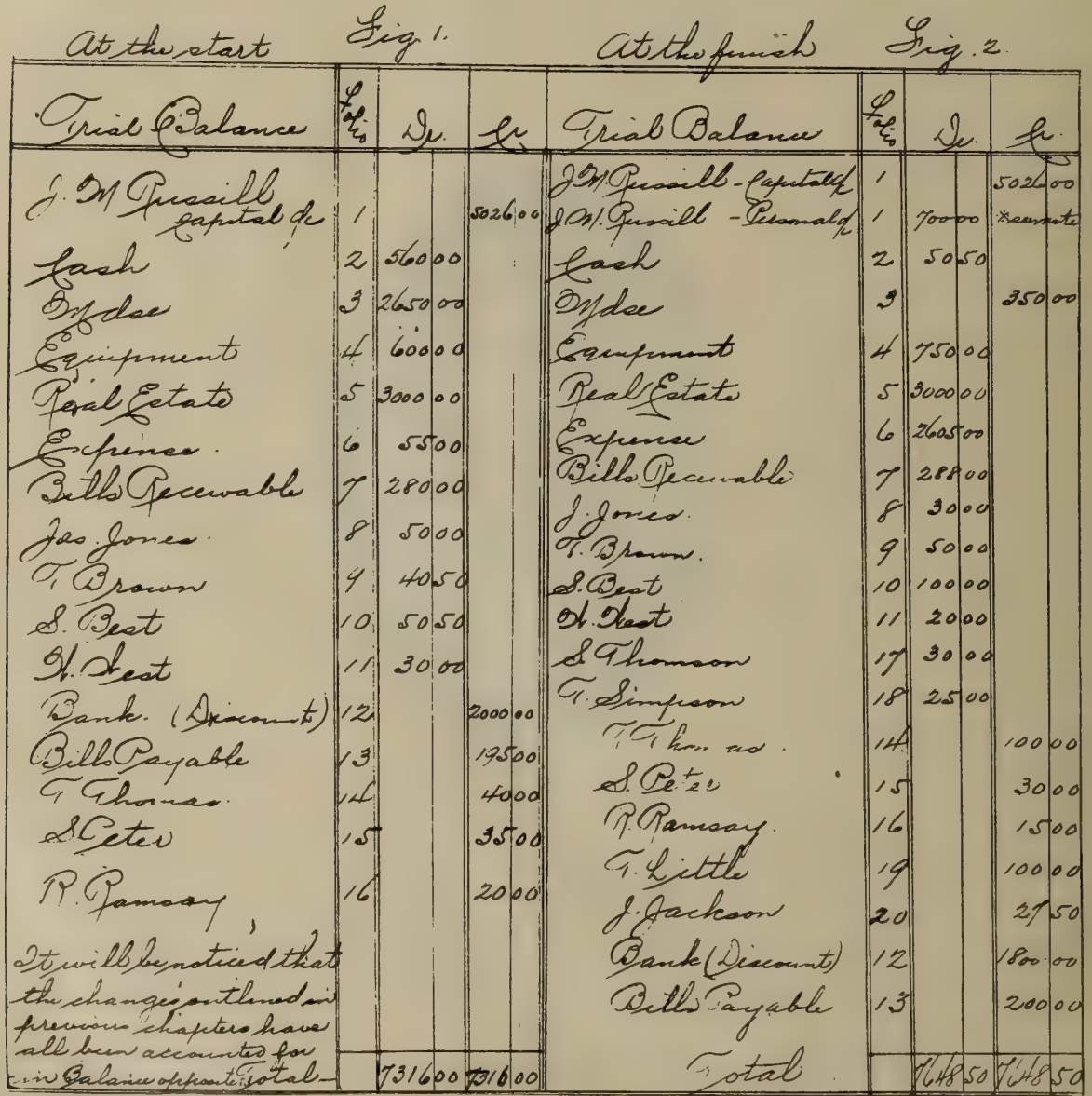
Business Management

By HOWARD R. WELLINGTON.

The Eighth in a Series of Articles on a Subject of Interest to Every Retailer.

HAVING all the transactions now recorded in closing the books, we will proceed to take off a trial balance and open a trading account, to ascertain the profits for the period.

It is not at all probable that a small retailer will devote the time necessary each month to take off a trial balance, but this should be done at least once in three months. Customers should receive monthly accounts in order that any existing differences may be adjusted before the transaction has been so old that neither party recollects the circumstances, and, besides, collections will be looked after to much better advantage. It is the dealer who is regular with his accounts, sending invoices or memos with the goods when delivered, and statements on the first of each month, who collects his accounts first. It will be noticed in the trial balance for the end of the period that the proprietor's account stands the same as at the start, although a period of business transactions has been entered through the books. In this connection it might be explained that as soon as the profit for the period has been ascertained from the trading and profit and loss account, the net amount is credited to the proprietor's account, which shows the additional capital investment in the business, less any withdrawals as ascertained from his personal account, which account may be transferred at the end of each period to the debit of the proprietor's account.



At the start Fig. 1.

Trial Balance	Fol.	Dr.	Cr.
J. M. Pursaill Capital A/c	1		5026 00
Cash	2	560 00	
Bills Rec.	3	2650 00	
Equipment	4	600 00	
Real Estate	5	3000 00	
Expense	6	55 00	
Bills Receivable	7	280 00	
Jas. Jones	8	50 00	
T. Brown	9	40 50	
S. Best	10	50 50	
H. Test	11	30 00	
Bank (Discount)	12		2000 00
Bills Payable	13		1950 00
T. Thomas	14		400 00
S. Peters	15		350 00
R. Ramsay	16		200 00
It will be noticed that the changes entered in previous chapters have all been accounted for in Balance opposite Total			
		7316 00	7316 00

At the finish Fig. 2.

Trial Balance	Fol.	Dr.	Cr.
J. M. Pursaill - Capital A/c	1		5026 00
J. M. Pursaill - Personal A/c	1	700 00	Remarks
Cash	2	50 50	
Bills	3		350 00
Equipment	4	750 00	
Real Estate	5	3000 00	
Expense	6	260 50	
Bills Receivable	7	280 00	
J. Jones	8	30 00	
T. Brown	9	50 00	
S. Best	10	100 00	
H. Test	11	20 00	
S. Thomson	17	30 00	
T. Simpson	18	25 00	
T. Thomas	14		100 00
S. Peters	15		30 00
R. Ramsay	16		15 00
T. Little	19		100 00
J. Jackson	20		27 50
Bank (Discount)	12		180 00
Bills Payable	13		200 00
Total		7648 50	7648 50

HARDWARE TRADE GOSSIP

Quebec.

T. E. Argue, general merchant, of Carp, was a visitor at the metropolis this week.

A. J. Teakle, buyer for H. & J. Young, Quebec, has been in Montreal for a few days, on business.

C. C. Ballantyne, of the Sherwin-Williams Co., Montreal, paid a brief visit to Ottawa this week.

S. E. Elkin, manager of the Maritime Nail Works, St. John, N.B., was in Montreal early this week.

Lieut.-Col. Kent, of Kent Bros., mica dealers, Kingston, spent a few days in Montreal during the week.

J. N. Warminton, manufacturers' agent, Montreal, visited the trade in Western Ontario this week.

J. W. Davis, advertising manager of the Canadian Rand Drill Co., Limited, is visiting New York this week.

A. P. Gosselin, general merchant, of St. Alexandre, was a visitor at the Montreal wholesale houses this week.

A. A. Bittnes, manager Canadian branch of the Gillette Safety Razor Co., is in Boston visiting the home factory.

Major Lockerby, of Lockerby & McComb, building paper manufacturers, Montreal, was in New York on Friday.

A. Albin, of A. Albin & Co., general merchants, Glen Robertson, was noticed among the hardware buyers in Montreal this week.

H. W. Aird, secretary of the Canada Paint Co., has returned to Montreal after attending the C.M.A. convention at Winnipeg.

A. H. Campbell, of A. C. Leslie & Co., Montreal, has returned from accompanying the C. M. A. excursion to Winnipeg and across the continent.

J. R Henderson, of Brandram-Henderson Limited, was in Montreal this week in connection with the firm's new lead-corroding plant, now under construction.

A. A. Bird, of the firm R. A. Bird & Co., Glasgow, Scotland, is visiting in Montreal, the guest of Robert Munro, managing director of the Canada Paint Co.

Gus McLeod, son of Angus McLeod, hardware merchant, Sydney, C.B., was in Montreal last week on his annual vacation. He was accompanied by Mrs. McLeod.

F. C. Graham, who has been in charge of the sporting goods department of Lewis Bros., Montreal, has accepted a position in a retail hardware store in New York city.

J. M. Curry, secretary-treasurer of Rhodes, Curry & Co., Amherst, called at the Montreal office of Hardware and Metal this week on his return from a trip to the Pacific Coast.

Geo. R. Nimmo, A. S. Leblanc and W. D. Hamilton, members of the eastern traveling staff of the Canada Paint Co., were at the head office in Montreal this week for a short conference.

Henry Timmons, formerly in business at Mattawa and now the owner of one of Cobalt's best paying silver mines, visited Montreal business friends last week and received their congratulations on his great luck.

Ontario.

Walker Holborn, of Sutton West, Ont., was in Toronto last Saturday.

W. Holborn, Sutton West, is erecting a new hardware store building.

J. H. Bundy, Pickering, was a hardware buyer in Toronto this week.

E. A. Button, of Stouffville, Ont., was a visitor in Toronto Thursday last.

R. Blain, M.P., Brampton, Ont., was a visitor in Toronto during the week.

Jas. Elliot has opened a plumbing shop at 838 College street, Toronto.

G. A. Binns, of Newmarket, Ont., was a visitor in Toronto during the week.

Charlton & Wilson are erecting a hardware store building at Haileybury.

Duncan L. Myers, of Stratford, Ont., was a visitor in Toronto during the week.

R. J. Cluff, of Cluff Bros., Toronto, returned on Tuesday from a trip to New York.

T. N. Healy, of Rice, Lewis & Son, Toronto, has recovered from his recent illness.

Geo. Stevenson, plumber, Hamilton, was a visitor in Toronto during the week.

T. Mortimer, of the Ontario Silver Co., Toronto, left on a business trip to Winnipeg on Monday.

R. L. Ritchie, of the Canadian Buffalo Forge Co., Montreal, called on the Toronto trade this week.

J. J. Little, painter, Toronto, is putting in a stock of hardware on Bloor street west, near Margueretta.

Geo. Haughton, hardware merchant, Dundas street, Toronto, has assigned to E. R. C. Clarkson, of that city.

William Woodruff, aged 53, employed in the Capewell Horse Nail Co., Toronto, was severely injured on Wednesday.

F. R. Knox, of Byng Inlet, Ont., has been a visitor in Toronto for the past fortnight buying a stock of hardware.

E. M. Sheldreck, of Paris, Ontario, who recently disposed of his hardware business in that town, is now residing in Toronto.

A. T. Harland, late of E. P. Paulin's staff at Goderich, is now on the road for the Electro-Surgical Instrument Co., Rochester, N.Y.

The Fort William Hardware Co., of Fort William, Ont., was entered by burglars last week and about $100 in unendorsed cheques and $15 in cash was stolen.

The factory employes of the Gutta Percha Rubber Co., Toronto, presented John M. Ogilvie with a handsome silver tea service. Mr. Ogilvie is leaving the company to accept another important position.

L. N. Vanstone, for twelve years was with H. S. Howland & Sons and who is now looking after the Ontario sales for the Canada Steel Goods Co., Hamilton, was presented with a handsome library table and chair by his old comrades on Howland's traveling staff when leaving to accept his new position.

J. B. Hawkins, who recently sold his hardware stock at Goderich to E. P. Paulin, of Dashwood, is again on the road for the Electro Surgical Instrument Co., Rochester, N.Y., and will cover his old ground, Quebec and the Maritime Provinces. During his short respite from business cares J. B. has been making himself useful in booming the Great Northwestern Exhibition and other affairs of interest to Goderich.

Western Canada.

F. W. Gerber has opened a new hardware store at Birch Hill, Sask.

Geo. B. Jameson, of Melfort, Sask., has built a large addition to his hardware store.

Mr. Moore, of Kemptville, Ont., has joined the hardware firm of Johnson Bros., Rouleau, Sask.

Jas. Sutherland, of Moose Jaw, has started a plumbing business in connection with his tinsmithing business.

The Moose Jaw Hardware Co., of Moose Jaw, Sask., have completed the erection of a new three-storey warehouse.

Harold Kelley, of the Kelley Hardware Co., Brandon, was in Winnipeg last week calling on several of the jobbing houses.

J. H. Agnew, of the Agnew Hardware Co., Prince Albert, Sask., intends making a visit in the near future to his old home in Jersey, in the Channel Islands.

W. J. Monaghan, of Weyburn, Sask., has completed the erection of his new hardware store. Mr. Monaghan is one of the pioneers in the "Soo Line" district.

Ed. Hawke, of the Moose Jaw Hardware Company, Moose Jaw, was presented with a handsome secretary by his fellow employes on the occasion of his recent wedding.

Maritime Provinces.

Wm. Stairs Son & Morrow, hardware merchants, Halifax, are removing into fine new premises.

Great Britain.

Sir William Treloar, an alderman of the city of London since 1892, has been elected Lord Mayor in succession to Walter Vaughman Morgan, one of the publishers of the Ironmonger.
expected.

HARDWARE AND METAL

Established - - - - - - 1888

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JOHN BAYNE MACLEAN - President

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NEW ADVERTISERS.

Warmington, J. N.

THE METAL SITUATION.

It is a wonderful fact that the metal market this week is even stronger than at the time of our last issue. Among all the items on the list only one has shown the slightest appearance of weakness at any moment during the week. Zinc spelter declined somewhat during the early part of the week but a reaction soon began, bringing prices up to their former level.

Pig lead has broken all bounds and for a so-called "base metal" the price now being asked is simply fabulous. Last week's quotations have been bettered by fully twenty-five cents a hundred pounds, with indications that still higher figures are near at hand.

Copper is very much stronger and is apparently on the edge of a great boom. We are quoting one cent higher than last week for ingots, but some dealers are said to be getting 25 cents a pound—two and a half cents in advance of our prices. A large demand exists and stocks are light.

Pig iron presents the same features as last week—high prices and a market bare of stock. English prices have gone up considerably and the difficulty of securing freights has added still further to the delivered price in this country. The difference is approximately six shillings.

Shipments of Glasgow iron are rather better than the English pig, and somewhat easier prices are obtainable. At that, it is very difficult to secure deliveries. Everything points strongly to a continuance throughout the Winter of depleted pig iron stocks. Consumers will have to make up their minds that it will more than likely be necessary for them to accept substitutes for their favorite brands this Winter.

A shortage of cars has added to the troubles of metal dealers. Even when stocks are sufficiently large to ship, it is next to impossible to obtain cars. It is said that foreign roads are now refusing to send their cars to Montreal, as they are promptly appropriated by the Canadian railways.

Some gauges in black sheets are now commanding higher prices, and a general revision may occur at any moment. Sheet lead is bound to advance in sympathy with the tremendous strides in the primary markets. It is expected that new prices will be made next week.

Tin plate quotations will probably be increased in the near future. This, however, will not affect import orders. As they are probably all placed for the year. In fact, it would be impossible to secure delivery before the close of navigation, on orders placed now. All other sheets are strong and steady.

MANY MARKET CHANGES.

Particular attention should be paid to the market reports given in Hardware and Metal from week to week. We make no pretence of being prophets, but we give the result of close observance of market conditions on the part of members of the editorial staff, who also interview weekly many of the keenest buyers in various markets.

The changes made this week make up one of the longest lists ever presented to the trade in Canada, many of the advances having been predicted by us in recent issues.

One of the investments most certain to produce dividends for a retail merchant is a subscription to his trade paper and the merchant who hasn't time to read a trade paper hasn't time to make money.

Don't give a customer a chance to lose confidence in you by making claims for a stove that cannot be fulfilled.

Styles in shooting materials have not changed this season, except that the jug is a little larger and the neck shorter.

THANKSGIVING.

Probably no other country in the world can so heartily give thanks for long-continued peace and prosperity, as our own Canada. Bumper crops for many successive years, have brought wealth to our farmers, and thereby benefitted merchants and manufacturers. Constantly new discoveries of mineral deposits have increased our resources, not only by affording means of investment to our monied interests and regular employment to our workingmen, but also by atracting to our land the capital of foreign investors. The same may be said, and with even greater truth, of the railways which are being pushed across the continent, and the mighty electric power developments at our numerous waterfalls. Our fisheries year after year, yield fame and fortune to our country, while our forests are among the greatest lumber producers in the world.

Surely Canada has cause to be thankful. And, among those who may reasonably be expected to feel grateful for past blessings, the hardwareman is among the first. The country's prosperity affects him to an even greater extent than the majority of his fellows. So he rejoices just now in a prosperity which gives every promise of long continuance.

Thanksgiving Day, however, possesses a more peculiar significance to the hardware dealer, and this year, this will come home to him with more than the usual force, by reason of the fact that the Government has decreed a much earlier date than usual for the holiday. The weather from all appearances at present, will be very mild, which will admirably suit the trade.

To descend to the commonplace, the hardware merchant always looks forward to the Thanksgiving trade, for a boom in such lines as small tools, nails, screws, hooks and eyes and innumerable sundries. It is a well known fact that consumers are fond of using this day for the small repairs incidental to the approach of cold weather. The double windows are put on, the storm doors and Winter porches placed in position, and coal stoves are cleaned and set up for their Winter's duty.

It is not too late to catch the trade in articles which will be used in the "tinkering around" process. A good window display of weather strip, hooks and eyes, axes, furnace scoops, stove polish, stove pipes and stove pipe wire would "help some."

FARMERS AND TINPLATE DUTY.

The following letter, which appeared in last week's Picton Times, shows how the farmers of Prince Edward County feel about the proposed duty of 33 1-3 per cent. on tin plate:

To the Editor of the Picton Times.

Dear Sir,—Knowing the interest your valuable paper takes in the prosperity of this county the writer takes the liberty to place a few cold facts before the farmers and your readers.

A company of promoters organized as the "Canadian Tin Plate and Sheet Steel Coroporation" are asking the Federal Government to place the duty on tin plate and sheet steel at 33 1-3 per cent.. (it now comes practically free) at the revision of the tariff to begin next month.

The duty of 33 1-3 per cent. on the importation of tin plate would force the price up to the consumer just to that extent. The price of tin plate 1c. 14 x 20 was $3.92 in the United States in 1905, supposing this to be the price of English goods the tariff will increase the price nearly $1.30 per box, or nearly 1-4c. per can. What does that mean to the canning industry of this county?

Take a conservative estimate of the output of the eleven factories this year and we have fifteen million cans, and if this duty goes on the snug sum of $37,-500 is taken in tribute out of the county and not a dollar spent here.

Take the Old Homestead Canning Co., with its three million output the tribute to the tin plate company would be $7,500.

Take the Bloomfield Packing Co., with its three million and one-half output, and when the axe falls $8,750 goes from that establishment to swell the coffers of an "unnatural" industry.

Again let us look at it from the farmer's point of view.

An acre of tomatoes is allowed to produce 250 bushels. At fifteen cans to the bushel it means 3,750 cans per acre. 33 1-3 per cent. duty or 1-4c. per can mean a tax of $9.37 1-2. Or take five acres, the average plant of a farmer, the duty would be $46.87 1-2, and if this company can induce the Government to come to their way of thinking, these figures, which are close to the mark, will have to be paid as sure as death and taxes.

To avert this the duty of the hour is to sign a petition against this increase to contribute along with the factories to Ottawa a strong farmers' delegation to protest along with the canners against this iniquitous tax. We, as farmers, feel keenly that we cannot grow tomatoes and corn and other canning produce at any less price than at present. The factories know they cannot pay this enormous tax and do business.

To increase the price to the consumer would largely handicap the trade. The situation is a grave one and means to our old county "success or failure" as our industrial situation stands to-day. Let us be true to ourselves and our own best interests and to our homes we have struggled so hard to maintain.

Let us put up a protest and disclaimer that will echo at Ottawa with no uncertain sounds.

JOHN W. HYATT.

West Lake, Sept. 27, 1906.

AUSTRALIA'S TARIFF CHANGES.

The changes in the Australian tariff seem likely to have a marked effect on Canadian trade with that country, especially with reference to agricultural implements, on which increases have been made in the import duty varying from ten to one hundred per cent. It has been suggested that with the high wages and short hours which govern in Australia, the market might still be retained for Canadian makers despite any increased duties, but it must be remembered that the factories at the antipodes are also to have their raw material entered free of duty, and with this and 25 per cent. protection they would appear to have a pretty sure thing. The whole situation would appear to be one

XMAS WINDOW DISPLAYS.

To make the window produce its share of profits during the holiday season, a number of catchy displays should be well thought out before the rush of holiday trade begins. Now is the opportune time.

Last year Hardware and Metal awarded prizes for the three best displays made during the Xmas season. This year we will give five prizes but the displays must be of goods sold in hardware stores and suitable for Christmas presents, such as silverware, razors, cutlery, sporting or house furnishing goods, hardware specialties, etc. The prizes are:

1st prize $6.00
2nd prize 4.00
3rd, 4th and 5th, a year's subscription to Hardware and Metal.

All photographs of displays must be mailed to us not later than December 31, 1906, and they should be accompanied by a short description of how the display was constructed, the display artists' name and, if possible, samples of the Christmas advertisements in the local papers backing up the window display advertising.

In a recent issue we suggested that hardware dealers having a number of clerks offer a prize for the best suggestion for an Xmas window display. Our prize offer provides an additional incentive. Get the clerks at work planning original window displays, or if you haven't a clerk to do it, do some planning yourself. But don't neglect the window, particularly during the holiday season

RUNNING A MUNICIPALITY.

Government by a commission of experts each endowed with executive ability of superior order is, theoretically, the ideal system of municipal administration. Practically it is impossible. The first question confronting the "commissionist" is "how would you elect or appoint the commission.

It is becoming a habit with city and towns people when condemning their municipal government, to remark "government by commission is the only way." Not one in a thousand has given the matter careful consideration.

Municipal government in Canada—and to the average citizen it is the most important government we have—must be worked out on the basis of popular representation. There are now two opposite tendencies in municipal method, the one growing in favor in Canada, is to concentrate executive authority in the hands of a small committee or board, in Ontario called the Board of Control and make the functions of council legislative and supervisory. The other tendency, almost universal in Great Britain, is to divide executive authority among a great number of standing committees. Some councils have scores of such standing committees each devoting itself to a minute detail of civic administration. Of course, the councils are large.

The former system seems the more natural on this side the Atlantic. Nowhere yet has it approached perfection, but it has given good results thus far.

Wishing for municipal government by commission is like crying for the moon. In the first place, it isn't likely to be forthcoming and in the second place they wouldn't know what to do with it if they had it.

If people would only learn that they themselves are the rulers of their city, appreciate their responsibilities of citizenship and vote and act accordingly, the great and pressing problems of municipal government would be quickly solved.

J. H. McKenzie, of Hanley, Sask., has completed a 66-foot addition to his hardware store.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 62.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Galvanized Wire—Advance of about 10 cents.
Tacks—Adanced about 10 per cent.
Lead Pipe—Now 7 cents per pound.
Lead Waste Pipe—Now 8c. per pound, discount on these items 5 per cent.
Shot—Net list now quoted.
Turpentine—Now 91 cents per gal.
Copper—Ingot copper 1c. higher.
Pig Lead—Advanced 25c.
Old Material—Several changes.

TORONTO.

Pig Iron—Prices advanced and great scarcity in winter predicted.
Copper—Sensational advances made.
Brass Goods—An advance imminent.
Pig Lead—Advanced 25 cents per hundred.
Shot—Advanced to net list.
Lead Pipe—Discount lowered to 5 off.
White Lead—Further advances probable.
Iron Pipe—Advance predicted.
Cast and Malleable Fittings—Advanced.
Bar Iron—Advance expected next week.
Turpentine—Predicted advance made.
Tacks—New lists with lower discounts.
Galvanized Wire—New lists to be issued.
Barb and Plain Twist Wire—Advancing.
Wire Nails—Advancing—now firm at $2.00.
Screws—Advance on set and cap screws considered likely.
Old Material—Advances all round.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 12, 1906.

Heavy shipments are being made this week in all seasonable lines. The demand seems to have been quickened by the cold snap of the present week. This has been felt particularly by weather strip. The Montreal city trade in this line, which does not usually commence until later in the season, has been very active this week.

Ammunition orders have been coming forward so steadily that one of the largest Montreal wholesale houses has been compelled to cable a repeat order to England. This is the first time they have been compelled to do this.

Several price changes have occurred this week, nearly all of them being the result of the remarkably high prices which now rule throughout the metal market. Galvanized wire has advanced about 10 cents per hundred, Montreal prices. Cleveland prices are now about 7½ cents higher than the old ones. Shot has advanced, as will be seen in our quotations, prices now being net list. Tacks, in many grades, are now higher in price. These may be seen by consulting our current market quotations.

It is reported that western jobbers have advanced the price of cold blast lanterns to $5.50. In Montreal, in spite of the efforts of manufacturers to bring prices back to a normal level, there has been no change in this direction.

AXES—As being one of the most seasonable lines, axes are going forward steadily. We still quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — Business conditions remain very satisfactory, and we are still quoting: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—No change has taken place in the Montreal lists, and we are still quoting: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $1; No. 0 Safety, $3.50 to $3.75.

COW TIES AND STALL FIXTURES—Large quantities are going forward in almost every order. We quote discounts as follows: Cow ties, discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS—Shipments are increasing right along. Quotations are as follows: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—An excellent demand is maintained. Our prices are: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Our quotations remain: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS— Discounts as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.; Felisterhead, brass, 25 per cent.

BOLTS AND NUTS— There is still an acute scarcity. We quote as follows: Carriage bolts, ⅜ and under, 60 and 10; 7-16 and larger, 55 per cent.; fancy carriage bolts, 50 per cent.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—We quote discounts: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Prices are now firmer, and there is an absence of price-cutting. We quote: $2.05 f.o.b. Montreal.

CUT NAILS—Business remains on about the same plane as at our last report, and we continue to quote: $2.20 base, f.o.b. Montreal.

HORSESHOES—A good trade is being done. Our prices remain as follows: P.B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Business is picking up with the cold weather. Other conditions remain the same, and prices are unchanged.

CEMENT AND FIREBRICK — The situation is unchanged. Dealers cannot fill orders, owing to the scarcity of cars as well as the scarcity of cement. We quote: "Lehigh" Portland in wood $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN — Our remarks of last week still apply. We give prices as follows: 5-16 in., $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT—An advance has taken place, net list being now quoted. Shot packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION—This is the big season for retailers, and jobbers as well are still shipping large quantities. We still quote the following prices: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Oct. 12, 1906.

Lively business is being done in builders' hardware by the jobbing houses, there being quite a rush to complete contracts under way before Winter sets in. The few days of Autumn weather has started a sorting up in general lines and has made building paper, weather strip, etc., move in fair quantities.

Wire nails have firmed up and while there is no agreement between manufacturers, prices are likely to be higher. Several of the mills have booked heavy orders for shipment to Western Canada before the close of navigation and as they are temporarily off the market for local shipments the other mills have an opportunity to move prices up in keeping with existing market conditions, especially if heavy orders are placed under present low prices.

Galvanized, barb, and plain twist wires have all advanced about ten cents per hundred as a result of the higher quotations on iron. Tacks have also advanced in response to the same conditions and shot is now quoted at net list following the rise in pig lead, while set and cap screws are said to be likely to move upward shortly.

AXES AND HANDLES—Large shipments are being forwarded by jobbers and a good season is looked for. Sorting is being largely done.

CUTLERY AND SILVERWARE — Orders are heavy for Christmas trade.

SPORTING GOODS — All shooting goods are selling in large quantities, while football supplies are selling well. Skate shipments are being made and hockey sticks are being bought liberally.

CHAIN—We continue to quote : 1 inch, $6.60 ; 5-6 inch, $4.55 ; 3-8 inch, $3.95 ; 7-16 inch, $3.80 ; 1-2 inch, $3.65 ; 9-16 inch, $3.55 ; 5-8 inch, $3.45 ; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote : 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE—Advances of ten cents per hundred have been made on barb, plain twist and galvanized wire.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31 ; gauge 11, $2.37 ; gauge 12, $2.45 per 100 lbs.

WIRE NAILS — We quote nominally $2.10 base, the market having advanced about five cents. Some mills are working on heavy western orders and higher prices are probable. The market is firm at $2.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

TOOLS—A heavy trade has been done in mechanics' tools and the demand is still brisk.

SHOVELS—Demand is brisk and dealers are sorting in snow shovels.

LANTERNS—Prices are firmer as a result of an effort to readjust the quotations existing during the open market. Lamps and lighting fixtures are selling well.

STABLE FITTINGS—This line is being included in most sorting orders and cow ties are in good demand.

BUILDING PAPER—Trade has livened up as a result of the cool weather.

HORSESHOES—Our quotations continue as follows : P.B. base, $3.65 ; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80 ; No. 1 and smaller, $4.05 ; snow, No. 2 and larger, $4.05 ; No. 1 and smaller, $4.30 ; light steel shoes, No. 2 and larger, $4.15 ; No. 1 and smaller, $4.40 ; featherweight, all sizes, 0 to 4, $5.75 ; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra ; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—Demand is increasing.

RIVETS AND BURRS—Prices hold firm and demand is keen.

SCREWS—An advance in set and cap screws is looked for.

BOLTS AND NUTS—Stocks are light and prices firm at last week's advance.

CEMENT—We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30 ; American low-grade, $23 to $25 ; high-grade, $27.50 to $35.

HIDES AND WOOL—The market is very dull and inclined to weakness. Plenty of hides are coming in, but the out-go is limited.

Hides, inspected, steers, No. 1		0 12½
" " " No. 2		0 11½
" " cows, No. 1		0 12½
" " " No. 2		0 11½
Country hides, flat, per lb., cured		0 11
Calf skins, No. 1, city		0 13
" " No. 1, country		0 12
Lamb skins and pelts		0 75
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb.		0 25
" " extra		0 27
Wool, unwashed fleece	0 15	0 16
" washed fleece		0 25

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 12, 1906.

Metal men seem resigned to the constantly higher prices which are being commanded by their products, from day to day. The past week has been no exception to the general rule of the past couple of months, and there is still the cry of short supplies and increased quotations. How long this situation will continue, it is impossible to say, but, from present indications the boom must continue for some time longer before easier prices are forthcoming.

Pig lead has astonished even the most experienced metal experts by jumping up 25c. a hundred. Even at these advanced figures, which undoubtedly constitute the record it is a matter of the greatest difficulty to secure deliveries within a reasonable time. This condition has had the result of forcing up the price of general articles such as lead pipe and shot in which pig lead is the main raw material.

Copper is firmer again this week. We are quoting an advance in ingot copper of one cent over last week's prices making the current quotation from 22 1-2 to 23 cents. Some dealers however are asking as high as 25c. and it is generally agreed that our price is very close, in the present circumstances. The higher quotations seem to be fully warranted by the market.

Ingot tin is advancing all the time in European markets, and is now considerably higher than it was a week ago. Nevertheless, Montreal jobbers are still quoting the same figures, though it is conceded that there is every likelihood of higher prices within a few days. By some, it is even predicted that the record price of last January will again be reached.

Zinc spelter declined slightly in the early part of the week, but has firmed up again and is now being quoted at about the same prices as ruled last week.

Antimony is unchanged, but very firm in tone. In fact, it is a long time since the firmness in the metal market has been so general.

Pig iron conditions are practically unchanged. English prices are considerably higher, this week, and, in addition, great difficulty is being experienced in securing freights before the close of navigation. This has made a difference of about six shillings in the price delivered at Montreal. Glasgow shipments seem to be rather better and prices have not advanced as rapidly as those of English iron. Summing up the situation as a whole, we may say that indications point strongly to a scarcity of pig iron throughout the coming Winter. The probability is that consumers who have formerly stuck religiously to favorite grades, will have to submit to a mixture.

Black sheets are much firmer and prices will probably be amended very soon. Tin plates are higher in tone and import prices have advanced. There has been no change in local quotations from stock, but almost beyond a doubt they will soon be changed. Lead sheets have been affected by the steady advance of pig lead, and it is expected that within the next week or so, new prices will be declared.

COPPER—A full cent has been added to our quotations this week, and in some quarters an even greater advance has been made. Our prices now are: Ingot copper, 22 1-2c. to 23c.; sheet copper, base sizes 26c.

INGOT TIN—Last week's quotations still rule, although the English market continues to advance. We quote: 46c. to 46 1-2c. per pound.

ZINC SPELTER—A slight decline in the early part of the week was offset by an upward movement which brought the price back to $7 to $7.25 per 100 lbs.

ANTIMONY—We still quote 27 1-2c. to 28c. per lb.

PIG LEAD—There does not seem to be any end to the present boom, and an-

other big advance took place this week. We are now quoting: $5.15 to $5.25 per 100 lbs.

PIG IRON—Last week's situation is duplicated in this. The difficulty of securing freights before the close of navigation, has added to the delivered price. We are quoting prices as follows: Londonderry, $22.50; Carron No. 1, $23; Carron, special, $22; Summerlee, No. 2, selected, $22.75; Summerlee No. 3, soft, $21.75.

BOILER TUBES — We still quote British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Prices are: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL—We are still quoting: Sleigh shoe, 92.17½; tire, $2.27½; spring, $2.75; toecalk, $2.82½; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON — We are still quoting the following prices: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.40 to $4.65. In less than case lots 25c. extra.

BLACK SHEETS—New prices are expected shortly. Meanwhile, we are quoting: 28 gauge, $2.50; 26 gauge, $2.45; 22 and 24 gauge, $2.30; 20 gauge, $2.25; 17 and 18 gauge, $2.25; 8, 10, 12 and 14 gauge, $2.55.

CANADA PLATES— We are still quoting: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.25; 60's, $4.50.

TIN PLATES—It is believed that advances will soon be declared, as prices for import are higher. Our quotations are: Cokes, base size, 1C 14 x 20, $4; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—Our prices are: $6.85.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Our prices this week remain unchanged, but owing to the tremendous advances in pig lead, it is said that higher prices will soon be given out. Meanwhile we quote: 2 1-2 lbs. 6c. by the roll; 3 lbs., and heavier, 5¾c. by the roll; small quantities, 25c. per hundred pounds extra.

BAR IRON—Our price remains $2.05 base, f.o.b. Montreal.

OLD MATERIAL—Firmness in the copper market is responsible for increased prices in copper and brass scrap. Rubbers also have advanced and manufacturers are said to be creating a more active demand. As stocks are light, further advances are looked for. We quote the following dealers' prices: Light copper, 15c.; heavy red brass, 15c.; yellow brass, 11 1-2c.; light brass, 8 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $15.50; wrought scrap, $14 to $15; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 8c. to 8 1-4c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, October 12, 1906

Sensational advances in iron, copper and lead, and the products of these metals have been the feature of the week and it is probable that never before has there been such great changes made in so many lines as have taken place during the past week. Prices are soaring high and still moving upward, the tremendous demand and the great scarcity of stocks tending to make conditions continue to stiffen.

Pig iron is probably the most difficult article to procure and present indications are that a marked scarcity will develop during the coming Winter. The American producers have their hands full with their local market and the increasing prosperity in Great Britain is taking exporters off their feet and shipments are becoming harder to secure as time goes on. Many foundries in Canada are very short of stocks having looked for lower prices, but with the early close of navigation still further increases are likely. This week we are advancing Middleborough and Londonderry, the latter being booked ahead for nine months. Another Canadian furnace is understood to be a year and a half ahead with orders.

Bar iron is slated for an early advance, probably during the coming week. Iron pipe and fittings have advanced and in addition to last week's rise in bolts, this week sees firmer conditions in galvanized wire, wire nails and a possibility of an advance in screws.

Copper has made sensational advances in outside markets and is now about 10 cents higher than the low level reached in 1902. This will mean additional profits of $90,000,000 a year to the copper companies of the United States taking the present selling price and the low price in 1902 as a basis for calculation. Brass is also being advanced on account of the upward move of copper.

Pig lead has made a tremendous jump of 25 cents per hundred and is now well beyond all former record prices and as supplies are not in keeping with the demand prices are very stiff. Lead pipe and shot have already advanced in response and white lead, red lead, solder, sheets, etc., are certain to advance as a result of pig lead's continued firmness.

Spelter is remarkable as being about the only metal to remain quiet during the present excitement.

PIG IRON—Conditions continue to stiffen and advances are made in several lines. A marked scarcity seems probable next Winter. Our prices are as follows: Radnor at furnace, $33; Hamilton at furnaces, No. 1, $21.50; Londonderry, f.o.b. Toronto, No. 1, $24; Middleborough, $23 to $24; Summerlee, $25.

BAR IRON—An advance is looked for next week. We quote: $2.15 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Prices are unchanged. In small lots business is very brisk. We quote: 44c. to 45c. per pound.

TIN PLATES—Trade is active and higher prices are looked for. We quote: Cokes, base size, 14 x 20, $4 to $4.25; charcoal, base size, 14 x 20, $4.50 to $5.

GALVANIZED SHEETS — Stocks are almost bare. Canada plates and black sheets are firm. Black sheets are expected to advance.

BRASS—There is a fair business doing with higher prices certain. We quote: 23c. to 24c. per lb.

COPPER—A big jump has been made and we now quote: Ingot copper, $24 per 100 lbs., and sheet copper $30 per 100 lbs.

LEAD—With this week's big advance we now quote: $5.15 to $5.25 for imported pig and $5.50 for bar lead.

ZINC SPELTER—The market is quiet and prices unchanged. We quote: 7¼c. per lb. for foreign and 6c. per lb. for domestic. Sheet zinc has been advanced 25 per cent.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.65; tank plates, 3-16 inch, $2.50; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—Business is fair with 27c. to 28c. asked.

OLD MATERIAL — Prices are as follows: Heavy copper and wire, 16 1-4c. to 16 1-2c. per lb.; light copper, 14 1-2c. to 15c. per lb.; heavy red brass, 13 1-2c. per lb.; heavy yellow brass, 12c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.40 per 100 lbs.; heavy lead, $3.60 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $12; No. 2 wrought, $5; machinery cast scrap, $15; stove plate, $11; malleable and steel, $6; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices:

Anthracite in cars at bridge, egg, stove and nut, $5.50 ; grate, $5.25 ; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines : Lump, $1.50 ; ¾ inch, $1.40 ; run of mine, $1.30 ; nut, $1.25 ; N. P. and S., $1 ; slack, 75c. ; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges : 1¼ inch, $2.55 ; ¾ inch, $2.45 ; mine run, $2.35 ; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, Oct. 9, 19.6.

PIG IRON— Cleveland warrants are quoted at 56s. 3d, and Glasgow standard warrants at 55s. 9d, making prices as compared with last week 1s. 9d higher for Cleveland warrants and 1s. 9d higher for standard warrants.

TIN—Spot tin opened steady at £196 futures at £194 10s., and after sales of 160 tons of spot and 150 tons of futures closed quiet at £195 15s. for spot, £194 10s. for futures, making price compared with last week £1 10s. higher on spot, and £1 higher on futures.

COPPER—Spot copper opened strong at £96 10s., futures £96 5s., and after sales of 600 tons of spot and 900 tons of futures, closed strong at £96 15s. for spot, and £96 10s. for futures, making price as compared with last week £4 higher on spot and the same on futures.

LEAD—The market closed at £19 10s making price as compared with last week 15s. higher.

SPELTER—The market closed at £27 7s. 6d, making price as compared with last week unchanged.

U. S. METAL MARKETS.

From the Iron Trade Review, Cleveland, Oct. 11, 1906.

The pig iron market has for the past fortnight witnessed a distinct and extensive second buying movement for 1907 delivery. Prices, already high, have advanced sharply and are threatening to reach a dangerous level. Even for first half delivery Bessemer has advanced 50 cents during the week and basic has sold as high as $20 valley. On foundry grades, $10 valley and $16 Birmingham are the minimum for delivery up to July 1. For spot iron on anything like early delivery prices are much higher.

The B. & O. Railroad has allotted about 100,000 tons of rails, 37,000 tons going to Pittsburg mills. In other finished lines, activity is undiminished. Light rails have advanced $2 per ton at Chicago and an important independent interest has advanced tank and structural grades of plates. The extensive fleet for the Lackawanna Steel Co. to be built in 1907 will also serve to strengthen the plate market.

While conservative ore interests expect an advance for 1907 over this season's price, they are generally of the opinion that it must not exceed 50 cents, and are strong in denunciation of certain attempts which have been made to contract at a higher rate. September shipments were almost one-quarter greater than during the coresponding month last year.

The consummation of the Hill ore deal is still a topic of wide discussion. Independent ore producers are of the opinion that the centering of ore holdings in the corporation's hands will tend toward the maintenance of steady conditions. Furnace men who are purchasers of ore see in the gradual absorption of these lands increasing difficulty in securing a hold there to supply their own needs. It is taken for granted that the corporation will not become a shipper of ore.

U. S. IRON AND METAL TRADES.

From the Iron Age, Oct. 11, 1906.

Returns from the coke and anthracite blast furnaces show that pig iron production in the 30 days of September was 1,970,962 gross tons, as compared with 1,926,736 tons in August, with 31 days. The daily rate was 65,699 tons in September, an increase of 3,546 tons a day over the average in August. September has thus substantially checked the decline in production which has been noticed month by month since March. The weekly capacity of 311 furnaces active October 1, was 469,665 tons; on September 1 it was 441,426 tons. A monthly increase of 120,000 tons is thus indicated.

The purchases of basic pig for the Pencoyd Works amounted to 61,500 tons for delivery during the first half of 1907 and about 7,000 tons for prompt delivery. One large steel plant in eastern Pennsylvania has taken 10,000 tons for this year and 25,000 tons for 1907. One tidewater plant purchased 10,000 tons and another 4,000 tons for 1907 and a third plant 5,000 tons for this year. Altogether these and some minor sales foot up close to 125,000 tons, with further inquiries in the market. It may be noted that at the same time eastern Pennsylvania steel makers purchased between 25,000 and 30,000 tons of heavy melting scrap at $18 to $18.50.

Some good sales of foundry iron are reported in this section, and quite a good deal of forge iron has also been marketed. The southern iron makers do not seem to be pushing sales in any direction.

Importers have been studying the chances of placing Middlebrough and Scotch irons, and some moderate business has been done. Middlebrough No. 3 is being offered at $19.50 ex ship, duty paid, but consumers are slow to take hold, many being adverse to changing their mixtures. It is understood that quite a tonnage of pig iron warrants has been bought for American account, but it is yet an open question whether the buyers will take the profit available from the rise, or will ultimately decide to ship the iron.

Only moderate transactions in steel rails are reported, but it is probable that some important negotiations now pending will be closed at an early date.

There has been quite a good run of contracts for structural material, chiefly for shops and buildings. In bridge material the most important transaction now being closed is for 19,000 tons for the Canadian Pacific Railroad.

In the merchant pipe trade makers are figuring on some good orders for line pipe.

Nova Scotia Trade News.

Halifax, N.S., Oct. 9, 1906.

The hardware trade is now booming and the firms in this city are rushed with orders. During the latter part of the Exhibition, trade commenced to go ahead in good style and it has continued so ever since. From the present outlook this year's Autumn trade promises to be big, as times are good all over the province. Collections are most satisfactory all round and no complaint is heard from any quarter regarding business.

Prices generally have a tendency to advance and already increases are noted in a number of lines. Builders' hardware manufacturers have advanced prices on bronzes and brass goods 11 per cent. Lead is higher, sheet being quoted at $6.50 per roll for three pound and heavier, $6.75 per roll for 2 1-2 pound, and $7 per roll for two pound. Less than full rolls 1-2 cent advance. Rope has also advanced, pure Manila being quoted at 15 1-2c. base, which is 1-2c. increase over last quotation. Ordinary shot has also advanced, and is quoted to-day at $1.67 per bag of 25 pounds. Nails are steady at $2.25 base for wire, and $2.40 base for cut. There is a good demand for powder, but there is no change in the price. Loaded shells (black) are quoted at $1.50 per hundred and smokeless at $2.10.

* * *

Walter B. Reynolds, a former prominent hardware merchant of this city, died last week. He served his time with H. H. Fuller & Co., hardware merchants, and afterwards became a member of the firm of Fraser, Reynolds & Co., and later on became a partner in the firm of W. B. Reynolds & Co. Upon retiring he became traveling representative for a prominent Canadian house, and in this branch of work, he proved his ability becoming one of the most successful men on the road. There were few more popular than Mr. Reynolds and in many portions of the province, news of his death will be heard with very sincere regret. He leaves a widow, three sons, and two daughters.

* * *

George Fitzpatrick, a popular young man of this city, and for years a clerk in the hardware establishment of H. H. Fuller & Co., died at the Sanitorium at Kentville, last week of tuberculosis.

YOU CAN MAKE QUICK SALES



and save much of your valuable time usually taken up in explaining points in the average range which are, for the most part, but theoretical. Show your customers

THE GARNET GOOD CHEER

Its points almost speak for themselves. Argument and explanation are hardly necessary, as the buyer can see for himself, but what you do say about the Garnet

You Can Demonstrate on the Spot

The Semi-Plain Finish. Could anyone wish for anything neater! How much easier it is to keep a nice polish on its plain surface than on the highly ornamented and dust gathering carving of the average range. The neat housekeeper appreciates a neat looking range, and the "Garnet" will immediately catch her eye.

The Removable Nickel. This is a decidedly new feature in range construction, and is another point which will appeal to the housekeeper. No more dull, dingy nickel trimmings, for they can all be removed without turning a bolt, and be polished at a table in the same way as the silverware is taken care of. Then on preserving or washing days or at any time when anything of a mussy nature is to be handled, all nickel may be laid aside for the time and afterwards replaced as bright as ever.

The Fire-box. We have made a special study of fire-box construction and in the "Garnet" it will be found to be as near perfect in operating and lasting qualities as it is possible to make them. Its linings are all cast, and are made with proper allowance for expansion. The size has been duly proportioned to that of the oven, and fuel consumption will therefore be most moderate and satisfactory. For wood burning a 22-inch fire-box is provided.

The Oven. The oven is square, 18 x 18 x 11, and has same dimensions on rack as on bottom, making it equal to all average requirements.

Constructive Quality. Ranges of the Garnet's design and finish cannot possibly be made from other than the highest grade of iron. What better evidence of the quality of material could you have than in the uniformly smooth finish of the castings in this range.

The JAS. STEWART MFG. CO.

LIMITED

WINNIPEG, MAN. WOODSTOCK, ONT.

"GOOD CHEER"



RANGES

THE JAS. STEWART MF'G. CO. LIMITED.

WINNIPEG, MAN. WOODSTOCK, ONT.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Oct. 12, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Lanterns have been advanced and revised prices will be found below. It remains to be seen whether the advance in wholesale prices will have any effect in stopping the severe cutting among the retail trade which has prevailed for some time. A new list in harvest tools will be issued in a few days, but the discounts remain the same. "Copper King" and "Columbian" axes have been advanced in price, but the standard flint edge axes have been reduced. There is a big movement of heavy goods before the close of navigation and general business is reported very active. Money is moving more freely than at this time last year but some alarm is expressed owing to the reports of wheat blockades due to car shortages.

LANTERNS—As noted above, there has been a general advance in lanterns and prices are now quoted as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ by 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅝, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue 60 and 5 p.c.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—As noted above, the price of Copper King and Columbian axes has been reduced, while standard flint edge axes have been advanced. New prices are as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Manila rope has been advanced 50 cents per cwt. and quotations are now as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—As noted last week, shot has been advanced 25c. per cwt. We still quote: Cartridges, Dominion R. F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33½; C. F., pistol, 5 p.c.; C. F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL—Prices are Bar iron (basis, $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—The high price of $5.60 per cwt. is still firmly maintained.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

LEAD PIPE—The price has been advanced to $7.80.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Prices have been

steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels, f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE — White lead, pure, $7; bladder putty in bbls., 2½c.; in kegs, 3¾c.; turpentine, pure, in barrels, 97c.; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

WESTERN NEWS.

The Moose Jaw Hardware Co., of Moose Jaw, Sask., have installed a drinking fountain in their store. It was very popular during the hot days in August and September.

Skelling & Jackson, of Neepawa, Man. have made large extensions to their hardware store, building around their old premises until they have now what is practically a new store.

H. V. Lawlor, "English" paint specialist for the Marshall-Wells Co., Winnipeg, called at the Winnipeg office of Hardware and Metal last week before starting west on an extended trip through Saskatchewan and Alberta.

J. A. Lindsay, of Winnipeg, formerly president of the Retail Hardware and Stove Dealers' Association of Western Canada, is in Scotland at present visiting his old home. Mr. Lindsay has been in poor health for some months past and his friends hope the trip will prove beneficial.

A. Robert Munro, managing director of the new Glasgow, N.S., works of the Munro Wire Works, was a caller at the Winnipeg office of Hardware and Metal last week. Mr. Munro came west with the Canadian manufacturers' party and in company with his brother, Jas. Munro, of Winnipeg, took in the manufacturers' trip to the coast. He returns east this week.

A. J. Falconer, of Deloraine, Man., president of the Retail Hardware and Stove Dealers' Association of Western Canada, was in Winnipeg last week. In conversation with Hardware and Metal he said that business conditions in Deloraine are good. The crop has averaged 20 bushels to the acre, the grain is grading high and about 90 per cent. has been threshed. He considers the outlook good.

Alderman Hopkins, of Saskatoon, in addition to conducting a live hardware business is an enthusiastic farmer. He secured splendid results from his farm lands this year. He had 200 acres of wheat land which yielded 40 bushels to the acre, and 125 acres in oats which yielded close to the 100-bushel mark, according to the Saskatoon Phoenix. Mr. Hopkins also has a half interest in another big block of land and expects to have over 1,000 acres under crop next year.

TRAVELER WANTED.

WANTED by manufacturer of high-grade paints, travelling salesman with connection and experience for Ontario and Quebec, give all particulars and salary expected. Address "Traveller," care Hardware and Metal, Montreal.

BRONZING SEASON

means bronze business, and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON *WINNIPEG, CAN.*

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

Everything for the Painter



You'll be Satisfied

if you place your GLASS order with us. Our immense trade requires that we have TEN THOUSAND cases of WINDOW GLASS constantly in stock.

Our twenty-four years' experience in the Glass Trade makes us entirely familiar with the requirements of the Trade in Western Canada—your requirements.

If you want 5 cases or 5 carloads we can give you prompt service.

Send in your specifications now and let us figure on them. Quotations by return of mail or wire if requested.

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA

QUIET SUMMER'S TRADE IN BRITAIN

London, Eng., Sept. 29, 1906.

Summer is now quickly drawing to a close, and with its departure disappears also much of that irregularity and uncertainty so characteristic of the vacation season. It is a long time since Great Britain has enjoyed such a long sequence of sunny weeks. It has been an ideal holiday Summer, and all the world seems to have been on travel. But, unfortunately, such merry times bring little money to the retail hardwareman. To him the opening up of a new season is more than welcome. He will require to do good business indeed, if he is to make up for a bad Spring and a quiet Summer.

Trading Direct with Consumers.

The English hardwareman's lot is scarcely an enviable one, for probably in no other trade are there so many adverse conditions to combat. There is a superabundance of retailers throughout the Old Country, and competition is consequently very keen. Then again, the range of goods, which are expected to be carried, are so great and so varied that to buy rightly and to sell seasonably becomes a high art. It is the easiest thing imaginable to overcrowd one's store and it must be confessed that the English hardwareman has not yet nearly grasped the importance of periodical bargain sales for the clearance of old stock. A third hostile condition rests in the ever increasing burden of advancing rates and taxes, which are characteristic of almost all the English leading towns and cities. Yet another evil arises from the fact that some manufacturers are showing a tendency to sell directly to the public. This movement is at present small, but the chances for its gaining ground, at any rate in some lines of hardware, are by no means insignificant. It is not for a moment suggested that things will arrive at such a point as to put the retailer over here out of business, but it is inferred that before long many manufacturers will find that, since they have to do the best part of the trade promoting work themselves, by advertising, circularizing, etc., they may just as well invite the public to buy direct, and leave the hardware retailers to catch such custom as they can. One may pick up any English daily or weekly newspaper and find therein manufacturers making direct appeal to consumers. As to factors, or middlemen, already there are numerous English manufacturers who give them scant encouragement, arguing that these factors distribute too many lines to allow of their giving each one that individual attention which is necessary to secure a volume of business large enough to cope with competition. Often the manufacturer feels that the extra cost of distributing his products without regard to middlemen is more than repaid by the consequent extra sales.

One cannot help thinking that it is this inclination of producers to overlook middlemen, and in some cases retailers themselves, that accounts in part for the curious position in which British trade now stands. While board of trade statistics reveal conclusively that English commerce is growing in prosperity month after month, hardware retailers declare that they seem to be receiving a mighty small portion of that prosperity. Presumably it is manufacturers and their employes who are making money.

Exports Indicate Prosperity.

The total value of exports of all kinds from Britain during August of this year was £33,492,614 as against £29,517,836 for the same month of last year; for the eight months, January to August, 1906, the total exports were £247,529,092, as against £213,045,108 for the same period of 1905. During these eight months of 1906 Canada has bought from Britain, cutlery to the value of £59,017, which is £3,072 more than during the same period of 1905; of pig iron she has bought from Britain £32,959, which is £3,623 more than 1905; of tinplates Canada has bought £3,623 less than in 1905, although during August she purchased about £400 more than in August, 1905. In iron railroad rails there has also been a falling off as well as in galvanized sheets. These figures, taken altogether, are certainly very wonderful. One must not lose sight, however, of the fact that Britain's commercial rivals, more particularly in the hardware and allied trades, are equally, if not more, prosperous and are making their competition more keenly felt the world over month after month.

British manufacturers have got to respond to this competition with a wholehearted determination, and if reference in this correspondence to the shortcomings of the British consular and commercial service is rendered stale through constant repetition in the press on both sides of the Atlantic, one must plead, without excuse or apology, that it is only by constantly reminding those in authority what they are expected to do that the desired end will be attained. England wants a thorough system of commercial agents working methodically and solely in the interests of the country under a competent chief. England also wants a Minister of Commerce. Much as has been written about the half-hearted manner in which British manufacturers tackle the foreign markets, but it would seem that many of the writers have forgotten how small is the encouragement given to manufacturers in Britain by their Government, and how difficult it is for them to obtain accurate knowledge of what these foreign markets require. On the other hand merchants and manufacturers themselves could well afford to show a more progressive spirit than they do in their attempts to study other than the domestic market. For instance, even though a man could not read more than a dozen words of German or a dozen words of French, by merely looking through the advertisements of, say, a French or German hardware trade paper, he could see for himself what styles and patterns of goods are being sold. Even when exploiting the markets where English is spoken, English manufacturers have been known to show, and that not infrequently, an undue hesitation in changing their patterns, or their sizes, or their packing.

Brass Trade Looking Brighter.

This reference to patterns at once recalls an interesting reference to Canadian manufacturers; which appeared in one of the trade journals on this side. It says: "We would point out that within our knowledge the ornamental work executed by a well-known Canadian house in metal castings is well adapted to the embellishments of hotel saloon bars, etc., if properly pushed in this country." This authoritative statement, curiously enough, comes just at a time when the Birmingham brass trade with Canada is looking brighter than for some while past. In fact, Birmingham hardware manufacturers in most lines are getting busy just now, although they are paying high prices for raw material without being able to realize anything extra in the finished articles. Incidentally it might be mentioned that there is no truth in the statement that a steel tube combination is in course of formation over here. The truth of the matter is that the Tube Association, which eighteen months ago ceased advising its members as to the discounts to which they were to adhere, has begun to reissue its list, and this fact by some extraordinary process has been magnified into a combination. The association work applies to all kinds of tubes for home and export markets except boiler tubes. An association of iron and steel, but not brass, hinges, has also been formed.

Large Movement of Cement.

It looks as though the cement trade on this side really is recovering from the

depression of the past few months. Whilst the San Francisco disaster did bring unexpected orders to manufacturers, there was a noticeable improvement even before that time, and this happy state of affairs has continued ever since. During 1905 the total shipments from the United Kingdom to the United States amounted to 11,590 tons, to British South Africa 85,019 tons, to British East Indies 97,864 tons. During the first seven months of 1906 the total exports were 358,551 tons, as against 456,558 tons for the whole of 1905, of which 60,932 tons went to America, 48,638 tons to British South Africa, and 68,448 tons to the British East Indies. The annual production of Portland cement in Great Britain is estimated at 3,000,000 tons.

The brick and pottery trades are still improving and Staffordshire manufacturers speak more hopefully of the outlook. The engineering trade is on a very satisfactory footing and Scottish shipbuilders are booking a fair number of new orders. During August forty-one vessels of 58,645 tons were launched, total for the eight months now being 201 vessels of 416,311 tons. The Sheffield cutlery and plate trade is experiencing a welcome revival, caused chiefly by a number of orders for export, of which Canada has had a good share. Unfortunately, several strikes are threatened in various parts of Britain. 10,000 Clyde boiler makers are going on strike in two or three days' time, and in both Scottish and Welsh collieries strikes, which it seems impossible to prevent under present circumstances, are threatened.

British Trade Gossip.

On September 15 there was opened the Engineering and Machinery Exhibition in London. Although there were only about 180 exhibitors, occupying 247 stands, the machinery display was thoroughly representative of modern invention, and the lectures include such interesting topics as "Sewage disposal," "Development of the Steam Turbine," "Sanitary Appliance as Applied to Marine Engineering," "Gas Engines," and "Steam Pipes and their Explosion." The exhibition continues till well on into October.

At the ninth annual meeting of the British Empire League, Lieut.-Col. George Denison, president of the Canadian branch, informed the meeting that the present prosperity of Canada was due to the adoption of a protective policy and that a man might go through Canada from end to end and he would hardly find a native-born Canadian who was a free-trader. He assured the league also that pauperism "was even more scarce."

A curious question in regard to the prosecution of a Toronto house for the illegal use of the word "Sheffield" has arisen, a question of considerable importance to British manufacturers generally, namely, who ought to be responsible for the expenses incurred in prosecuting the offenders? Of course, the Cutlers' Co., of Sheffield, who did the prosecuting, are legally responsible, but the fact remains that the company, now divested of all its ancient power and wealth, can ill afford to part with the several hundreds of pounds incurred. Moreover, its membership only includes about thirty-three members, some of whom are not, strictly speaking, cutlery manufacturers. It seems only fair that those Sheffield cutlers outside the company, to whom the fraudulent use of the word "Sheffield" was likely to do harm, should share in the cost of prosecution. Whether they will do so remains to be seen.

O. P.

FIRE-PROOF GLASS WINDOWS THAT ARE FIRE-PROOF

These windows in a fire-proof building, complete the security, and in any building will thoroughly prevent the spread and advancement of the fiercest flames.

Better than iron shutters (even if they happened to be closed at the needed time); fire-proof glass remains intact, resisting both the intense heat of the fire and the action of water.

Many practical tests have proved it's efficiency.

Used in conjunction with our hollow sheet-metal frames and other fire-proof fittings, it gives the most perfect protection available.

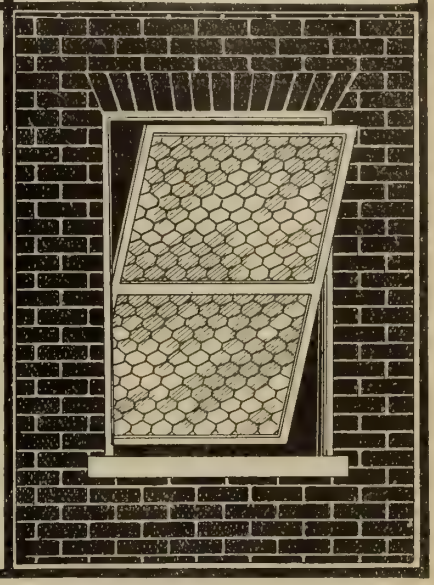
It's adoption lessens insurance rates.

If you want to know more about "fire-proof windows," write us, it's an interesting subject.

...THE...

Metallic Roofing Co., LIMITED,

TORONTO, Canada.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

A COIL CHAIN PROPOSITION.

In the present stringent condition of the market in coil chain when it is next to impossible to obtain early deliveries on specified grades, it will be interesting to note that a well known English firm is beginning to pay more particular attention to this end of their Canadian business. John Shaw & Sons, Wolverhampton, England, have just completed arrangements with one of the most reliable Cradley Heath makers, to supply chain of a special grade, for Canadian consumption. This will be made of a particular grade of soft steel, and, owing to the prejudice which has up to the present time existed in the Canadian market, against English chain, special offers will be made to give entire satisfaction with this new brand. The firm's Canadian representative, J. H. Roper, Montreal, is now quoting to the trade, and is booking some good orders.

MECHANICS' SUPPLY CO. ENLARGING.

As a result of increased business, the Mechanics' Supply Co., Quebec, are making plans to provide for the future increase trade, and have let contracts for the enlargement of their present commodious and handsome buildings at 80-90 St. Paul street. W. H. Wiggs, the manager of the company, states that two flats 50 x 50 will be added during the coming Winter to the warehouse capacity of his company, and another flat will double their present office space. Mr. Wiggs has every confidence in the growth and development of Quebec as a business centre.

FOUNDRY AND METAL INDUSTRIES

J. I. MacCracken, of Ottawa, will erect an iron clad foundry at that city.

An addition is to be made to the foundry department of the Nelson, B.C., Iron Works, providing 5,000 square feet more floor space.

The Stanley Smelting Works, whose mines and plant are located at Bannockburn, Ont., are disposing of stock worth $500,000 to increase the producing capacity of their works.

For the eight months ended July 31 the Dominion Copper Company smelted 133,084 tons of ore, producing 3,200 tons of matte and the net profit for the eight months was $139,144.

I. E. Shantz & Company's foundry, of Berlin, Ont., was in danger of being destroyed by fire on Wednesday last, but the efforts of the fire department prevented the flames from spreading to the main building. The molding shop suffered loss of $2,000, covered by insurance.

The Canadian Northern Railway Company are asking Toronto for land in Ashbridge's Bay as a site for blast furnaces, which they intend to erect in the near future in conjunction with the entrance of their railway into the city. The company require at least fifty acres of land for their enterprise.

Platinum has been discovered at many points in Canada—in the sands of the North Saskatchewan River in Alberta; in British Columbia; in the Cariboo region; in the copper sulphide of the Yale district; in the copper nickel ores of Sudbury, Ontario; and on the south bank of the St. Lawrence River, in the Eastern Townships of Quebec. Hitherto, however, Canada's contribution to the world's supply has been insignificant.

While the reports from the subsidiary companies of the United States Steel Corporation have not yet been received at the headquarters of the corporation, steel manufacturers estimate the earnings for the quarter ended September 30 at between $39,000,000 and $40,000,000. One steel representative figures they will be around $39,500,000, or about $600,000 lower than they were in the second quarter of the year. The slight falling off in the third quarter is due, as generally known, to the hot weather, which always retards the operations of the steel mills and furnaces.

The United States Steel Corporation is forced to the constant expenditure of millions of dollars in order to keep pace with its business. On October 1 the Steel Corporation had, in all, 94 completed furnaces, of which all but seven were in operation. Notwithstanding the fact that it now has practically 97 per cent. of its active blast furnace capacity blowing, it will erect four large blast furnaces in the Pittsburg district at once. Six other furnaces now are in course of erection, four at Gary, Ind., the new $75,000,000 steel town, by the Indiana Steel Co., with a capacity of 600,000 tons, and two at Rankin, Pa., with an annual capacity of about 430,000 tons. All these furnaces will make a specialty of pig iron.

Week in and week out we have been telling you about the advantages of our *Agency Proposition*—the *satisfaction*, the *good business*, the *profit*, and the *prestige* in handling *S-W. Products*. We've told you, too, about our *advertising* and *selling helps;* how we put our strength behind our agent and through co-operation brought him every time two dollars in trade to his one.

Well, then, with these advantages constantly before you, if we haven't heard from you yet, don't you think it's about time to write?

Our *Agency Proposition* will prove the *best* proposition you ever had put up to you.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
Canadian Headquarters and Plant: 639 Centre Street, Montreal.
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnepeg, Man.
1723

"GALVANIZING" WITH ZINC-ALUMINIUM ALLOY.

In order to get a "galvanizing" bath that shall be quite liquid and yield a brighter surface than is attainable by the use of zinc alone, Guhrs uses an alloy composed of about one-half of one per cent. of aluminium, and one-fifth per cent. of bismuth with the zinc. In order to get this alloy in proper state of diffusion it is necessary to melt the aluminium at the same time with the zinc: the bismuth can be melted in at the same time if desired. It is claimed that simultaneous melting of the zinc and the aluminium prevents the formation of oxide and of hard dross. In order to effect this desirable simultaneous melting of these two metals, it is best to prepare beforehand an alloy of zinc and aluminium, or of these with bismuth, in stronger proportions of aluminium than is desired in the bath—for instance, 20 parts of aluminium and the same of zinc, with five of bismuth, well stirred while melting. This "mix" is to be melted with the rest of the zinc, in such proportions as will give to the resulting melted mass the requisite proportions for the bath.

A higher percentage of aluminium can be used than one-half (one two-hundredths of the entire weight), but it effects no improvement above that brought about by the use of the smaller quantity. The bismuth may be used in even smaller quantities than the above-quoted one-fifth of one per cent.

WIRE NAILS
TACKS
WIRE
Prompt Shipment
The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

BRANDRAM BROS. & CO.
BRANDRAM'S
B. B.
WHITE LEAD
REGISTERED TRADE MARK
MANUFACTURERS LONDON ENGLAND

Various Paints may claim various points of excellence, but only

"ANCHOR"
AND
"ENGLISH"
LIQUID
HOUSE
PAINTS

among all the paints produced in Canada, can claim the merit that the only white lead used in their manufacture is

"Brandram's"
B. B. GENUINE

This is the point that makes them absolutely unrivalled.

ANCHOR BRAND
REGISTERED
TRADE MARK

HENDERSON & POTTS LIMITED, HALIFAX, N. S. ST. JOHN, N. B.
HENDERSON & POTTS CO., LIMITED, MONTREAL WINNIPEG
MARSHALL-WELLS CO. - Winnipeg
Distributing Agents for Manitoba and the West

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 12, 1906.

A continuance of storms in the south, coupled with the difficulty of obtaining labor in the pine belt, has resulted in very seriously limiting the supply of turpentine, on the local market. In consequence, a sharp advance in price is this week recorded. The quotation generally given is 91c. for single barrels, but considering present conditions at the producing centres, this is away low, and many dealers are asking and getting 93c.

Linseed oil is firmly held at last week's prices, with a good demand for manufacturing and painting purposes.

White lead steadily maintains the recently advanced price, and, judging from the very rapid advances in primary markets, there will be an even higher level struck before long. During the present week, pig lead has gone up 20c. per hundred, and has reached the highest price ever recorded.

The various manufacturers report an overwhelming pressure on the putty department, and general business is extremely brisk. Indeed, it is doubtful if all shipments can be cleared up before the close of navigation.

LINSEED OIL—Firmer conditions now prevail. We are quoting as follows: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE—Still further advances have taken place this week and close followers of the market are of the opinion that turpentine at a dollar a gallon is a possibility of the near future. We quote: Single barrel, 90c. per gal.; two barrels or over, 89c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6.50 to $6.75; No. 1, $6.15 to $6.40; No. 2, $5.80 to $6.15; No. 3, $5.55 to $5.80, all f.o.b. Montreal.

DRY WHITE ZINC—The market remains unchanged at following prices: Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—A great demand exists for this product. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 2-lb. irons, $1.80; in tins, $1.90; bladdered putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—Conditions are unchanged and we still quote: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

GUM SHELLAC — Primary markets are constantly advancing, but Canadian jobbers quote the following prices: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH—Firm conditions continue, and there will no doubt be an advance before long. Meanwhile we quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20¼c. in barrels.

WINDOW GLASS—Business continues large. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.50; second break, 100 feet, $3.70; third break, 100 feet, $4.25; fourth break, 100 feet, $4.45; fifth break, 100 feet, $4.70; sixth break, 100 feet, $5.25. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50.

Fire destroyed the paint factory of the Wadsworth-Howland Co., Chicago, recently. The loss is estimated at $100,000, with insurance of $68,250. A new factory will be erected at once.

PAINT, OIL AND BRUSH TRADES

SAFE HANDLING OF AN OIL LAMP.

All the facts of the chemistry of fire, and of explosion as well, can be told in a simple story, says the Ohio State Fire Marshal, of what occurs in the light of an oil lamp. While the lamp burns the oil slowly disappears, and there is an apparent but not a real loss of matter. Kerosene, being the thinnest of safe oils, is drawn rapidly by capillary attraction to the top of a wick. When a match flame is touched to the oil in the wick's top its heat liberates the atoms of carbon and hydrogen, of which the oil is composed, and permits them to unite with the oxygen of the air, for which they have a greater affection than they have for each other.

Each carbon atom, being a bigamist seizes two atoms of oxygen to form a carbonic acid gas, while each pair of hydrogen atoms take one of oxygen to form water, which is carried out of the chimney as vapor. Estimated by weight, instead of numerically by atoms, 1 1-3 grains of oxygen combine with 1 grain of carbon to make 3 1-3 grains of carbonic acid and 1 grain of hydrogen united with 8 grains of oxygen to make 9 grains of water. Gunpowder and the high explosives have constituents which furnish oxygen enough to burn them instantly in the absence of aid when heat is furnished by a spark, flame or blow. Guncotton is 60 per cent. oxygen.

The chimney forces the current of fresh air from below, caused by the rising of the heated air within it, to pass close to the flame so that it can be robbed of its oxygen. The heat is lost energy. Light is produced by the particles of carbon becoming incandescent before they are consumed. Coal oil, which is above the state requirement that it shall not give off a vapor which will ignite from a flame until it is 120 degrees F., burns with a light that is almost white. If it has dropped below the test, as it will if stored for a few months, it burns yellower. These facts apply in a general way to the combustion of all sorts of material.

In Ohio, where the "flashing test" is 10 degrees higher than in any other state, a proper lamp in careful, intelligent hands is safe enough—safer than a candle. To raise the test would be to lessen the brilliancy of the light while adding to its cost. It is the "fool-killer" rather than the legislator who is needed to lessen accidents from kerosene lamps. When the light is put out the wick should be lowered from the top of the tube to prevent oil being drawn into the burner.

In low test oils the heat transmitted by the metal warms the oil to a point at which it gives off an inflammable vapor which forms under pressure in the globe. A burner which is kept bright radiates heat, while a dirty one conducts the heat to the lamp. If the wick is too small flame will travel down the tube; if there is a leak at the collar escaping gas ignites; and if the burner is removed for the purpose of filling it, after the lamp has been burning, the gas within the globe expands and may reach a nearby light. Air one-eighth oil vapor will explode if it touches a flame.

Most accidents are from dropping or upsetting the lamp. A lamp of glass should weigh one pound for each pint it will hold, and its foot should be broader than its bowl and heavier. Metal lamps are not liable to break, but they heat the oil more. A lamp should not be filled within fifteen feet of any blaze, and the oil should be kept in a cool place always.

ALCOHOL FOR INDUSTRIAL PURPOSES.

Dr. W. P. Cohoe, a professor of chemistry, has prepared a paper in which he points out that "free" alcohol for industrial purposes would be a boon to many Canadian industries. He details at some length the uses to which denatured alcohol may be put, including making finish varnishes, lacquers, stains, paints, enamels, etc., soap manufacture, hat-making, celluloid, xylonite, ether, chloroform, iodoform, fulmination of smokeless powder and other explosives, preparation of solid medicinal extracts, medicaments, fine chemicals, dissolving dyes and colors, making photographic plates, making linoleum, lotions, liniments, incandescent lamp filaments, piano making, manufacturing aniline and other dyes, silk and embroidery manufactures, fireworks, plant washes, insecticides, cleaning paint, manufacture of rubber, manufacture of steel pans, making blacking and leather dressings, silvering mirrors, corset making, making sheep dips, preparing surgical dressings, oil refining, electrotyping, making inks, engraving, oil gas generators and various other miscellaneous manufacturing. Broadly speaking, he says, alcohol is used as a solvent or medium, as a reagent or raw material from which other products are made, and for purposes of heat, light and power.

NO WONDER

there has been such an increase in ELASTILITE VARNISH sales. Nothing remarkable about it though when you consider the quality of the varnish at such a reasonable price.

In tins only from ½ pints to 1 gallons. For outside or inside. "Wears on the job, not off it."

The Imperial Varnish & Color Co.

LIMITED

TORONTO, CANADA.

STOCKS AT

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.
WINNIPEG, MAN., c/o. MASON & HICKEY.

GOLDEN OAK TURPENTINE STAIN

FOR MANUFACTURERS' USE

An entirely new Golden Oak Stain and one much used by the largest United States manufacturers; especially adapted to the needs of manufacturers of furniture of all kinds. For developing and enhancing the beauty of all decorative woods it has no equal. We make a Golden Oak Wood Filler, the correct thing for this Stain.

Bbls., Half-Bbls., 5 and 10-Cal. Kits, 1-Cal. Cans **Prices upon Application**

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

Have you ever tried to sell

JAMIESON'S Floor Enamels?

They will please your customers because they possess just those qualities which the ordinary floor paints lack.

We guarantee them to dry hard over night, without cracking, leaving a fine glossy finish.

Floors on which our enamels are used, are never sticky, and never peel off, thus meaning less work to the housewife who desires to keep her floor clean.

Genuine satisfaction awaits the users, and this ensures a continuance of trade, to the dealer who handles them.

Manufactured in all desirable colors by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

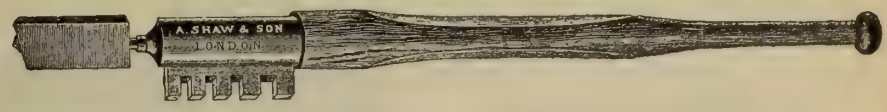
Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim for them **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied. Established 1815

CANADIAN AGENT
GODFREY S. PELTON
201 Coristine Building Montreal

A. Shaw & Son
52 Rahere St., E.C., London

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

SHELLAC

MARX & RAWOLLE
NEW YORK
Manufacturers

BLEACHED and ORANGE
Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**
Tel. Main 2661 **P. O. Box 14. MONTREAL** FOR QUOTATIONS

MACHINERY STEEL

IRON FINISH
SINGLE OR DOUBLE REELED
COLD ROLLED

Large assortment in stock.

Close Prices for Import.

A. C. LESLIE & CO.
MONTREAL.

HAND DRILLING MACHINES

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Deseronto Iron Co.

LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

"MIDLAND"
BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Perfectly Flat Galvanized Sheets

Is a marked characteristic of

GILBERTSON'S
COMET
Brand

Sold by all jobbers who are up-to-date.

It sells readily, is selected carefully; soft and smooth. Prices lower than other high-grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

A few more of our

TRADE MAGNETS and TRADE RETAILERS

The Martin-Senour
Porch and Deck Paint
"Stands the Weather."

The Martin-Senour
Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour
Carriage Paint
It's "superfine," everything said.

The Martin-Senour
Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT
100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON**. Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited

"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)
THE WINNIPEG PAINT & GLASS CO., Limited WINNIPEG
THE MARITIME PAINT & VARNISH CO., Limited HALIFAX, N.S.

WINDOW GLASS

Large stocks well assorted now on hand, and fresh arrivals continually of our well known brands

Star
Diamond Star
Double Diamond Star

Also Enamelled, Colored, Rolled Plate, Figured Rolled, Cathedral, Muffled, Venetian, Mottled, etc., etc., etc.

Do you want our prices?

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

GALVANIZING

WE HAVE THE
LARGEST PLANT IN CANADA

AND ARE IN A POSITION TO DO
THE LARGEST WORK
THE BEST WORK
THE CHEAPEST WORK

We run 2 pots continuously, by which we are enabled to give Special Work advantages both in

Quickness and Quality

As we are large users of GALVANIZED GOODS, we can afford to
QUOTE LOWER PRICES THAN ALL OTHERS

ONTARIO WIND ENGINE & PUMP CO. LIMITED

(Atlantic Avenue) TORONTO

WE OWN AND CONTROL FOR THE DOMINION OF CANADA THE FAMOUS "AMBERITE" BRAND OF VARNISH.

WIDELY SOLD IN CANADA AND THE MOST SATISFACTORY VARNISH MADE ANYWHERE.

THE CANADA PAINT COMPANY, LIMITED

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, October 12, 1906.

Turpentine made the predicted jump last week and is being held quite firm now at 93c. to 94c., an advance of about four cents. In the south the market is firm, but further advances talked of have not yet materialized. The market is very unsettled just now and as stocks are light still higher prices may develop during the coming fortnight. Linseed oil remains stationary.

White lead is firm and there is no shading of recent advanced quotations. In fact shrewd market observers are predicting still further increases on account of the scarcity of stock and the record price to which pig lead has risen.

Trade generally is picking up on account of the advent of colder weather. Putty is in brisk demand, particularly in the better grades made of pure oil and whiting.

WHITE LEAD — Ex Toronto, pure white, $6.55; No. 1, $6.17½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $5.75; ditto., in kegs of 100 lbs., $6.60; No. 1 in casks of 500 lbs., $5.75; ditto., in kegs of 100 lbs., $6.

DRY WHITE ZINC—In casks, 7c.; in 100 lbs., 7 1-2c.; No. 1, in casks, 6c.; in 100 lbs., 6 1-2c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 90c. per gallon.

PARIS WHITE—90c. to $1 per 100 pounds.

WHITING—60c. to $1 per 100 lbs. Gilders' whiting, 75c.

SHELLAC VARNISH—Pure orange in barrels, $2.80; white, $2.90 per barrel; No. 1 (orange) $2.25.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 51c.; 5 to 9 barrels, 56c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 94c.; 2 to 4 barrels, 93c.; f.o.b. point of shipment, net 30 days. Less than barrels, 98c. per gallon.

GLUES—Broken sheet, in 200-lb. barrels, 5c. to 25c. per lb.; cabinet glue, in barrels, 11 1-2c. to 12c.; emery glue, in barrels, 15c.; bookbinders' ground, 11 1-2c.; finest American white, 19c. per lb.; No. 1 American white, 15c. per lb.

PUTTY—Ordinary, bladders in barrels, $1.80; pure linseed oil, $2 to $2.25, bulk, in 800-lb. casks, $1.70; pure, $2; 100-lb. kegs, 25c. extra.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—70c. to 80c.

BRIDGE PAINTS—75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

NEW PAINT FACTORY.

The Blanchite Process Paint Co., 785 King street west, Toronto, a purely Canadian concern, are introducing into Canada a new process of paint manufacture for which they have control of the entire rights for the Dominion.

"Blanchite products are the first paints and enamels made containing no white lead," said B. M. Armstrong, jr, secretary of the new company, to Hardware and Metal. The discovery of a process to do away with the use of white lead in paint products has been the aim of all paint manufacturers for years. The white lead's only use is as a covering medium. Its disadvantages have been proven to be that after the linseed oil in paint has oxidized the disintegrating atmospheric influences cause the white lead to pulverize and become useless as a covering. The inventor of Blanchite is the first scientist or chemist to discover an ingredient superior to white lead, and has overcome the other difficulty by the discovery of a process for oxidizing all oils."

"The success the New York company, which first placed this product on the market, has been remarkable, as they have won practically every large competition entered into in the last three years, the most striking instances being the winning of the New York subway contracts for both paints and enamels in open competition with over fifty of the leading paints made in the United States and Europe, in a test which lasted for over ten months, and their subsequent adoption and use by the chief engineer and the Rapid Transit Commissioners of New York. Blanchite has also been adopted by several of the largest transatlantic lines, and by many of the best known architects, decorators and contractors of New York, where the most enduring and finest decorative work had to be done. In England, Blanchite has also met with good success."

The factory of the Canadian Co. is located at Toronto, and will be in active operation about November 1. The machinery will be the most specialized and most up-to-date that can be obtained, and altogether the plant will be a creditable acquisition to the growing industries of Toronto.

CANADIAN LINSEED WANTED.

British importers of linseed would welcome Canadian competition with the Argentine, Indian, and foreign supplies, says a British exchange. Until the Canadian production of flaxseed exceeds a million bushels, and it is now little more than half that amount, there is no possibility of Canada becoming an exporter of seed to the British market.

BERRY BROTHERS' VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

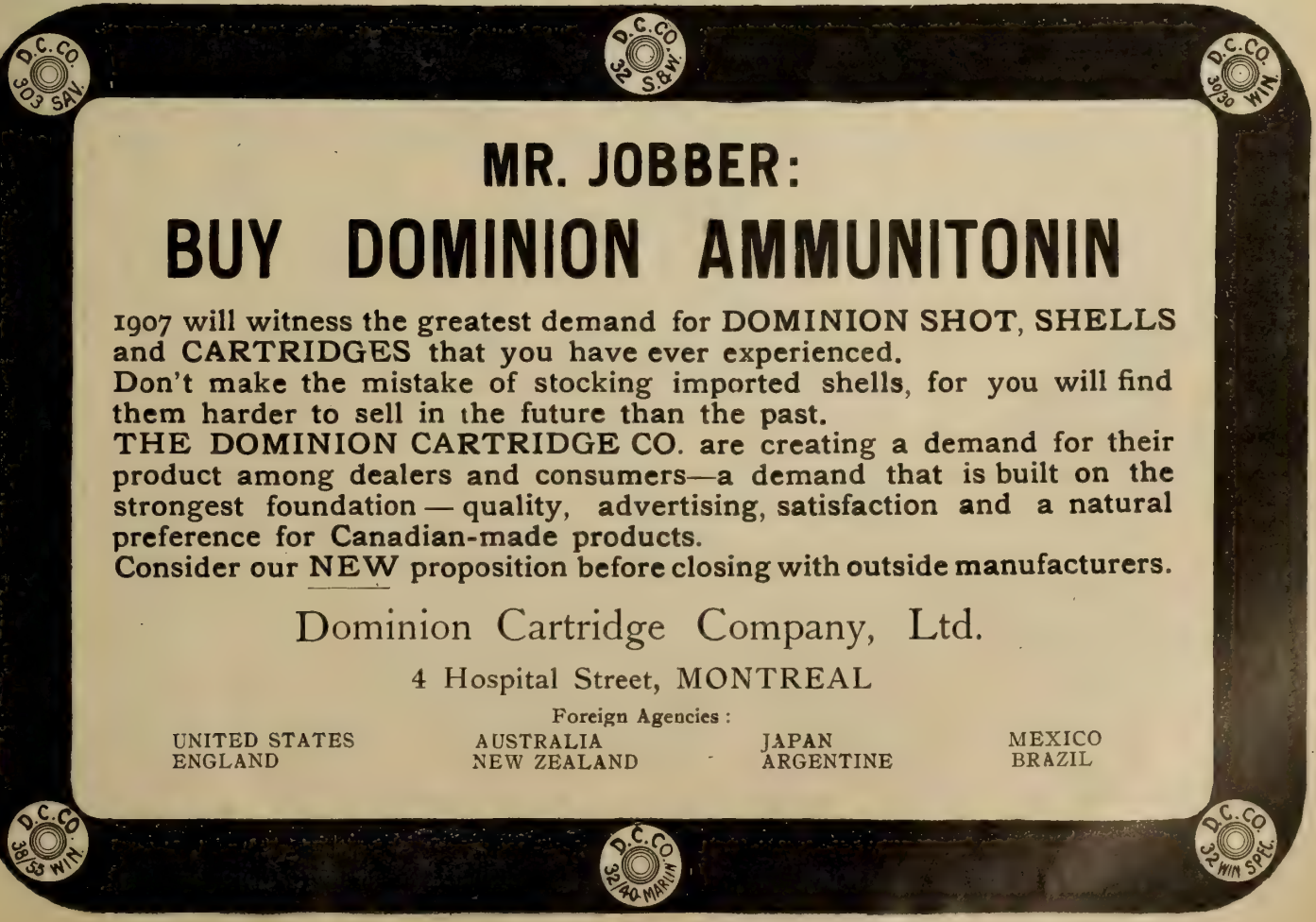
Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE, ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO



MR. JOBBER:

BUY DOMINION AMMUNITONIN

1907 will witness the greatest demand for DOMINION SHOT, SHELLS and CARTRIDGES that you have ever experienced.
Don't make the mistake of stocking imported shells, for you will find them harder to sell in the future than the past.
THE DOMINION CARTRIDGE CO. are creating a demand for their product among dealers and consumers—a demand that is built on the strongest foundation — quality, advertising, satisfaction and a natural preference for Canadian-made products.
Consider our NEW proposition before closing with outside manufacturers.

Dominion Cartridge Company, Ltd.

4 Hospital Street, MONTREAL

Foreign Agencies :

UNITED STATES
ENGLAND
AUSTRALIA
NEW ZEALAND
JAPAN
ARGENTINE
MEXICO
BRAZIL

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Piate Class
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Class
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Class
Bent Glass
Prismatic Glass

Wire Class
Polished
Rough or Ribbed
Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Montreal Steel Co. will increase their capital by $500,000.

The Berlin Rubber Co., Berlin, Ont., will establish a branch at Calgary, Alta.

The Dominion Steam Heating Co. propose to erect a large plant at Galt, Ont.

Allis-Chalmers-Bullock, Limited, of Montreal, will largely increase their plant.

The Alberta Biscuit Co. will erect a factory at Calgary, Alta., to cost about $55,000.

The Seaman Kent Co., of Meaford and Toronto, will erect a factory at Winnipeg, Man.

The Canadian Bridge Co., of Walkerville, Ont., are building extensive additions to their shops.

Hastings has voted to give the Peterborough Boiler & Radiator Co. a bonus of $5,000 and exemption from taxes for ten years.

The Manufacturers' Gas Co. have struck another gusher near Selkirk, Ont., the flow is said to exceed 1,500,000 feet per day.

The Canadian Pacific Railway Co. will build another big extension to the Angus shops at Montreal to cost about $70,000. The new building will be 672 x 100 feet.

The Canadian Westinghouse Co., of Hamilton, Ont., have secured a quarter of a million dollar contract for electrical machinery and equipment for the Montreal Power & Light Co.

Work has been commenced on the Canadian Iron & Foundry Co's foundry at Fort William, Ont. Railway car wheels, castings and cast iron water and gas pipes, will be manufactured.

The Morgan Cement Works, Montreal, Que., have been purchased by a syndicate of New York and Montreal capitalists who will establish a plant with a capacity of 1,200,000 barrels annually.

The Maritime Coal Co. will establish an electrical plant at their coal mines near Amherst, N.S. The electric current will be carried to Amherst on a high tension wire and in a short time will be carried on to Moncton a distance of 50 miles.

The Canada Forge Co. have been incorpoarted with a capital of $100,000 to manufacture steel and iron forgings. The directors are: T. J. Dillon, J. T. Dillon, C. Burgess, E. O. Emerson and J. L. Emerson, all of Titusville, Penn. The head office will be at Welland, Ont.

The Kindel Bed Co. have been incorporated with a capital of $15,000 to carry on their usual business. The directors are: C. J. Kindel, J. M. Kindel, D. Robertson, R. Coopersmith, all of New York, and J. W. Abbott, of Toronto. The head office will be at Toronto.

The Lehigh Portland Cement Co. have been incorporated with a capital of $1,000,000 as manufacturers and dealers in cement, lime, whitening and builders' supplies. The directors are: H. C. Tryler, E. M Young, C. A. Matcham, and G. G. Sykes, all of Allentown, Penn. The head office will be at Thurlow, Ont.

There is at present great rivalry between the various electrical companies at Welland to supply electric power to the industries located there, the Welland Iron Works, M. Beatty & Son, the Robertson Machine Co., Heslop's Roller Mills, Plymouth Cordage Co., Ontario Iron & Steel Co., Automobile Co., Supreme Heater Co., and the Forging Co.

Dartmouth, N.S., has awarded the contract to the Canadian Fairbanks Co., Limited, for their complete lighting plant for the town, consisting of a 150 h.p. Fairbanks-Morse suction gas producer plant and a 10 k.w. alternator to be belt driven. The Canadian Fairbanks Co. will make the complete installation consisting of the producer engine, alternator, switchboard, etc.

The Canadian Westinghouse Co. claim to have abolished the fire engine with the Westinghouse-McDougal turbine pumps, now being installed by the City of Toronto. They have a capacity of 5,000,000 gallons of water every 24 hours, are always ready to work—the steam is always up—and when fire occurs it is only necessary to couple the hose to the fire plug and the water pours out.

Canadian failures for nine months, as reported to Bradstreet's, number 901, involving $6.803,125 of liabilities, a decrease of 11.6 per cent. in number and of 36.2 per cent. in liabilities from a year ago. Failures, assets and liabilities in Canada in nine months for a period of years past follow:

	Number.	Assets.	Liabilities.
1906	901	$2,983,773	$6,803,125
1905.....	1,020	5,162,992	10,676 595
1904.....	832	3,238,256	7,696,688
1903.....	712	2,887,323	6,274,132
1902.....	851	2,759,989	6,300,413
1901.....	1,041	4,160,670	9,376,495
1900.....	1,002	3,017,784	7.441,667
1899.....	975	3,501,274	8 585,901
1898.....	1,091	3,271.772	7,592,510
1897.....	1,501	4,141,860	10,653,212

Ten years ago the total assets of Canada's chartered banks amounted to only $320,000,000, while to-day they are over $890,000,000. The liabilities ten years ago were $230,000,000, as against $710,000,000 at the present time. The total deposits ten years ago were only $185,000,000, while now they aggregate $607,-

000,000. The loans and discounts in 1896 were but $222,000,000, while they now aggregate nearly $665,000,000. The paid-up capital ten years ago was $62,-200,000, with a rest or reserve fund of 42 per cent. of this amount. Paid-up capital to-day is $93,000,000, and the reserve fund is 70 per cent. on capital. The circulation of bank notes has more than doubled in ten years, while the banks now hold in specie and legal tender nearly $61,000,000, as against $22,-000,000 ten years ago.

BUILDING NOTES.

A $10,000 hotel will be erected at Cobalt, Ont.

Chas. E. Ireson will erect a twelve-storey hotel at Toronto.

T. Prefontaine will erect a sash and door factory at Montreal.

American capitalists will build a $1,-000,000 hotel at Montreal, Que.

Thos. M. Ruston, Brantford, Ont., will erect a planing mill at that place.

The Bank of Hamilton will erect a $4,000 building at Battleford, Sask.

The Adams Wagon Works, of Brantford, are building a new warehouse.

The Miller Cartage Company, of Toronto, will erect a $10,000 brick stable.

The Sutherland Rifle Sight Company will erect a $20,000 factory at Westville, N.S.

An apartment house will be built on Spadina Crescent, near Russell street, Toronto, Ont.

The Toronto Railway Company will erect an electric sub-station to cost about $10,000.

The Cockshut Plow Company, Winnipeg, will add a three-storey addition to their warehouse.

Mrs. W. R. West, Edmonton, Alta., will erect a dwelling in that city to cost about $3,000.

The Sherwin-Williams Paint Company have started work on a $40,000 warehouse at Winnipeg.

A Vancouver syndicate will build a large hotel on property adjoining Stanley Park, Vancouver.

A $15,000 addition will be made to Neilson's ice cream factory on Gladstone avenue, Toronto.

Edmonton, Alta., records show building operations during September amounting to $191,696.

The Merchants' Rubber Company, of Berlin, Ont., will erect a four-storey cement block at Berlin.

The Wm. Buck Stove Company, of Brantford, will erect two brick dwellings valued at $1,550 each.

The Ottawa Electric Company, of Ottawa, Ont., will erect a two-storey addition to their present plant.

The Dunlop Rubber Tire Company, of Toronto, will enlarge their factory on Booth avenue to the extent of $18,500.

Cameron & Campbell, manufacturers of hardware shelving, Toronto, will erect a two-storey factory to cost about $8,000.

The Massey-Harris Company will build a warehouse at Prince Albert,

Paroid Roofing Will Make Money for You

READ THIS:

Thousands of dealers all over Canada and the United States are making with Paroid one of their most profitable lines. If you are not selling Paroid it will pay you to get our proposition.

Why Paroid is the Best Ready Roofing Made

Paroid is the best quality of ready roofing made. Railroads, manufacturers and farmers all over Canada and the United States are using it in place of shingles, tin, iron and other kinds of roofings, because it lasts longer and costs less.

We make Paroid from start to finish —we make our felt—the most important part of the roofing, while other manufacturers buy their felt where they can get it cheapest. That's the principle reason why Paroid lasts longest. We could not stand back of Paroid if we did not make the felt.

Paroid is **soaked** and coated with a thicker, smoother, more pliable and durable coating than is on other ready roofings. Send for samples of Paroid and compare it with other kinds. You can see and feel the difference.

Paroid is applied with the **only** anti rust-proof cap made. It insures a tight roof. Other roofs often fail because the cap rusts out. Paroid will not crack and break in cold weather. It is adapted for all kinds of buildings and will outlast other ready roofings.

How We Help You

Our advertising plan has doubled the sales of our dealers this year. It helps to sell their other lines, too.

Send for our proposition and we will mail advertising matter and samples to every likely user of roofing in your town. It will not cost you a cent and can't help bringing you orders. We'll send you all the electrotypes and special things you can use. We'll write letters to prospective customers and send our salesman to help you land orders. Write, telegraph or telephone at our expense at any time.

The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

It won't cost you a cent to try out our proposition and we stand back of every roll of Paroid you sell.

Sign your name to a postal to-day and we'll send you full particulars and samples.

F. W. BIRD & SON

Makers

Factory and Office:

Hamilton, - Ontario

Established U.S.A., 1817.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

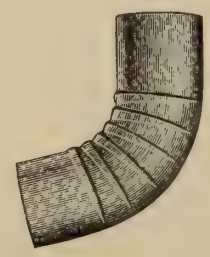
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Saskatchewan, and will make it a distributing point.

Building permits at Regina have reached a total of $1,578,000. One of the largest issued was for a $50,000 apartment house for J. H. Haslam.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Silverware.

G. Bishop, Mary Ann street, Birmingham, England, has forwarded a price list of table silverware, the discount being 40 per cent.

Stable Fittings.

The Dennis Wire & Iron Works Co., London, have issued illustrated catalogue A, devoted to cast and wrought iron stable fittings, a neat little pocket sized book of 36 pages and cover, and price list and general illustrated Catalogue No. 8, comprising 32 pages and cover. The former presents an interesting line of hay racks, mangers, feed boxes, stall guards, gutters, cess pools, traps, water troughs, floor drains, drinking fountains, harness hooks, hitching posts, etc., many of these being lines for which hardwaremen could find a ready sale.

Special Numbers,

The Autumn number of the Ironmonger, London, Eng., dated Sept. 29, is to hand, the issue comprising nearly 400 pages of advertising to less than 100 of reading matter. As usual, however, the advertising pages are of special interest to anyone in the trade, both old and new firms uniting in placing their latest productions before their customers and the trade generally. The reading pages, too, are filled with interesting matter for anyone connected with the British ironmongery trade.

Australasian Hardware and Machinery's Spring issue, dated Sept. 1, has also been received. It contains about 120 pages of interesting advertisements, an increasing number of Canadian and American industries being noted as looking for Australian trade. The 48 pages of reading matter is well arranged and calculated to be of much value to the trade.

Selling Help.

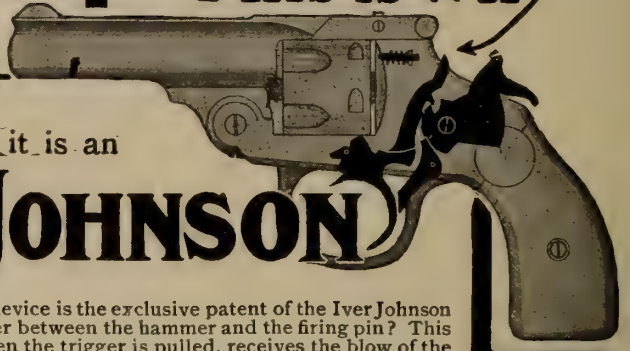
The Yale & Towne Manufacturing Company, 9 Murray street, New York City, have gotten out some rather original matter to assist dealers in working up a good trade in their locks. The idea is not by any means new, but the Yale & Towne treatment of the problem is calculated to be very productive in results. "Suggestions for Selling Yale Padlocks" and "A Book About Padlocks" contain a lot of useful matter for hardware dealers, while the little vest pocket sized short story booklet entitled "The Little Black Box," gotten up for distribution amongst the retailer's customers, is particularly good. Besides these there are a number of envelope size leaflets, etc. Any dealer who desires to secure samples can do do by mentioning this paper when writing the above address.

Accidental Discharge Impossible—

This is why

True only if it is an

IVER JOHNSON



The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1212. Lamps—A Birmingham firm is looking for a market in Canada for all kinds of lamps.

1213. Chains—A Cradley firm wishes to place chains on the Canadian market.

1215. Chain cable and anchors—A Tipton firm would like to hear from Canadian buyers of chain cable and anchors.

1216. Bolts and nuts—A Staffordshire firm would like to get in touch with buyers of bolts and nuts.

1217. Japanned goods and tinware—A Wolverhampton firm wish to place on the Canadian market their japanned goods and tinware.

1219. Glue—A Wigan firm can supply any quantity of glue to firms in Canada. Would appoint an agent.

1206. Ash stems—A Stourbridge firm wish to hear from Canadian firms in a position to supply ash stems for forks and spades.

1207 Asbestos—A Birmingham firm is open to purchase large quantities of asbestos.

1201. Shovels and axe handles— A Cradley Heath firm wish to get in touch with Canadian firms open to supply shovel and axe handles.

1159. Machinery—A Yorkshire engineering firm manufacturing all kinds of curriers, tanners, belt and picker machinery, glue manufacture, wool washing and leather manufacturing plants, desire to negotiate with Canadian firms using those classes of machinery.

1170. Boilers.—A London firm wishing to purchase wrought iron welded boilers for kitchen ranges desires to get into touch with Canadian makers.

1184. Ironmongery—A Midlands firm manufacturing locks and lock furniture, brass foundry goods, and builders' ironmongery, would like to get into touch with Canadian buyers of these goods.

DOMINION AMMUNITION PRAISED.

Strong commendation has been given the Dominion Cartridge Co's Imperial and Sovereign smokeless shot shells and their No. 22 rifle cartridge, by W. N.

Bole, president of the New Westminster, B.C., Gun Club, and donor of the Bole shooting trophies. In a letter recently received the writer describes recent experiments and says these products of Canadian manufacture cannot be praised too highly.

Another letter from H. W. Maynard, Vancouver, winner of a recent pheasant shooting match, tells of his success through using Dominion shells and Empire powder.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

ARTICLES FOR SALE.

CORNICE brake and a number of other tinsmith's tools in first-class condition for sale cheap. Chesney & Smiley, Seaforth, Ont.

ARTICLES WANTED.

WANTED—Tinsmith's outfit, second-hand, must be in good condition. The Sussex Mfg. Co., Sussex, N.B.

SITUATIONS VACANT

FURNACE MEN WANTED—Highest wages are offered to competent furnace men in the largest cities in the west; also splendid openings for mechanics with a general knowledge of steam fitting and furnace work. Apply to The Pease-Waldon Co., Limited, Winnipeg, Man.

TINSMITH WANTED—To go west; must be first class; good on furnaces. Steady man. Highest wages and steady job to right man. Box 555, HARDWARE AND METAL, Toronto. [41]

SITUATIONS WANTED

SPECIALTY traveller, good salesman. 385 Markham St., Toronto.

EXPERIENCED plumber wishes situation in Alberta or British Columbia, knowledge of hot air heating. Box 559 HARDWARE AND METAL.

PRACTICAL all round stove man wishes position as superintendent or foreman of mounting or pattern shops. New industry preferred. Thoroughly competent and up-to-date. Box 561, HARDWARE AND METAL, Toronto. (41)

FOR SALE IN SASKATCHEWAN.

THE only retail hardware in hustling new town, main line C.P.R., rich district just developing; ideal location for home and enlarging business. Big turnover; $5,000 will handle; good reasons for selling. Box 8, Mortlach, Saskatchewan.

TO MANUFACTURERS

desirous of selling direct to retail trade in Manitoba, Saskatchewan and Alberta an opportunity is afforded by the advertiser who is a practical hardware man and will personal y call on the trade. Correspondence solicited. Address W. J. B. care P.O. Box 1233, Winnipeg, Manitoba. [43]

EVER SEE BETTER?

WE THINK NOT

It's pretty hard to get sidings as good as ours. Our Dies are all specially modeled and the plates they produce are sharp and bold in design.

They fit perfectly, too, and are, therefore, warmer and more quickly laid.

All patterns and weights.

Send us a trial order.



The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.

Made by Exclusive Patents

Have you given good consideration to the fact that

HAMILTON RIFLES

are made by exclusive patents?

Do you realize that this means there are no other rifles just like ***Hamilton Rifles?***

Do you realize that the above fact makes possible the tremendously low prices at which Hamilton Rifles sell to your customers?

Model 15 sells at $2.00; 19 sells at $2.50; 23 sells at $3.50.

JOBBERS WILL SUPPLY YOU.

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

Are Journeymen Plumbers Scarce?

If you want a plumber or fitter insert a want ad. in Hardware and Metal and your want will be supplied on short notice.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, easily applied, and of **uniform** and **durable** quality. Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" *FARLEY WORKS, SHEFFIELD, ENG*

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

MONTREAL OFFICE FOR CANADA, PACKARD BUILDING. **TELEPHONE M. 5576**

PERFORATED SHEET METALS

IN

Brass, Copper, Steel, Etc,

All sizes of perforations and thickness of metals for

Miners' Use,
Grain Cleaning Machinery,
Bee Keepers,
Malt Kiln Floors, Etc.

THE B. GREENING WIRE CO.

LIMITED

HAMILTON, ONT. MONTREAL, P.Q.

SELL YOUR CUSTOMERS THE

ALUMINUM OIL HEATER

and you won't be obliged to send a man out every little while to clean re-wick and put in order.

No money in that, is there?

But there's certain money in the Oil Heater that sells at sight and stays sold—only the Aluminum holds this record.

Join the procession—sell Aluminum Oil Heaters, and to avoid disappointment place order promptly.

A postal will bring full information.



LEWIS BROS., Ltd.

MONTREAL, TORONTO, OTTAWA, WINNIPEG, VANCOUVER, CALGARY

EMERSON & FISHER, Ltd.

Agents for NEW BRUNSWICK, NOVA SCOTIA and PRINCE EDWARD ISLAND.

SIMPLE



DURABLE RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

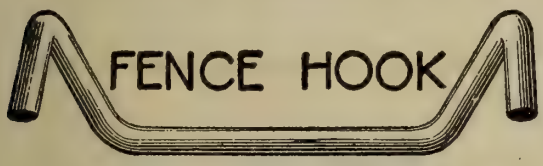
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, ——LONDON, ONT

B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.

Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

Cable Address, "Grautoff London," Liebers Code.

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON

General Hardware and Metal Merchants

Galvanized / Black } SHEETS

Canada / Tin } PLATES

COIL CHAIN, IRON, STEEL

JAMES BARBER, Era Works, Sheffield

FINEST GRADES OF

TABLE AND POCKET CUTLERY

RAZORS, CARVERS, Etc.

J. H. ROPER

Canadian Representative

82 St. Francois Xavier Street, **MONTREAL**



Stand by the Leader

Some Hardwaremen after being convinced of the selling quality of an article get over impatient at the outset for rapid sales.

It stands to reason that a dealer will sell more

DILLON HINGE-STAY FENCE

after he has been keeping a stock for a while than the first week or two.

The DILLON is the leading wire fence. Put your faith in it; also your energy. The sales will come and stay, and the profits will be sure.

We have a Booklet for ***you*** for the asking

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.

THE STANDARD IDEAL SANITARY CO., LIMITED



Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.

STEAMFITTERS' SUPPLIES

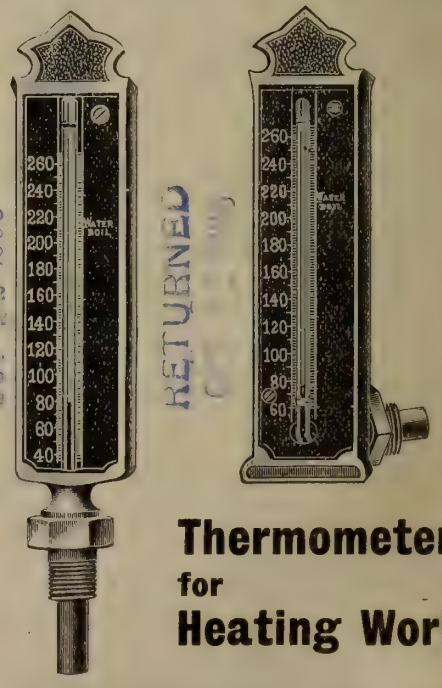


A Good Valve has become an actual necessity on all modern heating installations.

J.M.T. Valves are made for **durability.** They cost little more than the ordinary kind, but prove the cheapest in the "long run."—They give no trouble after installation, thus assist you in retaining a list of satisfied customers.

The Jas. Morrison Brass Mfg. Co., Limited

Steamfitters' and Plumbers' Supplies **TORONTO**



Thermometers for Heating Work

It is becoming customary to instal a thermometer on all up-to-date steam and hot water heating jobs.

We carry these goods in both straight and angle stem.

PLUMBING AND STEAMFITTING

IMPROVED APPLICATION OF HOT-AIR HEATING

Read by A. O. Jones, before the American Society of Heating and Ventilating Engineers, at their recent meeting at Chicago.

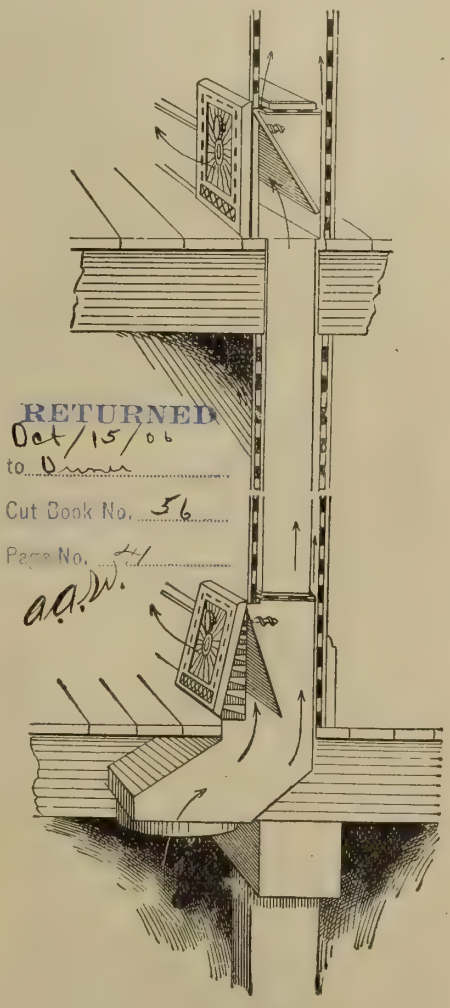
An improved warm-air heating system which has rendered modern furnace work less complicated—an ever increasing number of practical and perfectly working heating plans—make it possible to describe a thoroughly tested and practical heating system, a system insuring the greatest amount of heat from a given quantity of fuel, and one enabling the operator to control the supply of warm air, directing it at will into the rooms to be heated, securing ventilation at a small expense and reducing the cost of installing warm-air furnaces, at the same time increasing their efficiency, is, in the writer's estimation, and in the face of rapidly disappearing prejudices, a system worthy of universal adoption.

The system under consideration differs from those in common use in that ventilation is secured in all rooms and the basement is not filled with warm-air pipes, but consists of the placing of any modern warm-air furnace of the correct size in an ordinary basement of reasonable height. The furnace should be centrally located and supplied with fresh air of an amount equal to at least 90 per cent. of the combined area of the basement pipes, and the warm-air chamber connected by one-half the number of warm-air pipes ordinarily used to improved warm-air registers placed in the wall of each room on the first floor, with a wall pipe continuing from the top of each register box to the rooms on the second floor, using for heating each two rooms—one on the first floor and one on the second—a basement pipe with capacity equal to the capacity of two pipes necessary for heating these two rooms separately. The manner of connecting the wall pipe to the top of the improved side wall register is shown in the illustration; also the method of pipe construction in the basement.

The advantages to be gained are that ventilation is secured in all the rooms, as these registers are provided with a double metal box, arranged with an air space between the inner and outer casing, and a ventilating opening, where air is drawn out of the rooms being heated and is conducted through the air space upwards, around the wall pipe—if single wall pipes are used—or through the space between the two casings of a double wall pipe when the latter are used.

The heat of the wall pipe causing an upward current insures a rapid movement of the foul air to a point in the attic directly above the registers, where it should be conducted through vent pipes to a chimney flue not used for any other purpose.

It will be seen that cellar air—as ordinarily used for protection when double wall pipes are used—is not allowed to enter the space between the two casings of the wall pipe, but, instead, air is drawn from the rooms; therefore, coal dust and fine ashes are not found escaping through the registers, as is sometimes the case with the systems that have been in use before the introduction of this system, which has been adopted



Improved Warm Air Heating System.

by a great many furnace dealers who testify to the practicability of the system described.

The advantages of being able to utilize all of the warm air from the furnace in the first floor rooms when the second floor rooms are not in use should not be overlooked, for as is well known—with the old plan of installation—the closing of the second floor registers or the dampers in the pipes leading to the second floor registers, does not increase the amount of air delivered to the first floor rooms, but simply causes the air to be overheated, which is very objectionable—often giving rise to the argument which is advanced regarding vitiated air, while with this improved system the full amount of the air supply is constantly moving, and when the second floor rooms are not in use the fire in the furnace must necessarily be checked and a larger amount of air is supplied at a lower temperature.

When the second floor rooms are in use the increased velocity of the air in the perpendicular or wall pipes makes it possible to heat rooms on the first floor located some distance from the furnace, which is difficult without the assistance of the suction caused by the wall pipe.

The reduced number of warm-air pipes in the basement makes it possible to connect the larger warm-air conductor at a point on the bonnet of the casings where it can run straight to the register. This makes angles unnecessary, excepting in rare cases, and as a straight line is the shortest distance between two given points, the least possible amount of piping is used with very few angles; therefore, the friction and radiation is reduced to a minimum, which means cooler basements and warmer living rooms, to say nothing of the reduction of cost in installation.

This system, therefore, renders modern furnace work less complicated, insures perfectly working warm-air heating plants, securing the greatest possible amount of warm air from a given quantity of fuel and reduces the cost of installing furnaces.

HOT WATER SUPPLIES TO TOWN.

Fortunately for some of the inland towns of Queensland, good supplies of potable water from artesian wells have been obtained within the municipal areas, and the towns have been reticulated with pipes to convey the water throughout. When the temperature of the water is not too high, the water mains are connected direct to the bore pipe at the surface, and the water is used, at its original pressure, for domestic and fire-extinguishing purposes. These waterworks have been a great boon to up-country towns, where hitherto the only water supply was derived from stagnant surface tanks, and obtained, in most cases, very irregularly, and at the expense of a long haulage. As wooden buildings are the rule in these towns, the value of the water supply for fire purposes is very great indeed.

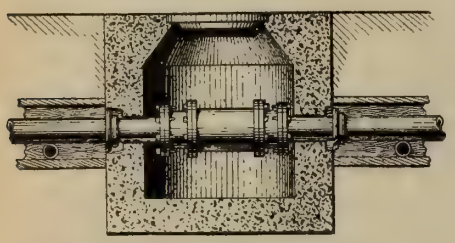
When, however, the heat of the artesian water is abnormal, or, say, over 120 deg. Fah., it has been customary to cool the water by spraying it into a cool water tank of iron elevated 60 feet, thus losing part of the pressure of the water, or by conducting a portion of the supply into an earthen water tank containing coils of pipes, through which the hot water from the well is

passed before entering the town mains. Otherwise, the expansion of the mains, due to the heat of the water coming into them direct from the artesian well, would cause breaks at the lead joints of the pipes in the streets.

Recently, however, a scheme has been designed by the writer, and carried out successfully in two towns, for conveying the water hot, and direct from the bore well to the town. As this method has been found to be much less expensive than the usual cooling schemes, and as it retains the full pressure of the bore supply, so valuable for fire purposes, it has been considered a great improvement on the old method of cooling the water before conveying it to the consumers. The heat of the water is also found to be valuable for baths and laundry purposes.

A description of the reticulation of the Town of Muttaburra, in Central Queensland, on this new method will give a good idea of the system. The site of the bore which supplies the water is about half a mile from the centre of the town. The depth of the artesian well is 2,707 feet, and the flow is about 750,000 gallons per day. The temperature of the water is 138 deg. Fah.

Before entering the town mains, the water passes through a stone trap, the gratings in this trap serving to keep back from the mains the gravel or stones which are sometimes thrown up



Expansion Joint for Hot Water Mains.

by these underground water springs. The trap has a large base, and is set upon a concrete foundation, about 4 feet below the street level, and the whole is surrounded by a concrete-walled chamber, and a cover at the ground surface.

From this stone trap the mains are carried about 3 feet below the surface of the streets, and incased in wooden boxing. The pipes rest upon rollers, formed of short lengths of one-inch galvanized iron piping, laid crosswise on the bottom of the wooden boxing. At intervals of about 200 feet, expansion joints are inserted in the mains, which are so set as to allow the lengthening and shortening of the sections of the mains between the fixed points, which will be afterward described. When the hot water is turned into the mains, the system works in the following way: The heat of the water causes the pipes to expand and increase in length, and each end of the section of main, which enters the expansion joint at opposite ends, moves toward the centre of the expansion joint, like the piston in a steam cylinder. Here, between the ends, a space of three inches is left to allow for the lengthening of the section of main, without allowing them to touch each other. The expansion and lengthening of a section of main, about 200 feet in length, does not amount to over half an inch, so that the 3-inch expansion space at the ends of the lengths of pipes allows ample margin of expansion space. The reverse process and movement, of course, takes place when the water is—on rare occasions—shut out from the mains, and the pipes cool. The section of main affected by cooling shortens, and the ends draw back within the expansion joints, like the back stroke of the piston in a steam cylinder. The wooden boxing in which the street mains are inclosed is formed of 1½-inch planks of cypress pine of the locality, a timber which has been found, by repeated tests, to be proof against the ravages of white ants, which are very prevalent, and destructive of timber constructions, in the district, and, indeed, in the State of Queensland generally. At each intersection of the streets, a fixed point is constructed. This consists of a cast-iron cross piece, with four ways, bedded firmly in a large block of concrete. The cross streets are about 700 feet apart; this being the interval between the fixed points, the expansion and contraction of each section of main takes place within these limits. The four ways of the cross piece are made with socket ends to receive the main pipes.

In each section of the mains a sluice valve of the usual type is placed to control the section. Fire plugs are also provided at intervals of about 250 feet apart, to which a hose can be attached for fire extinction. At the lowest point of the town a pressure valve is placed, which can be set to open at any pressure, and is intended to act as a safety or escape valve, to relieve the mains from any accidental shock, or occasional undue pressure, from the too quick opening or shutting of valves, or undulation of the original pressure of the water at the bore pipe. This latter pressure is about 60 pounds per square inch, and the pipes and other castings of the system were all tested with a hydraulic pressure up to 100 pounds per square inch. The cost of the bore was about £2,707, and of the reticulation of the town about £2,013, making a total expenditure of about £4,720.

One of the hitherto undeveloped resources of artesian wells in Queensland is the available power due to the pressure and flow of the water. At one Queensland town it is estimated the flow from the bore will develop nearly 30 h.p., and it is intended by the municipal authorities to utilize this power for electric lighting purposes.—Thomas Parker, in Scientific American.

STEAM CONTROL SYSTEMS.

Much attention is being directed by builders at present toward the Thermograde system of low pressure steam heating, the principle of which is the control of the heat emitted by radiators by regulating the admission of steam to them. The advantages claimed for this system are numerous, such as quietness of operation, saving in fuel and quick heating.

A control valve is connected with the inlet of each radiator. These valves may be adjusted to admit enough steam to fill one-quarter, one-half, three-quarters or a fractional part of the radiator. When the handle is turned a lug rides up on a cam and raises the disc from the seat.

At the return end of each radiator is placed a combined air valve and expansion trap. This so-called auto-valve allows water and air to escape from the radiator, but prevents the escape of steam. It is operated by a liquid sealed in a copper receptacle. When the steam comes in contact with it the liquid is vaporized and creates a pressure sufficient to force the valve disc against the seat. When the liquid cools the valve is opened by a spring.

With this system, radiators of the hot water type are preferable to those of the ordinary steam pattern, as the control may be more conveniently located and because the circulation in the radiator is somewhat better. But steam radiators may be and have been used with satisfactory results, both as regards graduation and circulation.

When a control valve is partially closed the steam is condensed in the upper portion of the radiator, and the lower portion is filled with air that backs up through the return valve or trap, the return risers being open to the atmosphere at the top and free from pressure.

The piping of a Thermograde system is practically the same as a regular two-pipe system except that the returns must be open to the atmosphere.

BATH TUBS ON WHEELS.

Several bathing establishments in Rheims, and this is true of other French cities, have portable bath tubs, which are placed on two-wheel vehicles provided with a large iron boiler filled with hot water. As orders for baths to be delivered at the doors of the residences are received the boilers are filled with hot water and the bath-laden vehicles, each pulled by two men, start out for the delivery. The bath tub is filled with the hot water and carried into the residence, and while the family bath is going on the vehicle may fill another order, returning again for the tub, which is in regular commission as a visitor to the residences throughout the city. The price of a delivered-at-your-residence bath in Rheims is 30c., while at the establishment it costs 20c.

PLUMBING ITEMS.

David A. Keith, late of Keith Bros., plumbers, Moose Jaw, died a few days ago.

K. J. Allison, plumber, will erect a residence on Isabella street, Toronto, to cost about $4,500.

The Monarch Brass Manufacturing Company, of Port Colborne, Ont., have begun to manufacture quick-opening valves.

The Stratford Board of Works have made a recommendation to the council for an extensive storm drainage system involving an expenditure of $15,000.

GUILTY OF SECURING REBATE.

The Camden Iron Works Co., Philadelphia, Pa., has been found guilty in the United States District Court of accepting rebates in connection with the shipment of iron pipe to Winnipeg. The published through rate of 49½c. a hundred pounds was in effect at the time the shipment was made, but the purchasing company secured a rate of 45c. through the Mutual Transit Co., operating on the great lakes.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Oct. 12, 1906.

With pig lead soaring high above the five dollar mark, the probable advance in lead pipe this week will come as no surprise to careful followers of our weekly market report. The present condition in the primary markets is very abnormal, being, in fact, a record in the history of lead. Under the circumstances, it cannot be expected that lead pipe can be held at the prices now ruling. Solder is also likely to advance, especially as tin remains firm, with an upward tendency.

It is undeniable that the scarcity of iron pipe is being more keenly felt every day. The mills are doing their best to keep up the supply, but as raw materials are also very scarce, the situation is a difficult one to overcome.

Business in all general plumbing lines is very brisk, while heating goods are particularly active.

RANGE BOILERS—A good turn-over is the experience of all the supply houses. We quote prices: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—Primary markets show a big jump in quotations, and it is likely that pipe will soon be advanced. At present, we quote: 10 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra: f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Business is very active in all sizes. We quote discounts as follows: Discounts on all sizes of nipples up to 6 inch, 67½ to 70 per cent.

IRON PIPE—Still more complaints are heard about the scarcity, which is becoming keener, as the heating season is in full swing, and consumption is at its highest point for the year. We quote: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 inch, 62 per cent.; 1-2 inch, 71 1-2 per cent.; 3-4 inch and upwards, 73 1-2 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 1-2 per cent.; 3-4 inch, and upwards, 63 1-2 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS—Trade is naturally quiet at this season. Discounts remain as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Tin continues firm and a big advance has taken place in lead. Solder quotations are unchanged, however, and we are still quoting: Bar solder, half-and-half, guaranteed, 25c.; No. 2, wiping solder, 22c.

ENAMELWARE — Our prices remain as follows: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65, special $18.65; plate E11 and E21, 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Oct. 12, 1906.

Big jumps in practically all iron, lead and brass goods are the feature of the week. Trade in plumbing supplies has been only about the average, but before the month passes a tremendous volume of orders are expected. The advances this week will not tend to check this business, as most of the lines are scarce and the prices of the basic metals are advancing steadily. The rush of work in order to complete contracts before cold weather forces a hold-up is bound also to encourage active buying.

Lead pipe has been advanced from 10 to 5 per cent. off, as predicted by us in recent issues, the steady rise in pig lead making this advance an expected one.

A new list on brass goods showing advances on the various lines of compression and fuller work will be issued in a few days, this advance also being a natural sequence to the advances in copper reported by us during the past month.

Cast and malleable iron fittings all show increased quotations, the advance being close to 5 per cent. all round. Following the scarcity on iron pipe and the practical impossibility of supply men to fill orders with any measure of completeness, prices have been withdrawn and a new list will be issued at once. With the increasing firmness in the pig iron market and the inability of existing pipe mills to supply the demand, higher prices must be looked for to last for a considerable period.

Demand for all heating goods is very lively and no respite is looked for before the beginning of the new year.

LEAD PIPE — The discount on lead pipe has been advanced to five per cent. off the list price of 8c. per pound.

SOIL PIPE AND FITTINGS — We continue to quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Prices have been withdrawn and an advanced list is looked for next week.

IRON PIPE FITTINGS — New lists are being issued showing advances of about 5 per cent. on both malleable and cast. The new figures will be about as follows: Cast iron elbows, tees, crosses etc., 65 per cent.; cast iron plugs and bushings, 65 per cent.; flange unions, 65 per cent.; nipples, 75 per cent.; iron cocks, 60 per cent.; Canadian malleable, 30 per cent.; malleable unions, 65 per cent.; malleable bushings and plugs, 60 per cent.; C. I. ceiling plates, plain or N. P., 70 per cent.; C. I. floor, 80 per cent.; hook-plates, 65 per cent.; expansion plates, 65 per cent.; headers or branch tees, 65½ per cent.; ring hangers, black or galvanized, 60 per cent., American list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS — Prices are the same. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER — Quotations remain very firm as follows: Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE—We quote as follows: Plate E1, 5 ft., first quality, $22.65, special $20.65; plate E11, 5 feet, first quality, $20.15, special $19.15; plate E21, 5 feet first quality, $16.15, special $19.15; plate E35, 5 feet, first quality, $26.65, special $24.90. Fittings extra. Lower prices in quantities.

A cement for closing leaks in iron pipe, recommended by the Mechanical Engineer, consists of coarsely powdered iron borings, 5 pounds; powdered sal ammoniac, 2 ounces; sulphur, 1 ounce; and water sufficient to moisten it. This composition hardens rapidly, but if time can be allowed it sets more firmly without the sulphur. It must be used as soon as mixed.

FIVE DOLLARS EASY MONEY

Can be earned by sending us a practical answer to the following question:

In your judgement is it essential that every closet connection to soil pipe stack should be provided with a Breaksyphon?

If not, illustrate by a rough sketch the conditions which would render unnecessary the use of a Breaksyphon, and give the reasons why it would not be required.

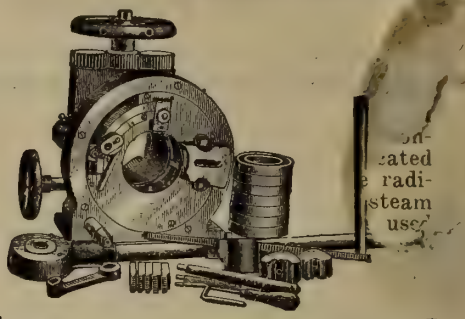
For the best answer received we will send a cheque for $5.00 and to every one sending a satisfactory reply for publication we will give a year's subscription to Hardware and Metal. Send in a reply next week and answer the question as fully as possible.

Plumbing and Steamfitting Department

HARDWARE & METAL

Montreal Toronto Winnipeg

A Certain Sense of Satisfaction



...ated ...radi- ...steam ...use...

Goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

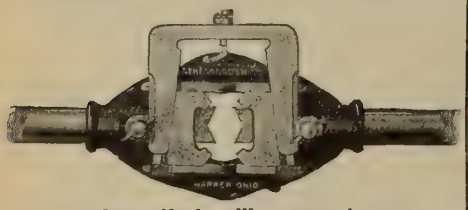
THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

THE NEW

"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

BERLIN, - ONTARIO

Selling Agents for Canada



ARMSTRONG'S FAMOUS DIE STOCKS

have for years met the most exacting requirements for mechanical excellence. They are light, strong, durable, adjustable. Sold by leading dealers the world over.

Write for complete illustrated catalogue.

THE ARMSTRONG MFG. CO.

292 KNOWLTON ST., BRIDGEPORT, CONN.

HAND GROUND

TWO COCKS FREE



TWO COCKS FREE

For every one sent you defective

HOW'S THAT FOR A GUARANTEE?

Glauber Brass Mfg. Co.

CLEVELAND, O.

Quite a Few Plumbers

fail to secure contracts because their jobber or wholesaler fails to ship promptly

Any dealer who buys his baths, sinks, closets, etc., from me will never lose any contracts.

On the "hustle" question I am accused of being a crank.

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA

No Need To Bother

about results when

Diamond Brand Fittings

are used. They are guaranteed to be right. Order them.



OSHAWA STEAM & GAS FITTINGS CO. LIMITED

OSHAWA, CANADA

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

That Queer-Shaped Grate-Bar is Another Strong Oxford Argument—

People who see the Oxford Boiler's grate-bars for the first time always want to know why they're hollow and three-sided—

They're hollow, because that's the way to make them so the utmost amount of air can get into the fire—and get in evenly and constantly under every inch of the bed of coals.

That's one great big fuel-saver, the hollowness of the Oxford Boiler's grate-bars.

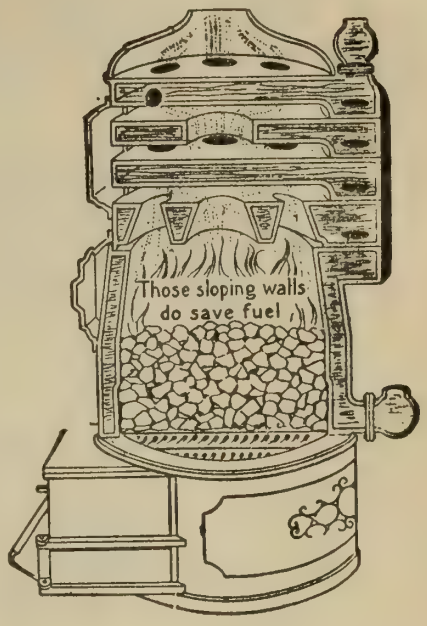
They're three-sided (pyramidal, properly) because that's the shape that stands most hard usage, has most strength for its weight of metal, and wears out very much slower than any flat or square bar must. Besides, no clinkers can jam them.

These bars are mounted on positive gears. These gears make it easy to clean the fire, and the way the bars are mounted also makes it easy to take out one bar for repair and never disturb any other.

Economy all the way ; and fuel economy most of all—that's the selling-power of the Oxford Hot Water Boiler.

There are fourteen things that make it the one Boiler that really profits the dealer in the long run.

If you look ahead at all, you ought to know the whole fourteen. Why don't you ask?



The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

180

DOMINION WIRE MANUFACTURING CO., LTD. MONTREAL

WIRE
WIRE NAILS
SCREWS
STAPLES
JACK CHAIN
BRIGHT WIRE GOODS
SPRING COTTERS
STEEL WIRE BARREL HOOPS

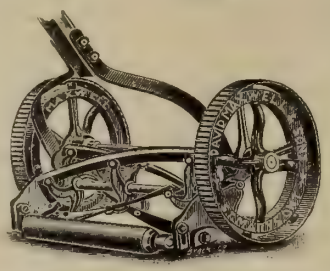


FAVORITE CHURN

More sold in the Dominion than all others combined

In 8 sizes, churning from ½ to 30 gallons.
IMPROVED STEEL FRAME. PATENT FOOT and LEVER DRIVE. PATENT STEEL ROLLER BEARINGS
Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish. **No other just as good. Accept no substitute.** If not offered by your jobber write direct to us.

MAXWELL LWAN MOWER



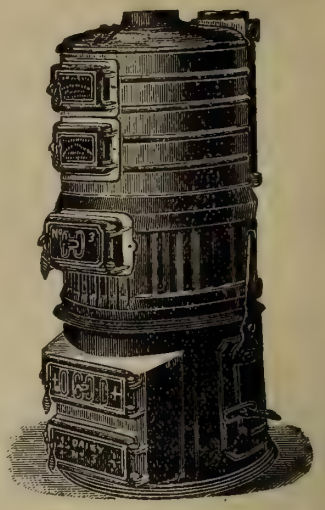
Made in 4 different heights of wheel and widths, ranging from 8 to 25-in. in plain or ball bearings as required. Improved for coming season. Not equalled anywhere for clean cutting, durability and finish.

DAVID MAXWELL & SONS
ST. MARY'S, ONT.

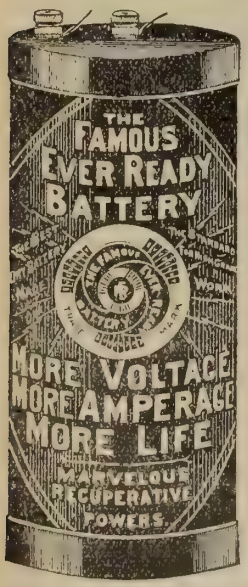
THE DAISY HOT WATER BOILER

carries a guarantee which is to our business what a reputation is to an individual. It is the index by which the world gauges our standing in the commercial world.

The reputation of the Daisy stands highest among the makers of Hot Water Boilers and it acquires the enviable position only after years of the severest tests.



CLUFF BROTHERS
Selling Agents for
Warden King & Son, Limited
TORONTO

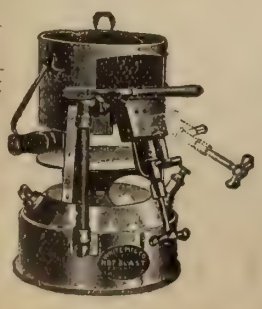


The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN
248 and 250 Craig St. W., MONTREAL, - Que



HOTTEST ON EARTH

Our Bonanza Furnaces are known to produce more heat with less fuel than any other make. Jobbers sell at factory prices. Satisfaction guaranteed or money refunded.

No. 38—Price, each, ***$7.50*** net.
No. 39—One size smaller, ***$5.85*** net.

THE TURNER BRASS WORKS
53 MICHIGAN STREET, - CHICAGO, U.S.A.



Kerr's Extra Standard

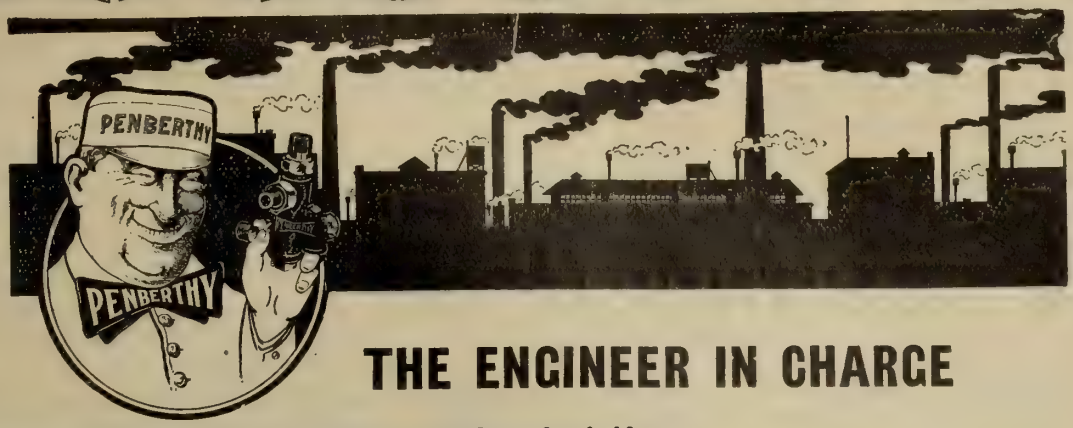
GLOBE VALVES

are of the best quality. They give the best of service and are moderate in price.

Every valve is TESTED, and PACKED, and GUARANTEED.
WRITE FOR CATALOGUE

The KERR ENGINE CO.,
Manufacturers Limited
WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



THE ENGINEER IN CHARGE

will advise you that he buys nothing but the

Genuine Penberthy Automatic Injector

Do you stock them?

BE ABLE TO DELIVER THE GOODS

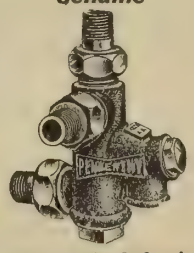
GET PENBERTHY PRICES ON PENBERTHY BRASSES

SOME OF OUR LINES:

Injectors	*Oiler Cups*	*Air Cocks*
Ejectors	*Grease Cups*	*Radiator Vents*
Water Gauges	*Whistles*	*etc.*
Gauge Cocks	*Lubricators*	

Write for Catalog

Genuine

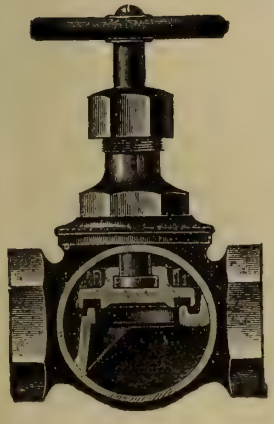


Automatic Injector

MANUFACTURED BY Penberthy Injector Co., Limited, Windsor, Ont.

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FAIRBANKS Renewable Disc VALVES



Have a world wide reputation.

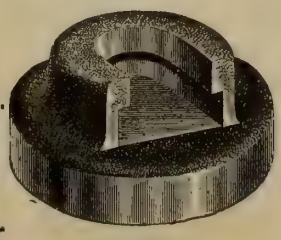
They last longer are made stronger

—and—

The Disc can be changed in a moment's time.

The Canadian Fairbanks Co.
Limited

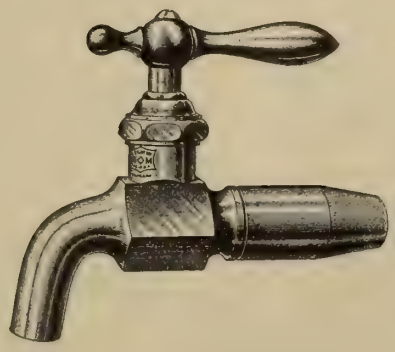
Montreal Winnipeg
Toronto Vancouver



The DISC

MUELLER FULLER BIBBS

STANDARD PATTERN



No rough or sharp seat edges to cut the ball. Deep seat with rounded edges, and surface curved to conform to the shape of the ball. Plain or for hose and all styles of pipe connection.

UNCONDITIONALLY GUARANTEED

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

"Black Diamond" is the Best Order-Getting Tarred Felt in Existence

That's not unexpected considering that it has always been one of our "pet" brands. One happy dealer referred to it as the "Black Prince." He evidently saw an anology between "Black Diamond's" victory and that at Cressy.

Wise is the dealer who sells "Leader" lines!

"BLACK DIAMOND"



TARRED FELT

Note—We presume you have a stock of "JOLIETTE" and "CYCLONE" **Sheathing,** and also our various brands of **Ready Roofing, Wrapping Papers and Building Papers.**

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Oct. 12, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27½ 0 28

BOILER AND T.K. PITTS.

Plain tinned..... } Spun..... }	35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ⅜ to 2 in.	0 31

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$46 00 $46

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	$6 50
I C, 14 x 20 base	8 00
IX, 14 x 20 "	9 50
IXX, 14 x 20 base	
Famous, equal to Bradley—	6 50
I C, 14 x 20 base.....	8 00
I X, 14 x 20 "	9 50
I X X, 14 x 20 base.....	
Raven and Vulture Grades—	4 25
I C, 14 x 20 base	5 00
I X "	5 75
I X X "	6 50
I X X X "	
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base.....	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
I.C., special sizes, base	4 25
20x28	8 00

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	6 85
IX., Terne Tin	8 25

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, }	7 00

Tinned Sheets.

72x30 up to 24 gauge.....	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.....	2 05	2 15
Forged iron "	2 30	....
Refined "	2 45	2 60
Horseshoe iron "	2 45	2 60
Hoop steel, 1½ to 3 in. base...	....	2 65
Sleigh shoe steel	2 17½	2 20
Tire steel	2 27½	2 35
Best sheet cast steel..... ...		0 12
B. K. Morton & Co.—		
"Alpha" high speed.....		0 65
" annealed		0 70
"M" Self-hardening.....		0 50
"J quality, best warranted		0 18
'T' " warranted.....		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel....		0 10 0 20
" "Novo".....		0 65
" " annealed		0 65
Thos. Jowett & Sons B.P.L. tool steel annealed.....		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules.....	0 20
Star.....	0 15
No. 1	0 12
No. 2.....	0 10
No. 3.....	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit.....	0 40
Standard Anti-Friction Babbit.....	0 30
" Special Babbit	0 25
Car Box Babbit.....	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin.....	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 45
No. 1 Monarch	0 3
"King" Anti-friction.....	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber.....	0 12
Philadelphia.....	0 10
Canadian.....	0 07
Hardware Babbit No. 1.....	0 10
" " " 2	0 08
" " " 3	0 06½

Discount on hardware No. 1, 2, 3, 15 per cent. All others net list.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 60
14 gauge.....	....	2 80
17 gauge.....	....	2 40
18 "	2 30	2 45
20 gauge.....	2 30	2 55
22 "	2 30	2 60
24 "	2 30	2 70
26 "	2 35	2 85
28 "	2 40	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 80
Galvanized Canada Plates, 52 sheets	4 25
" " " 60 "	4 50

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60.....	4 50	4 60
20x28x80	8 50	8 70
" 94.....	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 " ..	3 95	4 20
28 " ..	4 20	4 50

Apollo.

10½ oz. (American gauge).....	4 25 4 60
28 gauge..... "	4 00 4 25
26 " ..... "	3 75 3 90
24 " ..... "	3 50 3 70

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 15c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....		7 00
" ¼ "	....		5 85
" 5-16 "	....		4 45
" ⅜ "	....		3 75
" 7-16 "	....		3 50
" ½ "	....		3 25
" 9-16 "	....		3 20
" ⅝ "	....		3 20
" ¾ "	....		3 10
" 1 "	....		3 00
" 1¼ "	....		3 05

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots.....	22 50	23 00

Bars.

Cut lengths, round, ⅛ to ⅞ in..	26 00
" round and square,	
Cut lengths, 1 to 2 inches....	25 00 26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60	26 00
Plain, 14 oz.....	27 00
Tinned copper sheet.....	28 00
Planished	35 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	0 25
" 35 to 45 " "	0 24
" 50-lb. and above "	0 23

ZINC SPELTER.

Foreign, per 100 lb	7 00 7 25

ZINC SHEET.

5-cwt. casks	8 00
Part casks.....	8 25

LEAD.

Imported Pig, per 100 lb.....	5 15 5 25
Bar, "	5 25
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

PLUMBING GOODS

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality		Special
4 and 4½ ft.	3 in. rolled rim..	$21 65		19 65
5 feet	" ..	22 65		20 65
5½ "	" ..	24 15		22 15
6 "	" ..	26 90		24 90
Plate E II				
5 feet	2½ in. " ..	21 15		19 15
5½ "	2½ " " ..	22 65		20 65

Closer prices in quantities.

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201.....	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300.65 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe discount 5 per cent.

Malleable Fittings—Canadian discount 35 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 62½ per cent.; headers. 65; flanged unions and lipped, 60; malleable bushings 55; nipples, up to 2 in., 70 and per cent.; up to 6 in., 65 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 09	¼ inch.....	2 92
⅜ "	2 09	⅜ "	2 92
½ "	2 42	½ "	3 27
¾ "	3 05	¾ "	4 20
1 "	4 37	1 "	6 02
1¼ "	5 96	1¼ "	8 21
1½ "	7 15	1½ "	9 86
2 "	9 54	2 "	13 10
2½ "	14 50	2½ "	21 80
3 "	19 00	3 "	28 64

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c

Cushion work, discount 50 and 10 p.c.

Fuller work, discount 70 p.c.

6 dozen lots and over of the above, extra discount 10 per cent.

Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.

J.M.T. Globe, Angle and Check Valves, discount 55 per cent.

Standard Globe, Angle and Check Valves discount 60 per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 percent.

Kerr's standard brass disc steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I. B. B. M., discount 70 per cent.

J. M. T. Radiator Valves discount 55 per cent.

Standard Radiator Valves, discount 65 per cent.

Patent Quick-Opening Valves, discount 70 per cent.

Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock.....net	1 75
No. 4 " ..... "	1 90
No 7 Fuller's..... .... "	2 35
No. 4½, " ..... "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.

Patent Compression Cushion, bath cock, No. 2208..... 2 25

Square head brass cocks, discount 65 per cent.

" " iron " " 60 "

Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon..... ..net	25 00
" 35 " .... "	29 00
" 40 " ..... "	33 00

Discount off copper boiler 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Med. and Extra heavy pipe and fittings, discount 65 per cent.

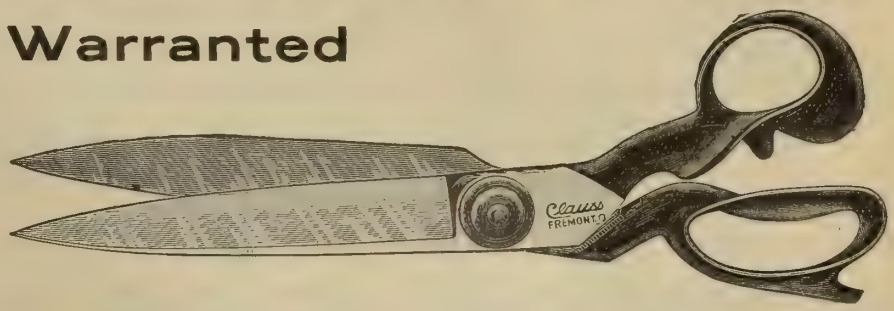
7 and 8-in. pipe, discount 40 and 5 per cent.

Light pipe and fittings, per 60 cent. off.

CLAUSS BRAND TAILORS' SHEARS

Fully Warranted

These goods are the BEST and are EQUALLED only by such other goods as are manufactured by



Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

½-lb. per lb.	0 37
1-lb. or over "	0 34

SOLDER.

	Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping	0 22	0 23

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 02
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.	Per 100 lbs.	
Pure	6 50	6 75
No. 1	6 10	6 40
No. 2	5 80	6 10
No. 3	5 55	5 80
No. 4		5 25
Munro's Select Flake White		7 00
Elephant and Decorators' Pure		6 80
Monarch		6 75
Standard Decorator's		6 50
Essex Genuine		6 25
Brandram's B. B. Genuine		8 25
"Anchor," pure		6 50
Ramsay's Pure Lead		6 40
Ramsay's Exterior		6 15
"Crown and Anchor," pure		6 50
Sanderson Pearcy's		6 55

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 06½	0 07½
No. 2	0 05½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities, per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls	0 55 0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints, gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	C 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint Lac" coach		1 80
"Gold Medal" per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian points.
Shellac, bone dry, 56c. per lb., f.o.b., Eastern Canadian Points.
Shellac T N. orange, etc., 49 to 53c, f.o.b., New York.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent., American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent, American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign 25, 10 and 10; Regal 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.: American $2 05

Shot.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8 50 and 5% list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—

	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads, in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net	4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargeant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 12

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅜ and smaller	60 and 10
" " 7-16 and up	55
" " Norway Iron ($3 list)	50
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up	55
Plough Bolts	55
Blank Bolts	55
Bolt Ends	55
Sleigh Shoe Bolts, ⅜ and less	60
" " 7-16 and larger	50
Coach Screws, conepoint	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts, 75 per cent.	

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1 000	35
Stable pavers, 12"x6"x2", ex wharf, per 1,0 0	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No 5, $16.; f.o.b. Toronto Hamilton, London and St Marys. 30 and 30 per cent; f o b Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.
Plain or Corrugated.

2-inch	per 100 feet	3 30
3 "	" "	4 40
4 "	" "	5 80
5 "	" "	7 45
6 "	" "	9 90

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DOOR SPRINGS (COIL).
Chicago Door Springs, 25 per cent.
Reliance Door Springs, 25 per cent.

DRAW KNIVES.
Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.
Hand and Breast.
Millar's Falls, per doz., net list.

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.
Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 30

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.
White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 30 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

ESCUTCHEONS.
Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.
Iron, discount 40 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

FILES AND RASPS.

Great Western	70 and 10	per cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GILLETT'S POWDERED LYE.
1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

GLASS.
Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off.

GAUGES.
Marking, Mortise, Etc.
Stanley's discount 50 to 60 per cent.
Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

HEAD HALTERS.

Jute Rope, ½-inch	per gross	9 00
" " ⅝ "	"	10 00
" " ¾ "	"	12 00
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web	"	2 45

HAMMERS.
Nail.
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.
Tack.

Magnetic	per doz.	1 10 1 20

Sledge.

Canadian	per lb.	0 07 0 08½

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.
C. & B., discount 40 per cent., revised list.
Hoe.
C. & B., discount 40 per cent., revised list.
Saw.

American	per doz.	0 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.
Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

Chicago Friction Hangers.....5 per cent.
Chicago Oscillating Hangers.....5 "
Chicago Big Twin Hangers.....5 "

HARVEST TOOLS.
Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAY KNIVES.
Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.		
Heavy T and strap, 4-in., per lb		0 06½
" " 5-in., "		0 06½
" " 6-in., "		0 06
" " 8-in., "		0 05½
" " 10-in., "		0 05½

Light T and strap, discount 65 and 5 per cent.
Screw hook and hinge—

to 10 in	per 100 lb.	4 50
12 in. up	"	3 25
Spring, No. 20, per gro. pairs		10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

SPRING HINGES.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago (Ball Bearing) Floor Hinges, 40 and 5 per cent.
Garden City Fire Engine House Hinges, 12½ per cent.
Chicago Saloon Door Spring Hinges, 12½ per cent.

HOES.
Garden, Mortar, etc., discount 60 per cent.

Planter	per doz.	4 00 4 50

HOOKS.
Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.
Wrought hooks and staples Canadian discount 60 per cent.
Wire.
Hat and coat, discount 62½ per cent.

Belt	per 1,000	0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.
'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.
F.O.B. Montreal

M.R.M.'Co. brand, base	3 65
New Pattern "P.B." horseshoes	3 50

Add 15c. Toronto, Hamilton, Guelph.

KEYS.
Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

LAMP WICKS.
Discount, 60 per cent.

LADDERS, EXTENSION.
Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	4 00
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 0 90

LOCKS.
Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle discount 30 per cent
Padlocks.

English and Am.	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.
German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	1 15

NAILS.

	Cut.	Wire.
2d	3 70	3 05
3d	2 85	2 70
4 and 5d	2 60	2 45
6 and 7d	2 50	2 35
8 and 9d	2 35	2 20
10 and 12d	2 30	2 15
16 and 20d	2 25	2 10
30, 40, 50 and 60d (base)	2 20	2 05

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	0 85	2 50
No. 1	0 85	
No 1573	0 75	

NAIL SETS.

Square, round and octagon,	per gross	3 38
Diamond	"	1 00

OAKUM.

Plumbers	per 100 lb.	4 00 4 75

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cen

PAILS (GALVANIZED).
Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PLANES.
Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English	per doz.	2 00 5 00

PLIERS AND NIPPERS.
Button's genuine, per doz. pairs, discount 37½ to 40 per cent.

Button's imitation	per doz.	5 00 9 00

PRESSED SPIKES.
Discount 20 per cent.

PULLEYS.

Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 22 1 00
Awning	"	0 35 2 50

PUMPS.

Canadian cistern		1 40 2 00
Canadian pitcher spout		1 80 3 16

PUNCHES.

Saddler's	per doz.	1 00 1 85
Conductor's	"	3 00 15 00
Tinners', solid	per set	0 72
" hollow	per inch	1 00

RAKES.

Wood	per doz. net	1 20 up

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

Results Speak Loud *in Hardware and Metal Want Columns. They are widely read. Give it a trial.*

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros. " Klean Kutter'	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 35 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15½
"British" Manilla		0 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet, per doz.		0 65
" " 60 feet "		0 80
" " 72 feet "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging "	0 27	0 35

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.

Crosscut, Disston's, per foot	0 35	0 55

S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only, each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.

" buck, New Century	$6 25
" " No. 1 Maple Leaf	5 25
" " Happy Medium	4 25
" " Watch Spring	4 25
" common frame	4 00

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SASH WEIGHTS.

Sectional, per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb	....	0 31

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz.	8 75

3 in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood, per doz.	3 25	4 00
" iron "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

SCYTHES.

Per doz. net	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50

(Hollow Back)	(Reinforced S Scoop.)
Moose, $17 50	$16 30
Bear, 15 00	15 30
Fox, 12 50	14 30
Black Cat, 10 00	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492, per doz.	1 90	2 25
" No. 493 "	2 40	2 55
" No. 494 "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised lis

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita, per lb.	0 28	0 30
Hindostan "	0 06	0 07
" slip "	0 09	0 09
Labrador "	....	0 13
" Axe "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch " "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 5
" tinned	80 and 10
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	40
Copper tacks	45
Copper nails	50
Trunk nails, black	65 and 5
Trunk nails, tinned and blued	65
Clout nails, blued and tinned	65
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " bulk	40
Clinch and duck rivets	45

Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.
German, per doz. 4 75 5 00
S. & D., discount 35 per cent.

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "	6c.	extra
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 47½ per cent. off the list.
Copper wire, discount 47½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15—No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16, $4.20 from stock. Base sizes, Nos. 6 to 9, $2.25 f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING.

Galvanized barb	2 60
Galvanized, plain twist	
Galvanized barb, f.o.b. Cleveland, $2.37½ for small lots and $2.25 for carlots	

POULTRY NETTING.

2 in. mesh, 19 w. g., discount 50 and 10 per cent. All others 50 per cent.

COILED SPRING WIRE.

High Carbon, No. 9	$2 45
" No. 11	3 10
" No. 12	2 70

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS

Leader, 11 in., per doz	32 00
Royal Canadian, 11 in. "	29 00
Royal American, 11 in.	29 00

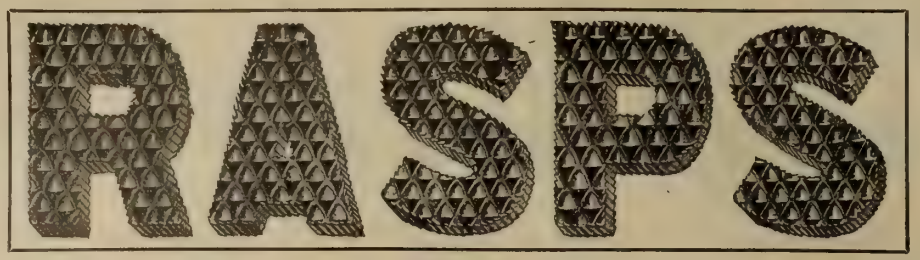
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KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

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Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

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INDEX TO ADVERTISERS.

A

Acme Can Works ... 19
American Shearer Mfg. Co ... 14
Armstrong Mfg. Co ... 58
Armstrong Bros Tool Co ... 15
Atkins, E. C., & Co ... 9
Atlas Mfg. Co ... 14

B

Barnett, G. & H. Co ... outside back cover
Batty Stove Co ... 12
Bell, Thomas, Sons & Co ... 45
Berry Bros ... 47
Bird F W ... 49
Birkett, Thos. & Son Co ... 1
Bowmanville Foundry Co ... 14
Brantford Roofing Co ... 9
Burr Mfg. Co ... 12
Business Systems ... 10

C

Cameron & Campbell ... 22
Canada Foundry Co ... 12
Canada Iron Furnace Co ... 41
Canada Metal Co ... 2, 12
Canada Paint Co ... 46
Canada Paper Co ... 12
Canada Smelting Works ... 41
Canadian Bronze Powder Works ... 45
Canadian Fairbanks Co ... 61
Canadian Heating & Ventilating Co ... 20
Canadian Sewer Pipe Co ... 41
Canadian Shovel & Tool Co ... 4
Caverhill, Learmont & Co ... 7
Chicago Spring Butt Co ... 1
Clauss Shear Co ... 63
Cluff Bros ... 60
Consolidated Plate Glass Co ... 48
Consumers' Cordage Co ... 10
Covert Mfg. Co ... 14
Crain, Rolla L ... 16
Cumming Mfg. Co ... 13

D

Davenport, Percy P ... 68
Davis B. Thos., Mfg. Co ... 4
Dennis Wire and Iron Co ... 14
Deseronto Iron Co ... 41
Dieckmann, Ferdinand ... 49
Dominion Cartridge Co ... 47
Dominion Wire Mfg. Co ... 59
Dorken Bros ... outside front cover
Dowswell Mfg. Co ... 52

E

Eadie, H. G ... 41
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co ... inside back cover

F

Fenner, Frederick ... 43
Findlay Bros ... 19
Forman, John ... 60
Forwell Foundry Co ... 58
Fox, C. H ... 16
Francis-Frost Co ... 20
Frothingham & Workman ... 6

G

Galt Art Metal Co ... 51
Gibb, Alexander ... 16
Gibsone, J. B ... 16
Gilbertson, W., & Co ... 4
Glauber Brass Co ... 58
Grautoff, B. A ... 53
Greening, B., Wire Co ... 52
Gurney Foundry Co ... 21, 59
Gutta Percha and Rubber Mfg. Co ... outside back cover

H

Hamilton Cotton Co ... 37
Hamilton Rifle Co ... 51
Hanover Portland Cement Co ... 15
Harris, J. W., Co ... 11
Hart & Cooley Co ... 68
Heinisch, R., Sons Co ... 15
Henderson & Potts Co ... 44
Heney, E N., & Co ... 68
Hobbs Mfg. Co ... 18
Howland, H. S., Sons & Co ... 5
Hutton, Jas., & Co ... 16
Hyde, F. & Co ... 17

I

Imperial Varnish and Color Co ... 42
International Portland Cement Co ... 15

J

Jamieson, R. C., & Co ... 43
Jardine, A. B., & Co ... 41
Johnson's, Iver, Arms and Cycle Works ... 50
Joy Mfg. Co ... 20

K

Kemp Mfg. Co ... 22
Kerr Engine Co ... 6

L

Lamplough, F. W. & Co ... 17
Leslie, A. C., & Co. outside front cover, 41
Lewis Bros., Limited ... 3
Lewis, Rice, & Son ... inside front cover
Lockerby & McComb ... 52
London Foundry Co ... 9
London Rolling Mills ... 14
Loughead, J S & Son ... 12
Ludger Gravel Co ... 16
Lufkin Rule Co ... inside back cover

Mc

McArthur, Alex., & Co ... 62
McCaskill, Dougall & Co ... 43
McClary Mfg. Co ... 18
McDougall, R Co ... 68
Macfarlane, Walter ... 19

M

Maple Leaf Harvest Tool Co ... 8
Martin-Senour Co ... 45
Maxwell David ... 60
Merrell Mfg. Co ... 58
Metal Shingle and Siding Co ... 21
Metallic Roofing Co ... 39
Millen, John & Son ... outside back cover
Mitchell, H. W ... 16
Morrison, James, Brass Mfg. Co ... 54
Morrow, John, Machine Screw Co ... 15
Mueller, H., Mfg. Co ... 61
Munderloh & Co ... 65

N

Newman, W., & Sons ... 14
Nicholson File Co ... 66
North Bros. Mfg. Co ... 4
Nova Scotia Steel and Coal Co ... 41
Novelty Mfg. Co ... 52

O

Oakey, John, & Sons ... 41
Ontario Tack Co ... 40
Ontario Wind Engine and Pump Co ... 45
Orford Copper Co ... 41
Oshawa Steam & Gas Fitting Co ... 58
Owen Sound Wire Fence Co ... 53

P

Paterson Mfg. Co ... 64
Pearce, Frank, & Co ... 16
Pelton, Godfrey S ... 43
Penberthy Injector Co ... 61
Peterborough Lock Co ... 9
Peterborough Shovel & Tool Co ... 17
Phillips, Chas. D ... 15
Phillips, Geo., & Co ... 52
Pink, Thos ... 11

Q

Queen City Oil Co ... 17

R

Ramsay, A., & Son Co ... 45
Robertson, James Co ... inside back cover
Roper, J. H ... 53
Round, John, & Son ... 15

S

Samuel, M. & L., Benjamin, & Co ... 2
Scarfe & Co ... 20
Scott, Bathgate & Co ... 16
Seymour, Henry T., Shear Co ... 15
Shantz, I. E., & Co ... 58
Sharratt & Newth ... 12
Sherwin-Williams Co ... 40
Silica Barytic Stone Co ... 15
Stairs, Son & Morrow ... 66
Standard Ideal Sanitary Co ... 54
Standard Paint and Varnish Works ... 43
Starr Mfg Co ... 14
Steel Trough and Tank Co ... 12
Stephens, G. F., & Co ... 37
Sterne, G. F., & Son ... 16
Stewart, Jas., Mfg. Co ... 34, 35

T

Taylor-Forbes Co ... outside front cover
Telford & Chapman ... 11
Thompson, B & S ... Co. outside back cover
Toronto Silver Plate Co ... 13
Turner Brass Works ... 63

V

Vickery, O ... 58

W

Wallace Barnes Co ... 14
Warminton, J. N ... 68
Warnock Mfg. Co ... 17
Western Wire Nail Co ... 53
Wilcox Mfg. Co ... 21
Winnipeg Paint and Glass Co ... 37
Wright, E. T., & Co ... 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

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Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Phillips, Geo. & Co., Montreal.
Round, John, & Son, Montreal.
Silberstein, A. L., New York.

Door Hangers.
Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell Toronto.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions
Bradstreet Co.

Firearms and Ammunition.
Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.
Marlin Firearms Co., New Haven, Conn.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Montreal Rolling Mills Co., Montreal.

Glaziers' Diamonds.
Gibsone, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Maple Leaf Harvest Tool Co , Tillsonburg Ont.

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers.
Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs, Etc.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Copeland-Chatterson Co , Toronto.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents and Brokers.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roberts n, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bower, S. F., & Co., Toronto.

Paints, Oils, Varnishes and Glass.
Bell, Thos., Sons & Co , Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co , Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Page-Hersey Iron & Tube Co., Guelph.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
United Brass Mfg. Co., Cleveland, Ohio.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamilton
Dominion Sewer Pipe Co., Toronto.
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shellac
Bell, Thos., Sons & Co., Montreal.

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves and Tinware, Radiators, Furnaces, etc.
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co , Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co , Montreal.
Stairs, Son & Morrow, Halifax, N.S.

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

GALT, - CANADA



Trade Mark

"LION"

BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,

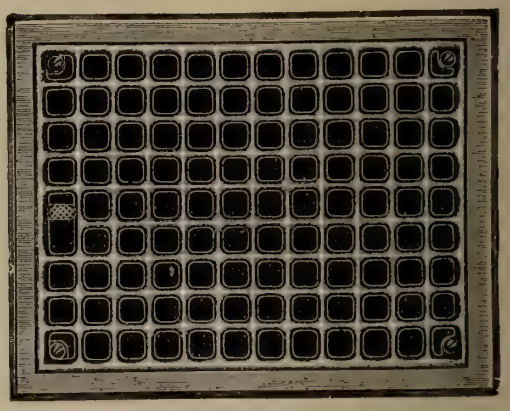
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Wrought Steel Registers

Will not Break or Warp.
Large Air Space,
More Strength,
Less Weight.
For Sale by Leading Jobbers

HART & COOLEY CO.,

NEW BRITAIN, Conn., U.S.A.



J. N. WARMINTON

207 ST. JAMES ST., - - - MONTREAL

Strapping for Binding Cases.

Plain Hoop Iron, Oil Finish;
Clutch Nails; Pail Hooks;
Box Board Fasteners.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner.

Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

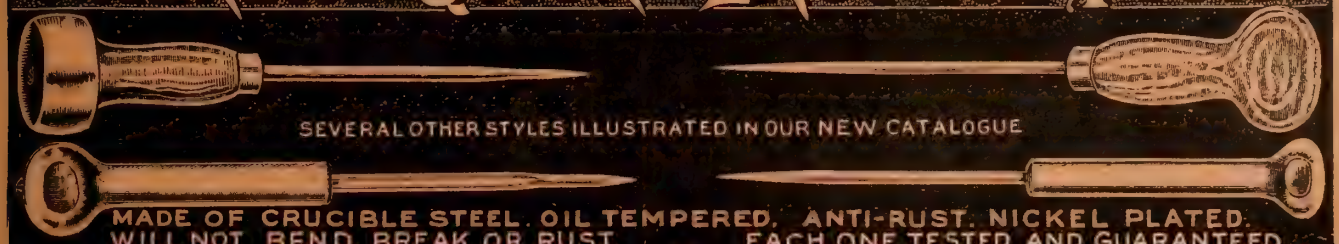


NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.

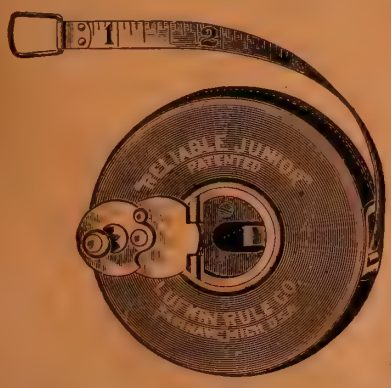
WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—200 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1808. Inc. 1896.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve  Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Sheet Copper, Seamless Brass and Copper Tubes

LOWEST PRICES TO IMPORT ON APPLICATION TO

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

KEY BLANKS

Every size
Every style
Every quality

Door keys, safe keys, trunk keys, brass keys, drawer keys, big keys, latch keys, little keys, thin keys, heavy keys.

The most comprehensive assortment of Key Blanks to be found in Canada.

When you want Key Blanks write

JOHN MILLEN & SONS, LTD.

321 St. James St. MONTREAL

132 Bay Street TORONTO

CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, OCTOBER 20, 1906 NO. 42.

ANVILS BITS
HENRY BOKER
MANUFACTURER
OF
ARROW BRAND
REGISTERED TRADE MARK
HARDWARE
SPECIALITIES OF ALL DESCRIPTIONS
Pliers Vices
For Sale by Leading Wholesale Houses.

UNIFORMITY
in quality, finish, flatness and weight.
The Secret of our Success
Every sheet of "Queen's Head" and "Fleur-de-Lis" galvanized iron fully guaranteed.
JOHN LYSAGHT, Limited, Makers. BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers, Canadian Branch.





A Radiator of Latest Design
That's the "Sovereign"
A Radiator with Screwed Nipples
That's the "Sovereign"
A Radiator with Large Connections
That's the "Sovereign"

Isn't the "SOVEREIGN" the Radiator to carry?

We are also manufacturers of the well-known "SOVEREIGN" Boiler.

GET PARTICULARS AT ONCE

TAYLOR-FORBES COMPANY, Limited

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Head Office and Works, GUELPH, ONT.

AGENTS:
Mechanics' Supply Co., Quebec.
Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 67.

GASOLINE TORCHES

FOR BRAZING LIGHT WORK

RETURNED
OCT 29 1906

Plumbers' Tools

Wrenches
Tongs
Pliers
Vises
Etc.

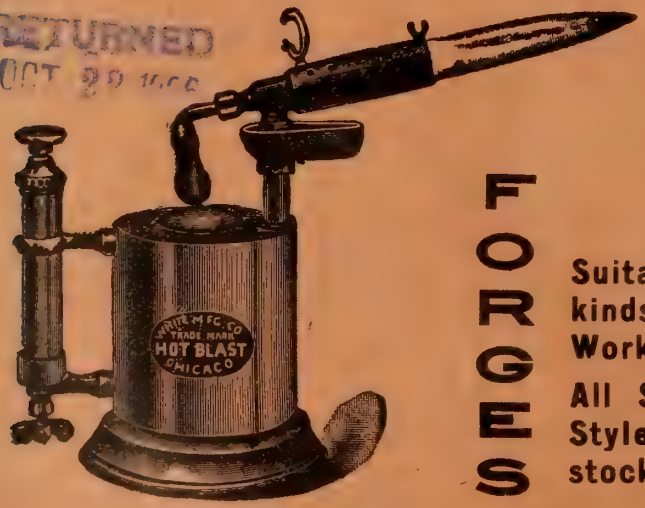


GASOLINE FURNACE

Stocks and Dies for Bar Iron or Pipe

Valves Fitting and Pipe

RETURNED
OCT 29 1906



GASOLINE TORCH

FORGES

Suitable for all kinds of Metal Works.

All Sizes and Styles kept in stock.



GASOLINE TORCH

RETURNED
to
Cut Book No. 56
Page No. 61
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WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

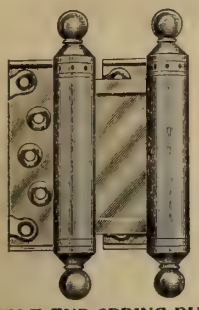
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

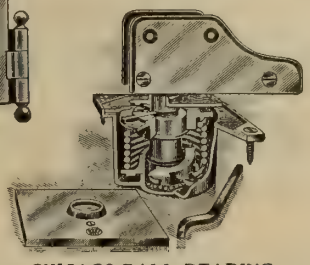
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of WINCHESTER and DOMINION Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO.,

Wholesale Hardware LIMITED

OTTAWA, ONT.

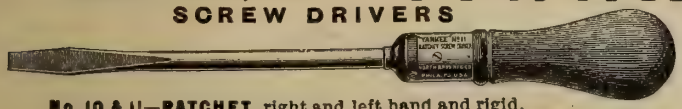
Other Tools are very Good Tools, but

"YANKEE TOOLS"

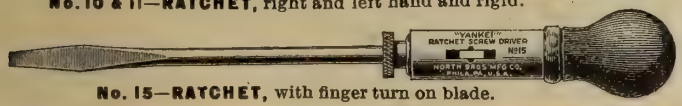
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

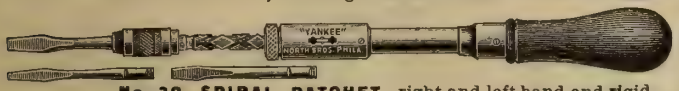
SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



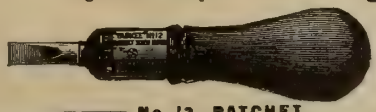
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade



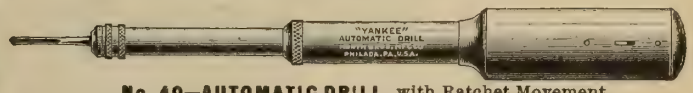
No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.



DRILLS



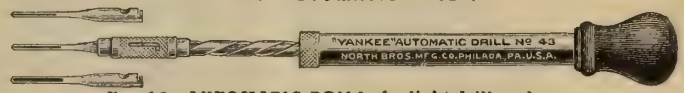
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

We don't care whom you compare us with as long as you abide by the result of the comparison.

It Saws Well



It Sells Well

You can take our

HANDSAWS

and compare them with others for quality of steel, evenness of temper, perfection of finish—***general excellence.***

You can take our

HANDSAWS

and compare them with others for the price they sell to you, the price they sell to your customers—any view of profit.

We Welcome Comparison with Canadian and American Makes.

SPEAR & JACKSON ÆTNA WORKS **Sheffield, England**

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

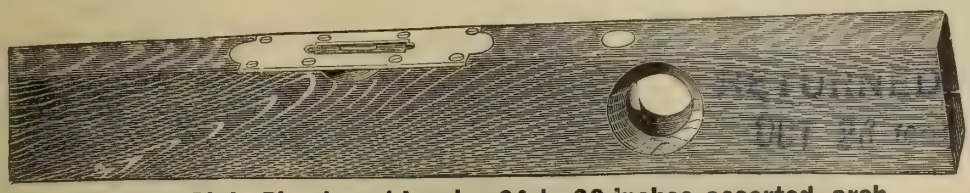
Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

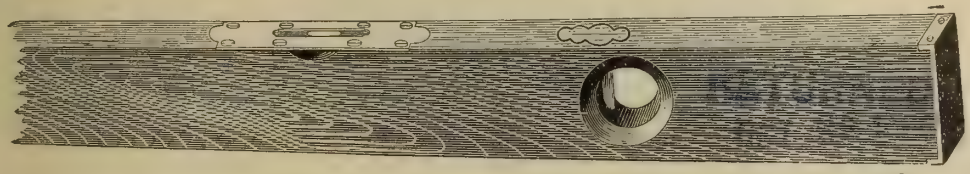
DISSTON'S PLUMBS AND LEVELS

No. 100—Plain Level. Length 12 inches, solid hardwood, stained and polished, with nickel top plate.



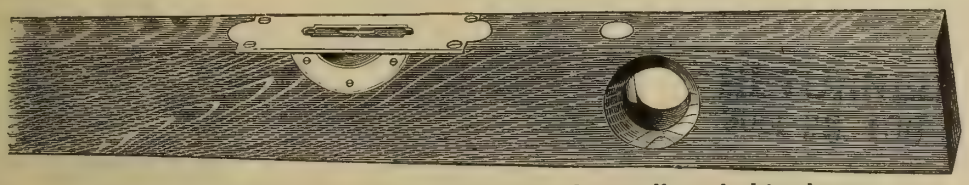
No. 9D—Plain Plumb and Level. 24 to 30 inches assorted, arch top plate, two side views polished.

No. 09—Same as above, only 18 to 24 inches assorted

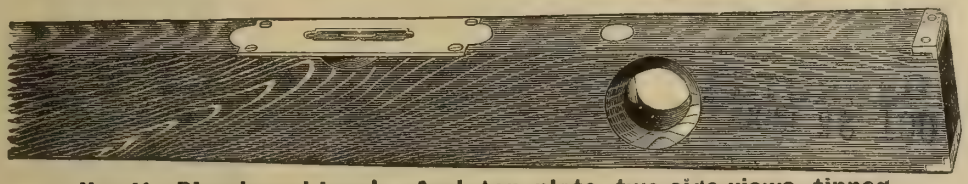


No.16—Adjustable Plumb and Level. 26 to 30 inches assorted, arch top plate, two side views, solid brass ends and polished

No. 21—Same as above, only mahogany with two brass-lipped side views



No. 10—Plumb and Level. Arch top, brass-lipped side views, poliohed, assorted, 19 to 24 inches



No. 11—Plumb and Level. Arch top plate, two side views, tipped and polished, assorted, 24 to 30 inches



No. 24 Patent Adjustable Plumb and Level—Arch top plate, improved duplex side views, solid brass ends and polished, assorted, 26 to 30 inches

FOR PROFIT

No large amount of talking is necessary to convince people of the quality and value of **Disston's Plumbs and Levels** — the name is sufficient.

Like **Disston's Saws,** they are the result of high-class workmanship and modern machinery, and the product of one of the greatest factories in the world.

If you have never bought this line before, you will be surprised what a dollar will buy compared with other well-known makes.

If you want the **best** in plumbs and levels, at moderate prices, specify **Disston's** and tell us the numbers you require.

LEWIS BROS., LTD.

MONTREAL

WINNIPEG
OTTAWA VANCOUVER
CALGARY TORONTO

SCOOPS

Grain, Coal, Locomotive, House Furnace



MOOSE
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

1st Grade



Sectional View Showing Converse Reinforced Shoulder (Patented)

BLACK CAT
THE CANADIAN SHOVEL & TOOL COMPANY, LIMITED
HAMILTON, CANADA
MANUFACTURER

4th Grade



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

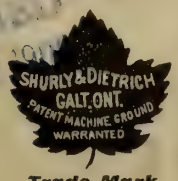
Wholesale Only

138-140 WEST FRONT STREET, TORONTO

Only Wholesale

SAWS

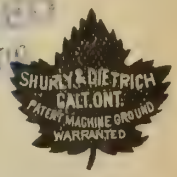
Made by **SHURLY & DIETRICH**, Galt, Canada



Trade Mark



Narrow Cross-Cut Saw



Trade Mark



The Lance, Cross-Cut Saw



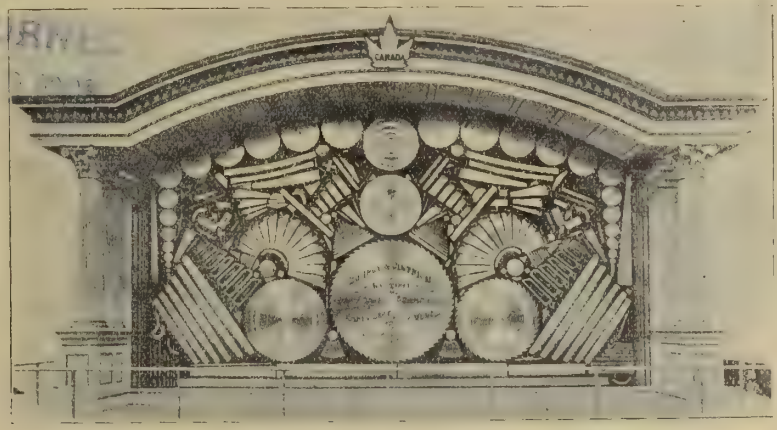
The Racer, Cross-Cut Saw



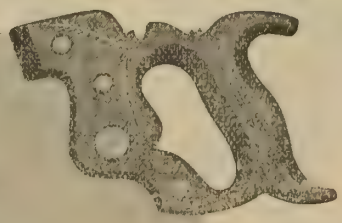
Premier, Cross-Cut Saw



Compass Saw



Displayed at the Toronto National Exhibition, 1906





Buck Saw

Panel, Hand, Rip and Back Saw

RETURNED
to
Cut Book No. 56
62

For other Styles see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

GRAHAM NAILS ARE THE BEST

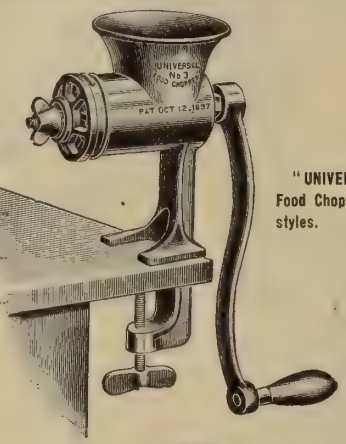
We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right



"UNIVERSAL" Bread Maker, two sizes, 4 and 8 loaves



"UNIVERSAL" Meat and Food Choppers, 8 sizes and styles.



"COLONIAL" Pattern—"Universal" Coffee Percolator, two designs, 4 sizes each

Every Hardware Dealer

recognizes the favor with which the "Universal" Kitchen specialties have been received by the public.

The maker's extensive advertising brings them to the notice of house-keepers everywhere. Their own merits do the rest.

They sell rapidly, and are fast becoming a part of the equipment of every kitchen.

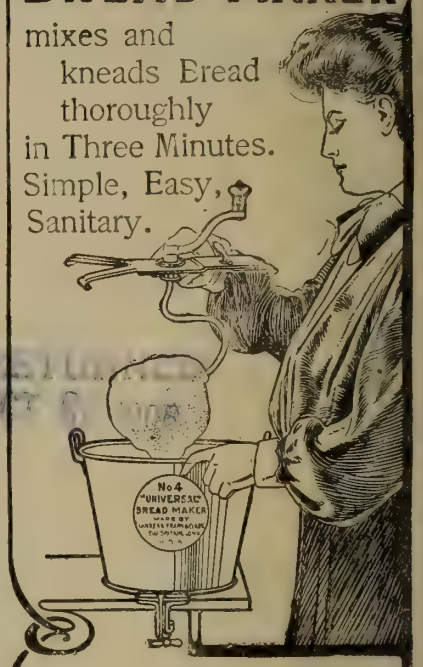
The fixed price arrangement under which they are sold guarantees the retailer an assured profit.

It pays to keep in stock the goods women ask for.

Our travellers will tell you more about the . . . . . "Universal" line, or write direct.

THE "UNIVERSAL" BREAD MAKER

mixes and kneads Bread thoroughly in Three Minutes. Simple, Easy, Sanitary.



YOUR NAME AND ADDRESS GOES HERE

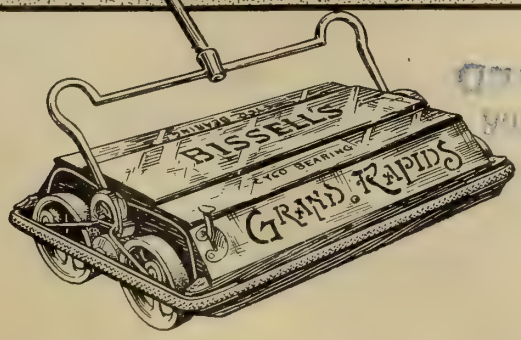
Electros of this description, one or two columns wide, advertising "Universal" bread makers, cake mixers, meat choppers and coffee percolators, sent free to hardware dealers for use in their local newspaper advertising. Let us know how much space you use and we will send you electros.

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited

BISSELL'S



SWEEPERS

Every Home Has Carpets to Sweep

The day when this task was done with a corn broom is past.

Now it is the easy running "CYCO BEARING CARPET SWEEPER" that does this work—does it well.

HARDWARE DEALERS have an opportunity here of selling this Profit-Bringing Line.

A "GRAND RAPIDS" CYCO BEARING CARPET SWEEPER retails for $3.00, finished like all the different expensive woods, such as Mahogany, Antique Oak, Dark Oak, etc., allowing handsome margin of profit.

WE HELP YOU SELL THEM by furnishing leaflets with your imprint, and display stand FREE. WRITE ABOUT OUR SPECIAL CHRISTMAS OFFER.

Caverhill Learmont & Co

WHOLESALE DISTRIBUTORS

MONTREAL——and——WINNIPEG

Have You Ordered Them ?

The Time for Doing So is Now !

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



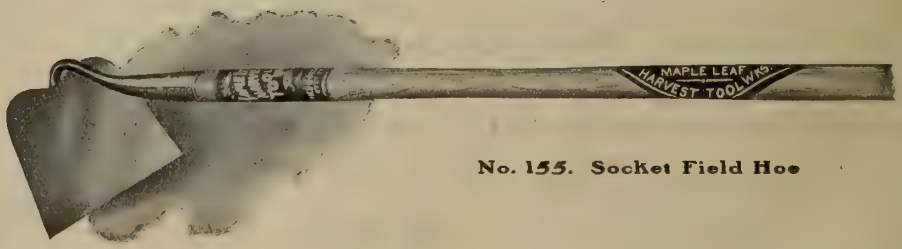
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



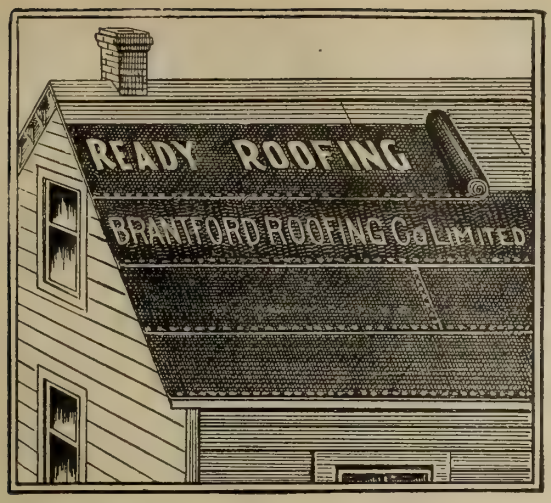
No. 155. Socket Field Hoe

To the Merchants:

The season is now on to order your stock of harvest tools for 1907. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



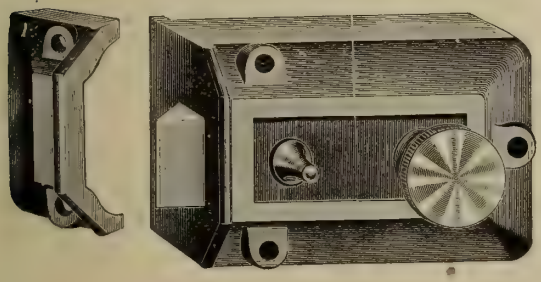
BRANTFORD "ASPHALT" "RUBBER" ROOFINGS

EASILY APPLIED.
FIRE-PROOF, ALKALI-PROOF, WATER-PROOF.
ELASTIC, STRONG AND DURABLE.
STEEP OR FLAT ROOFS.

Get Sample and Circular and Price

BRANTFORD ROOFING CO., LIMITED
BRANTFORD, ONTARIO

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



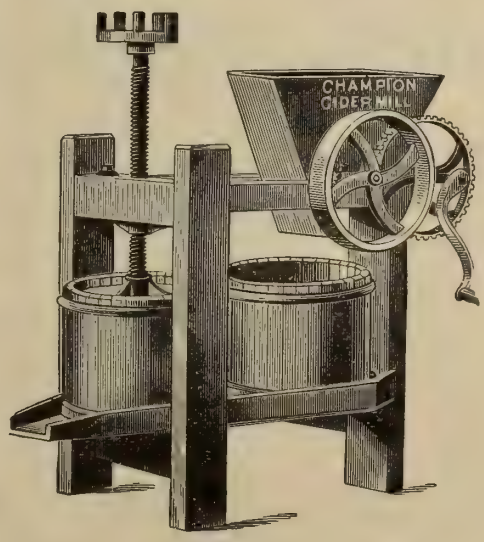
IT CUTS NAILS

Our new Nest of Saws contains a Compass, Keyhole and Metal Cutting Blade—fitted to an adjustable handle.

Indispensable to every Carpenter, Plumber, Electrician, Gas Fitter—or where nails are in the way. At your Dealers or write for Saw Sense Booklet. Tells all about it.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skeins

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

NO AIR

Sausages made with the ***ENTERPRISE SAUSAGE STUFFER*** have no air inside the casing. For this reason they keep better. The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the acurate boring of the cylinder—in the

ENTERPRISE
SAUSAGE STUFFER, LARD and FRUIT PRESS



NOW is the time to push these good for the fall trade.

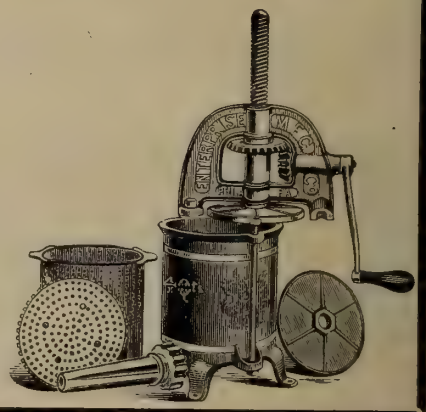
Ask for electros for advertising and advertising printed matter.

The Enterprise Mfg. Co. of Pa.

Philadelphia, U.S.A.

New York Branch, 10 Warren Street

San Francisco Branch, 318 Market Street



Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE

LATHYARN

BINDER TWINE

PACKING

SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

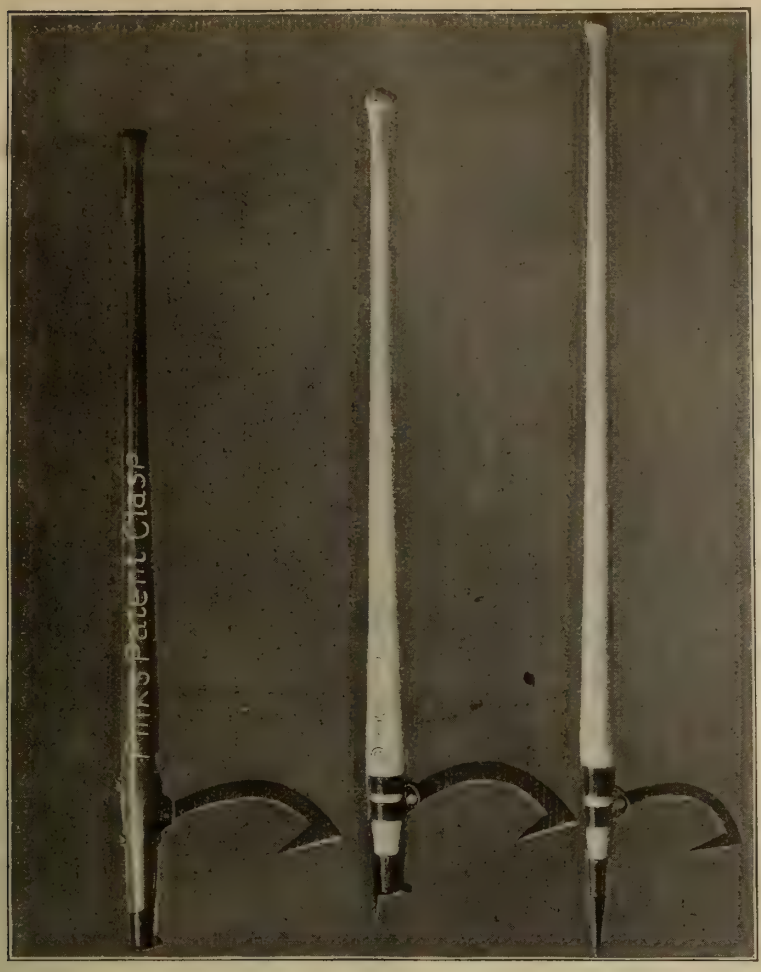
Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.



Always Remember These Features

Keep the following Points of Merit in mind regarding

DILLON HINGE-STAY FENCE

1. The Dillon has no locks to rust, break or come loose.
2. The Dillon is the strongest wire fencing made in Canada, is easily erected and always looks well.
3. The Dillon strand wires, whether heavy or light, are all High Carbon Hard Spring Wire.
4. The Dillon stays are of medium temper and are never broken by warping.
5. The Dillon strands and stays are both extra well galvanized.
6. The stays are hinged to prevent bending when the fence is weighed down, between the posts.
7. The Dillon is less expensive than other wire fencing of similar weight.

You, of course, have the Dillon in stock.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

Sold by { **Messrs. Caverhill, Learmont & Co., Montreal.**
Messrs. Christie Bros. Co., Limited, Winnipeg.



BROWN'S PATENT STEEL WIRE CHAIN

If you are interested in Chains examine carefully the perfect mechanical construction of Brown's. It is the most perfect Chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie out, Cattle, Trace Chains, etc. You will make no mistake in handling our line exclusively.

Correspondence Solicited.

We send cuts with table of breaking strain, samples, etc., upon request.

THE B. GREENING WIRE CO. Limited

HAMILTON, ONT.
MONTREAL, QUE.

TRADE MARK
This design a guarantee of quality.

Manilla Paper
SMOOTH, TOUGH, BRIGHT, CLEAN
ALL SIZES AND WEIGHTS

Fibre Paper
THE TOUGHEST OF THE TOUGH
ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, SARNIA, ONT., Mfrs. of Hubs, Spokes and Bent Goods.

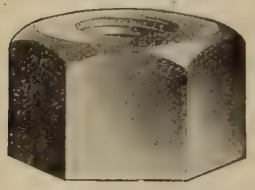
We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.



We use strictly first-class material, and good workmanship.

Send for prices for your requirements.

QUEBEC AGENT:—J. A. BERNARD, 21 St. Peter St., Quebec, P. Q.



COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws *Thumb Screws*
Set Screws *Machine Screws*

SPECIAL DISCOUNTS TO THE TRADE

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

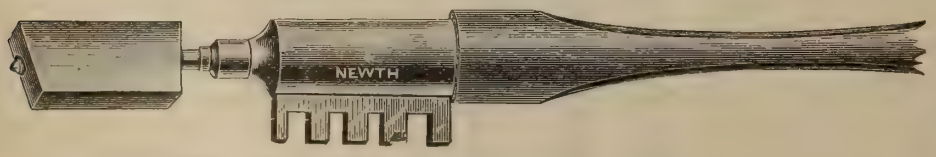


Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

5 Special Prizes are offered for the best photos of Christmas window displays of hardware goods, the photos to be accompanied by short descriptions of how the displays were constructed, and to be mailed to us not later than Dec. 31st, 1906. In addition to first and second prizes of $6.00 and $4.00, we will give to the senders of the best three other photos a year's subscription to "Hardware and Metal." None of the five prizes are intended to be given for other than window displays of cutlery, silverware, sporting goods or hardware novelties suitable for use as Christmas presents.

HARDWARE AND METAL
Montreal *Toronto* *Winnipeg*



VORTEX HOT BLAST COAL STOVE

For Soft Coal, Lignite, Hard Coal, Wood, and lighter fuel.

For Sale by

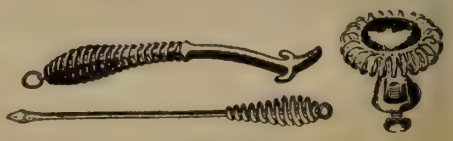
E. T. WRIGHT & CO.

HAMILTON, CANADA



GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

IRONING BOARDS
TOWEL ROLLERS
WOODENWARE OF ALL KINDS

Get the Habit

of handling "BEST" mops. Once acquired it's mighty hard to break off.

WHY? That's the point

First : It's the strongest, simplest, neatest, and most durable made. You can't break it with a hammer.

Second : The easiest operated. Impossible to get out of order.

Third : The most satisfactory in use. The result is satisfied customers, and the consequence is more business.

Fourth : The "BEST" is a combined profit-maker and trade-builder.

"CUMMING'S GOODS ARE GOOD GOODS"

Ask your jobber for the "BEST"

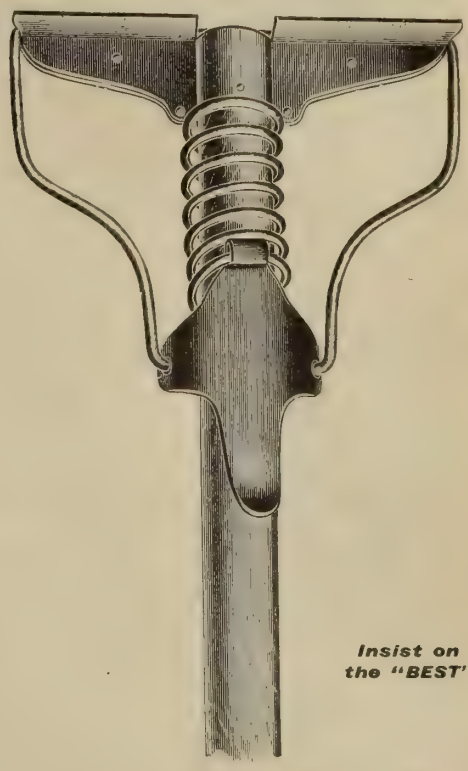
Made by

THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

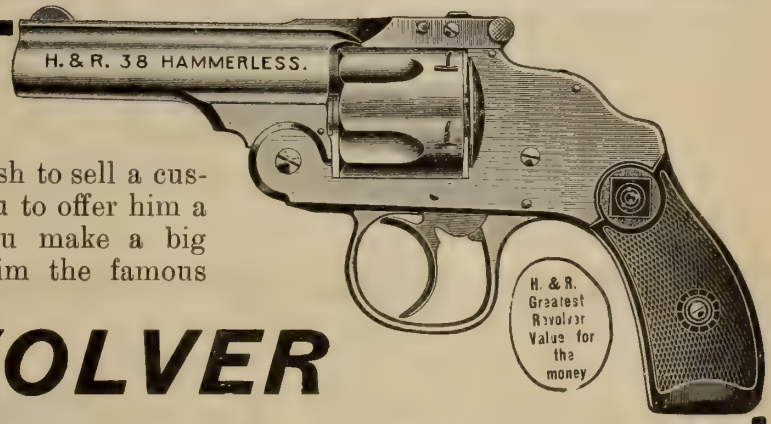
Winnipeg : 608 Ashdown Building

THE "BEST" MOP



Insist on the "BEST"

QUALITY COMES FIRST



in a Revolver. If you do not wish to sell a customer a second time, then it might pay you to offer him a cheap and worthless weapon on which you make a big profit. If you want his future trade, sell him the famous

H. & R. REVOLVER

Recognized as the greatest revolver value for the money. H. & R. Revolvers are noted for their accuracy, safety and durability. Made of the best obtainable materials, in a factory fitted with the most improved modern machinery, operated by highly skilled mechanics, each one is rigidly inspected to insure absolute freedom from flaws of any kind. Every part is accurate to the thousandth of an inch. H. & R. Revolvers are free from shake or rattle, and if treated with ordinary care will last a lifetime and can always be depended on. When you sell one you make a friend of your customer, and he'll come again to buy cartridges or other goods he may need in your line. If you have never handled these goods, it is to your interest to put in a stock at once. They are the kind that don't stay on the shelf, and that make satisfied customers.

SEND FOR CATALOGUE

HARRINGTON & RICHARDSON ARMS CO.

314 PARK AVE., WORCESTER, MASS.

Also Makers of Single Guns

Proper Heating Essential

Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

A trial order will make you a regular customer. 53

London Rolling Mills
London, Canada.



We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.

Bowser Oil Tanks Save

Oil Because they absolutely prevent any leaks, evaporation, waste, over measurement, etc.

Time Because they enable any desired quantity of oil to be pumped directly into the customer's can in one-tenth the time it takes to fill a can under the ordinary system.

Labor Because measures and funnels are not necessary. The pump can be placed at the most convenient point. Bowser pumps compute the price while the oil is being measured and drawn.

And, because the Bowser tanks save oil, time and labor, all of which are of value to the dealer, they save **Money.**

Write To-day for Catalog V. It Explains the Bowser System.

S. F. BOWSER & CO., Incorporated
530 Front St. W., Toronto, Ont.

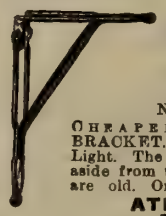


Starr Skates

MAKE MONEY FOR RETAILERS

—because they are such steady sellers. Everyone knows that they are the best. 15 different styles for men, women and children. Even if you have ordered your stock for winter, write for 1907 catalogue of **Starr Skates** and **Rex** and **Mic-Mac Hockey Sticks.** You are sure to have calls for them.

Starr Manufacturing Co., Limited
DARTMOUTH, N.S., CANADA.
Branch Office, - Toronto, Ont.



Will Hold up a Shelf!

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goo'd are old. Orderdirect or through your jobbers

ATLAS MFG. CO.,
New Haven, Conn.,

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.

Emlyn Engineering Works NEWPORT, MON., ENGLAND

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

Only paper reaching Hardware dealers

Hardware & Metal

Only paper to put a "Want ad" in

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

SILVER PLATED LIST $22.30

BEST NICKEL SILVER LIST $14.00

JOHN ROUND & SON, LIMITED

MANUFACTURING
Cutlers and Silversmiths

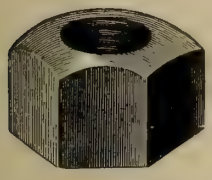
Factories *SHEFFIELD, Eng.*

MONTREAL

Established *1847*



Size of Case 16¼-in. x 14½-in. x 2¼-in.



THE JOHN MORROW MACHINE SCREW COMPANY, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



Trojan Strap No. 20

Covert Mfg. Co.

TROY, N. Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.



Rein Chains

CELEBRATED **HEINISCH SHEARS**

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St., - BIRMINGHAM

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO, Limited
Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

SEYMOUR SHEARS

HAVE BEEN THE

Standard for over Half a Century.

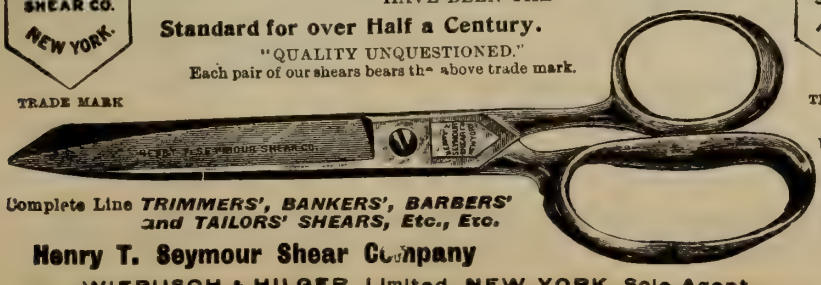
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agent.

"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

Wanted

An Assistant Editor for Hardware and Metal

Applicants should have some newspaper experience as well as a knowledge of the hardware trade. Give full particulars and state salary required.

HARDWARE AND METAL, - - 10 Front Street East, TORONTO

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS

Made only by thoroughly experienced workmen. 10 years as glass cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent: J. B. GIBSONE, P.O. Box No. 478, MONTREAL

From whom users of Glaziers' Diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.

What About the Man

who sells

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

right along?

Isn't he the party you should seek to emulate?

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.



REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturers' Agents

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

LUDGER GRAVEL

Carriage Makers' and Blacksmiths' Supplies

AGENCIES:

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The Standard Paint and Varnish Works, Limited, Windsor Ont
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Dowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co., New Brunswick, N.J.
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Sraris Mfg Co., Newark, N.J.
Proprietor Balmoral Oil.

WRITE FOR PRICES

22 & 28 Jacques Cartier Square, MONTREAL

PHONES:

Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.

Tel. Merchants, 964



Do You Care to Make Savings in Your Purchasing?

And also give entire Guarantee on Your Sales.

We are leaders in Sporting Goods Requisites and carry everything in this line

Snow Shoes

of the best Indian make. Extra quality gut.

Childs' Tufted,	*9 x 30,*	price per doz. pairs	*$15.00*
Boys' "	*10 x 33,*	" " "	*17.50*
Ladies' "	*11 x 36,*	" " "	*20.00*
Club, Plain,	*12 x 42,*	" " "	*22.50*
Men's "	*14 x 42,*	" " "	*25.00*
Shanty, "	*16 x 48.*	" " "	*27.50*



New Victor

SINGLE BARREL 12 and 16 Gauge **SHOT GUN** **$3.45**

PRICE IN CASE LOT

10 in a case. Quantity less– 10c. extra on each gun.

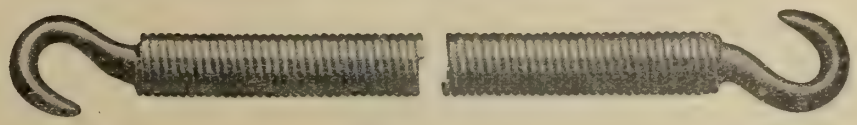
This Gun is as fully guaranteed as any single gun made. For close, long range shooting they have no superior.

Write for Our Trade Price List

A. E. BREGENT, 192 East St. Catherine St., - **MONTREAL**

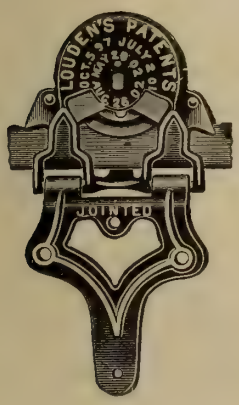
"PERFECTION" and "ECLIPSE"

Door and Gate Springs



Oil Tempered Furniture, Carriage Seat, Agricultural Implement Springs, etc., etc. Wire, Coppered, Bronzed, Tinned, etc., etc. Wire Rods.

J. A. HENDERSON, **Board of Trade Building,** **MONTREAL**



Louden's Standard Jointed Barn Door Hangers

CANNOT JUMP THE TRACK.

They always run easily and give satisfaction.

Everyone who uses them is more than pleased.

They also have track cleaners which throw all obstructions off the track, instead of letting them wedge under the wheels, as other hangers do. This feature is fully covered by our patent.

They will run on any 1¼ x 3/16 Barn Door Track.

Like all other Hangers that we make, they are the best that are made.

LOUDEN MACHINERY CO., Guelph, Ont.

We make the largest and best line of Hay Tools on earth for either field or barn.

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

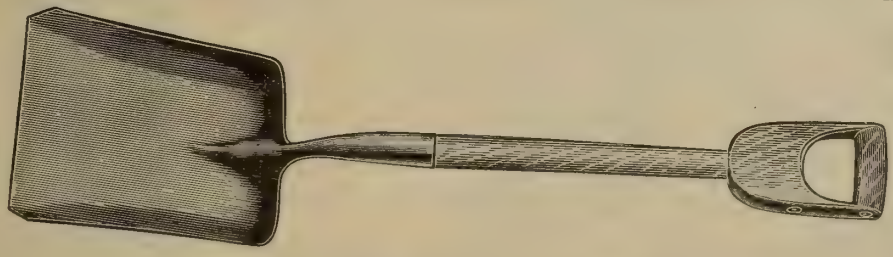
reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

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$2 **$2**



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

By getting in touch with us you will become acquainted with the favorite lines:



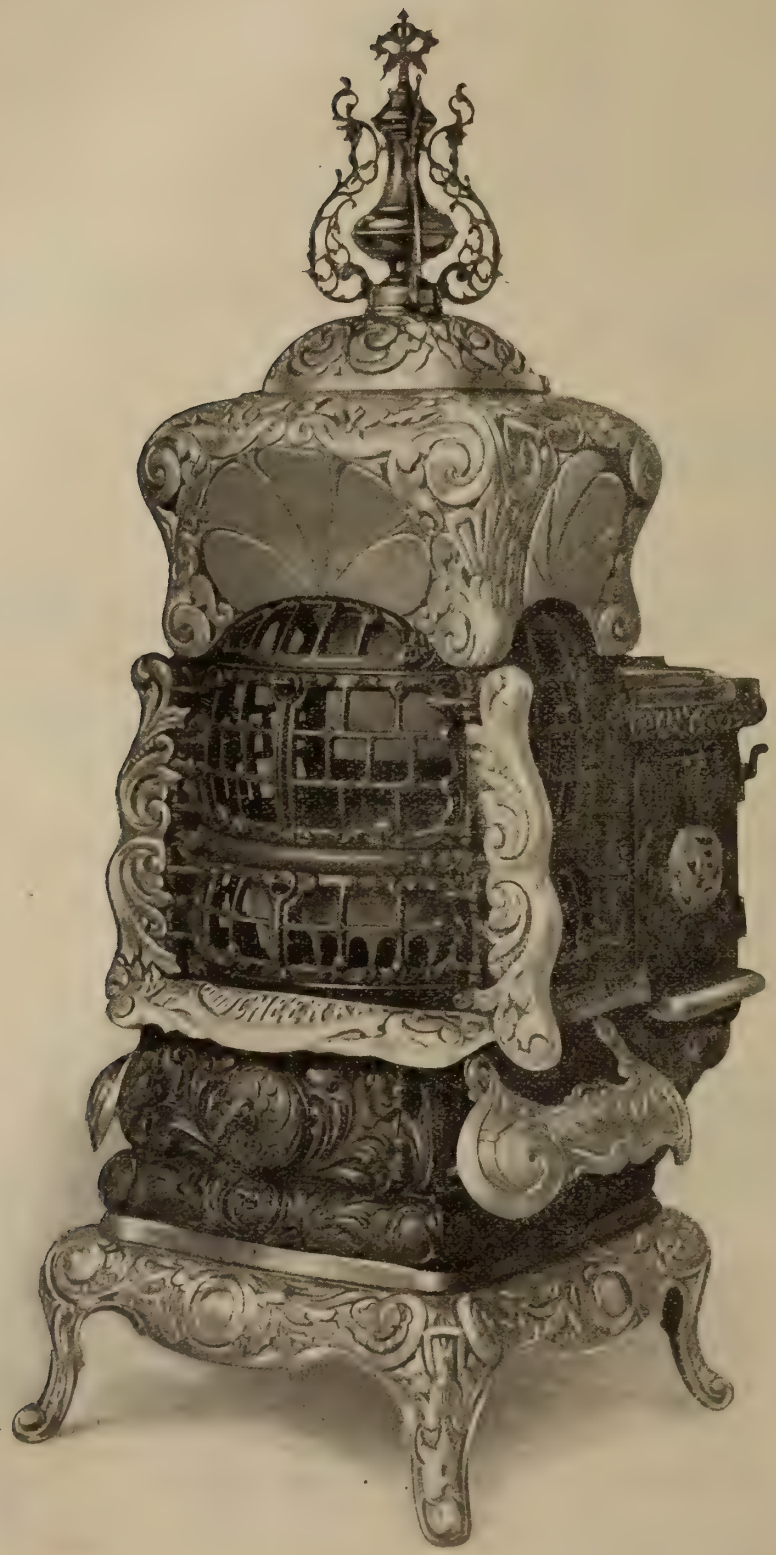
"Peterborough," "Lundy," "Irwin," and "Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

The "Good Cheer" Art

For 1906=7



Handsomer than Ever

The Best Proportioned Heater in the Market.

Note its well balanced curves and graceful lines throughout; the prominent cornice; artistic ornamentation of mica doors and wings; the full size ash-pit section, and the substantial foot rails and base—**and it costs you no more than the average base burner of similar size and class.**

No change in internal construction—no room for improvment there. Up to the mark in every detail. Firepot removable through side doors without moving a bolt. Ransom duplex shaking ring grate. Good sized ash pan and every stove a double heater, made in size No. 55 (14" fire pot) as here shown, with or without oven.

Our celebrated No. 44 (13" fire pot) with or without oven, supplied in same design as last year.

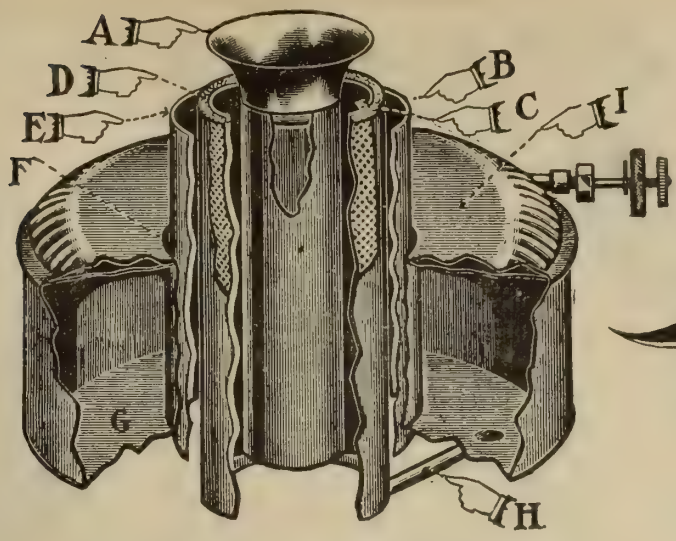
THE

JAS. STEWART MFG. CO.,

LIMITED

WOODSTOCK, ONT.

Western Branch—Foot of James St., Winnipeg, Man.



Like a Watch

It's the inside and not the outside that makes a reliable Oil Heater as well as a reliable watch. It's the ***Burner*** that tells the story—the ***Burner*** does the work. Note the construction of our ***Grand Safety Burner.***

A.—Flame spreader. B.—Air space outside of Wick Tube. C.—Air space inside of Wick Tube. D.—Wick; E.—Outside Casing to Burner. F.—Air space between Fount and Outer Casing. G.—Fount for oil, entirely separate from Burner. H.—Feed Pipe conducting Oil from Fount to Burner. I.—Shield resting on top of Fount with air space underneath.

ALUMINUM OIL HEATERS

Radiate heat like a base burner, from sides and bottom, as well as the top. No smoke, no smell, no odor. Absolutely safe, and a furnace for heat. The only Oil Heater with a partition in the drum to deflect the heat downwards and thus secure universal radiation. This partition is only possible because of our Grand Safety Burner with its liberal air passages, which render explosions impossible.

Can you afford to sell your trade any other kind of an Oil Heater? Dare you put out an oil heater without a burner that is absolutely safe? Dare you take chances of blowing up your neighbor's home? The Aluminum Oil Heater is the quick seller—a hot proposition. Its merits are at once apparent to the customer, because of the common sense, scientific principles of its ***Grand Safety Burner.***



They are the finest finished Oil Heaters on the market. Every one is a model of mechanical perfection, is thoroughly tested before sending out from the factory, and everyone is guaranteed to satisfy or money back.

Our perfect smoking device makes it impossible for the careless operator to turn the wick too high.

Any child can take out the wick and re-wick the Aluminum Oil Heater in a minute. You won't have to send a man out to show your customers how to keep the Aluminum Oil Heater in operation.

The Aluminum Oil Heater is what your business demands. Get your orders in early. Prices are right. Profits are pleasing.



LEWIS BROS., Ltd.

Montreal Toronto Ottawa Winnipeg Vancouver Calgary

EMERSON & FISHER, Ltd.

St. John, N.B.

One Woman said "it is the best cooker I have ever seen."



Patented

OUR "FAMOUS" QUICK-SELLING TRI-USE COOKER

Can be used in various ways, viz., as a double boiler for cooking cereals of all kinds, as a steamer for vegetables, puddings, stale buns, bread or cake, or as two separate saucepans, etc.

Sufficient room has been allowed for the steam to circulate between the two saucepans and under the outer cover into the inner saucepan, thus cooking the food by steam, making it appetizing and more easily digested.



Patented

The Tri-use Cooker is a great seller and every one of your customer's should have one. Introduce it and follow results.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON

"EVERYTHING FOR THE TINSHOP"

Have You Ordered Any Of That 20,000 Stock?

Just Think Of It!

20,000 Cases of Window Glass in Stock all the Time

B-I-G Trade that, isn't it? Retailing Window Glass is quite profitable. Try it! Try it!

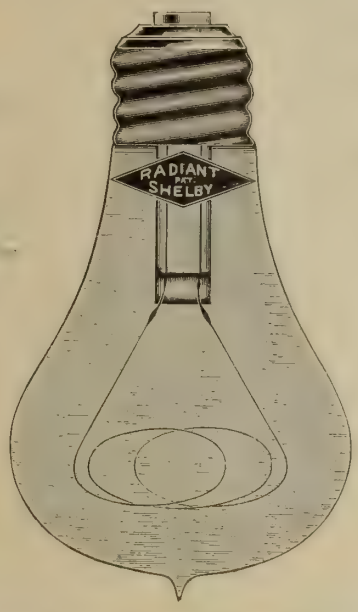
N.B.—We fill or tender on special orders. We supply glass for all building purposes.

The Hobbs Manufacturing Co., Limited

London Winnipeg Toronto

RADIANT SHELBY LAMPS

Greatest amount of light for the least consumption of current.



Thousands of satisfied customers will testify to their merits.

They are high class in every respect.

MANUFACTURED BY

ONTARIO LANTERN & LAMP CO., Ltd.

HAMILTON, ONT.

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON

Portland Cement, Cast Iron Soil Pipe

Firebricks

Hardware and Metals

JAMES BARBER, Era Works, Sheffield

BEST QUALITY

TABLE CUTLERY — RAZORS
POCKET CUTLERY — CARVERS
Etc., Etc.

Write For Quotations To

J. H. ROPER

Canadian Representative

82 St. Francois Xavier Street, MONTREAL

Oak Department



Cheerful Oak

SINGLE OR DOUBLE HEATER.

A perfect fire-keeper and a handsome looker. Corrugated fire-pot and revolving grate.

The Cheerful burns coal or wood, and is as economical as a miser.

MADE IN FOUR SIZES.

Each size can be fitted with a magazine, if desired.



Favorite Oak

A popular-priced Oak, with large double doors, and particularly adapted for localities where wood is burned part of the time.

It is quite an advantage to have a heating stove that will burn wood Fall and Spring, and coal, if you wish when Winter sets in for keeps.

MADE IN THREE SIZES.

Coal magazine supplied for 13 and 15.



Winner Oak

The daintiest and most attractive low-priced, perfectly constructed Oak Stove on the Canadian market. The Winner is our response to the general demand for a cheap Oak, and while the price will surprise you, the quality, design and finish of the stove will please you.

MADE IN FOUR SIZES.

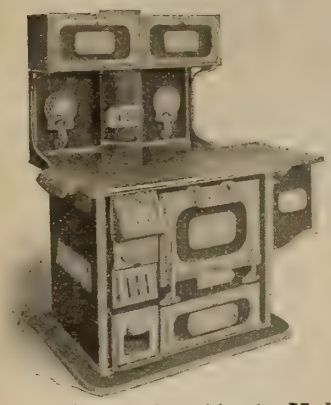
14 and 16 can be fitted with magazines.

You Take No Risk. Every Oak is Fully Warranted and Guaranteed by the Makers:

FINDLAY BROS. CO., LIMITED

CARLETON PLACE, ONT.

"CUTS NO ICE"!



Here is another mistaken idea that many stove dealers have, "that they cannot sell a range for more than a certain price, no matter **How Good it is.**" That's where you're fooling yourself; and that's one reason why **The Peddlers** are selling to so many of your customers. The price cuts no ice. **Quality** is what counts every time, and the highest quality in Ranges is only found in the **Malleable Construction.**

Your customers are "onto it"—will have them. Will you supply them, or continue permitting the outsider to do so?

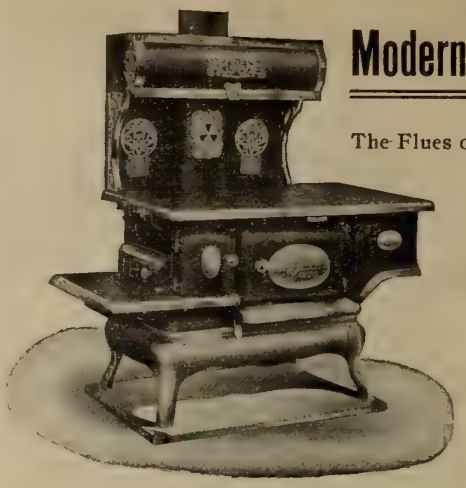
The Joy Malleable Range

is all Canadian, and fills the bill exactly.

JOY MFG. CO., 32 Humberside Ave., TORONTO

TEES & PERSSE CO., Western Distributors, Winnipeg

CHAS. H. FOX, Agent for British Columbia, Vancouver



Modern Principles

The Flues of the

EMPIRE QUEEN RANGE

are constructed on most modern principles.

The heat is spread evenly on all sides which ensures quickest and surest results from oven and cooking holes.

Learn more about this "Empire Queen"—the range that suits.

Booklet for the writing

The Canadian Heating & Ventilating Co. Limited,

OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE TRADE MARK

HAVE YOU STOCKED UP

ARK-EL-ITE ASBESTOS STOVE LINING?

Do you know it is the surest you can obtain?
Full directions go on every package.
Any person can use it.
Ask questions for immediate answers.

BENJAMIN MOORE & CO. LIMITED

Successors to

The FRANCIS-FROST CO., Limited

Toronto, Canada

Ventilation is Important

as a feature of modern buildings.

There are many buildings and residences, whose occupants are afflicted with drowsiness and headaches, because the ventilation is imperfect, or has been altogether neglected.

THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables etc.

As will be seen from the accompanying illustration, **The Aeolian Ventilator** is very ornamental in appearance, while also possessing exceptional lasting qualities.

We like to talk about the "Aeolian" Will you write us for particulars?

Read this testimonial:

OTTAWA, June 4th, 1903.
Messrs. THE J. W. HARRIS CO., LIMITED, Montreal.
Gentlemen—In reply to your le ter of 1st of June instant, beg to say the "AEOLIAN" ventilators we got from you have always proved satisfactory to us and we can recommend them where snch an article is required.
Yours respectfully,
MCKINLEY & NORTHWOOD.

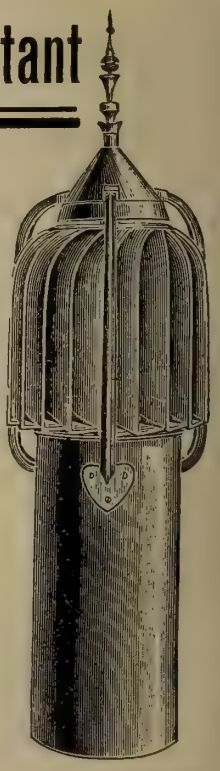
The Price is Inconsiderable in Comparison with the Results.

Manufactured by

THE J. W. HARRIS COMPANY, LIMITED

Successors to LESSARD & HARRIS, Contractors

Montreal



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired.)

Wilcox Parlor Door Hanger



No. 106

Absolutely Noiseless **Brass Bushed**
Adjustable Track **Roller Bearings**

WRITE FOR PRICES AND FULL DESCRIPTION.

WILCOX MFG. CO. OF ONTARIO.
LONDON, CAN. Limited

GALVANIZING

WE HAVE THE

LARGEST PLANT IN CANADA

AND ARE IN A POSITION TO DO

THE LARGEST WORK
THE BEST WORK
THE CHEAPEST WORK

We run 2 pots continuously, by which we are enabled to give Special Work advantages both in

Quickness and Quality

As we are large users of GALVANIZED GOODS, we can afford to

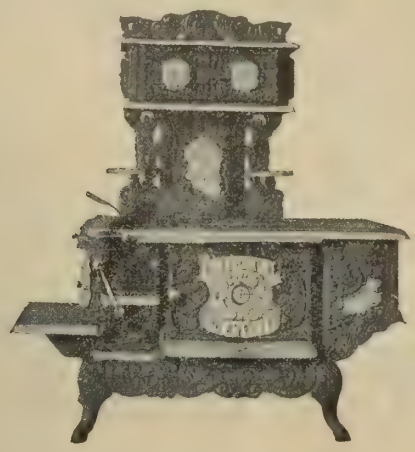
QUOTE LOWER PRICES THAN ALL OTHERS

ONTARIO WIND ENGINE & PUMP CO.
LIMITED
(Atlantic Avenue) **TORONTO**

—where the easy-to-sell part comes in—

One reason why the Imperial Oxford Range sells easier is simply that about twenty thousand Canadian kitchens prove every day that the Imperial Oxford Range does baking better than any range ever did before.

That kind of a reputation alone would sell ranges at double the Imperial Oxford price.



You might have some excuse for handling lesser ranges if the Imperial Oxford didn't have the reputation its diffusive oven flue has made for it, or didn't have the selling help behind it that we're waiting to give you,—

But, as things stand, aren't you maybe losing money by not asking what our proposition really reads like?

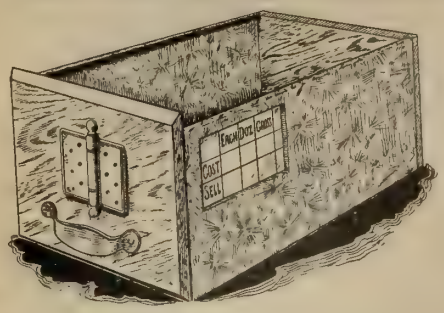
The Gurney Foundry Company
Limited

Toronto Winnipeg Vancouver Hamilton
The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

119

SOME GOODS SELL THEMSELVES



that is if they are properly displayed. Articles like wrenches, floor spring hinges, expansion bolts, squares, rules, automatic awls and screw-drivers, etc., should be accessible to customers ; not hidden away in packages. Keep them in view if you want to sell them.

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you. They will suggest articles customers had not thought of buying.

The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

WRITE FOR PRICE LIST AND FULL DESCRIPTION.

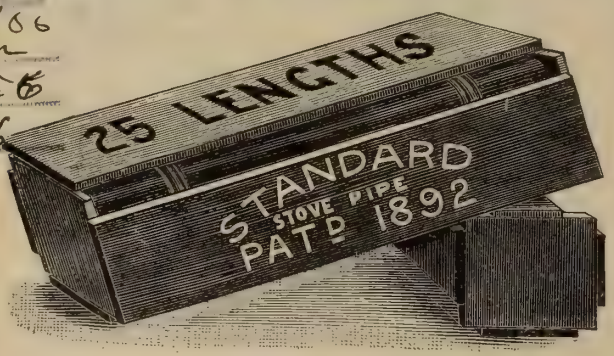
Cameron & Campbell, Sole Manufacturers, **Toronto, Ontario**

WE OFFER FIVE PRIZES

for the best five photos of window displays of purely Christmas Goods. Plan your displays early and make your window pay dividends. Encourage your clerk to win a prize. See particulars elsewhere.

Address: Editor, Hardware & Metal, Toronto

KEMP'S STANDARD STOVE PIPE AND ELBOWS

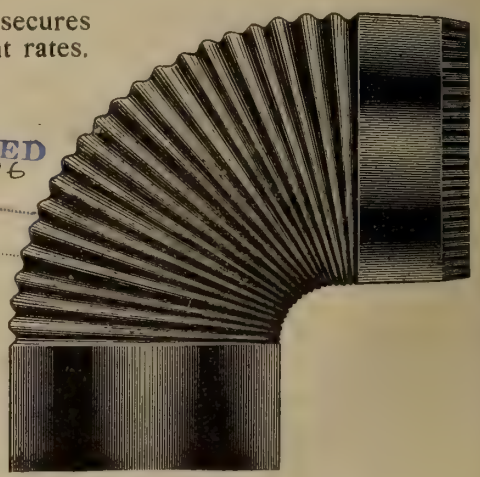


Made in 3 standard sizes.

It requires no tools.

It can be bought as cheaply as a misfiting stove pipe.

Being nested secures low freight rates.



This Elbow is popular.
Because it is the strongest Elbow made.
Because it will not damage in shipping.

We ship promptly.

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

FOLLOW UP SYSTEMS BRING RESULTS

"Keeping Everlastingly at it Brings Success." By Geo. H. Pedlar, Jr.

The general idea of the "follow up," either by letter or by personal solicitation, over the counter or otherwise, is now recognized by all live business people, as being the essence of salesmanship. No up-to-date business man would think that he had served a customer fully, when, in answer to a question as to the price of a cake of soap, a pair of boots, or a sixty-six foot tape, he should say 5c., $3.00 or 75c., as the case might be, and let it go at that. That would have answered, perhaps, once upon a time, because there may have been no other cake of soap, pair of boots or sixty-six foot tape carried in stock nearer than Hogs' Hollow, seven miles down the pike.

To-day, however, conditions are different—so very different that one has to say much more than the mere giving of prices, and the things you say, determine even more than the price quoted, whether your customer purchases or not, because it is sure true, that almost anyone will pay 25 cents or 50 cents or even more, in addition to the price he figured on paying, provided what is told him by the salesman, sounds good to him.

Every business house must determine for itself, what is proper to say in a follow-up as well as how and when to say it. We adopted a crude follow-up, as long ago as ten years, which, as time has passed, has been closely watched as to results, until now we are as perfect as we know how, though always looking for better results.

Following Up Letters.

With the receipt of a letter, we make our answer, as far from the general stereotyped style as possible. The letter gives the clue. In two days' time, we take up the same letter, and go after the prospective customer again, from another point of view, but still on the same subject. Then if, after a reasonable time, we have no response, we present the subject from some other point of view, because, while one argument might interest one man, it might take a much different one to interest another. Failing to get a reply of any kind, to this effort, we write a straight appeal, asking a reply. Generally, we have a response to this and it gives us a new chance for continuing the subject.

Sometimes, however, even this remains unanswered, but we do not stop there. Oh, no! The man may have gotten married in the meantime, and forgotten, for the time, that his barn ever needed a new roof. So we file his and our letters away—to give him a chance—and, in three months, take up the subject again. We get many orders from people after the "second round," and, as our business motto is, "Keeping everlastingly at it brings success," we could not very well drop any communication, until something definite had resulted.

Our customers in Canada are served from our warehouses located in most of the principal cities, necessitating our maintaining a follow-up system in each office. But they all work as a unit, each adopting the same general scheme as outlined.

We believe in the follow-up idea so much, however, that a weekly letter is sent from this office, to all agencies on one subject or another, appertaining to the business, and our letter on the follow-up system was:

In our business a man may write for prices with the intention of ordering some kind of building materials right away, and for some unknown reason his



G. H. PEDLAR, Jr., Oshawa.

plans may be altered. He might have a death in his family, or sell his place, and buy another, or for a hundred and one reasons change his plans, but the point is, that having once received an inquiry from a man he should not be lost track of till you receive a definite understanding or order from him.

Inquiries cost money. Every post card you receive saying "Send catalogue and best prices" costs money, much more than you imagine, very much more. For instance, the "ads" we are now carying cost $500 per month. Suppose all told we get ten inquiries per day or three hundred per month (and we don't) that is say $1.50 that each inquiry costs. One dollar and a half to get an inquiry. It's a lot of money, but it pays provided the inquiry is properly handled after received. It's alright for one to say that such and such a postal received is N.G. and calls for nothing more than a reply, and then to be passed up and forgotten. That's wrong. I have tried it myself and was very much surprised later on to get an order from the same man, who in the beginning inquired in the tone of a school boy. There is no rule to follow except the correct one, of treating them all as if they were from the largest concern in the world. One is very apt to slight a reply to a man rated at nil, while giving minute attention to a man of position. Nevertheless, one is just as apt as the other to use some goods. A "Follow Up" system is simple, and while involving some trouble—like anything else that's worth while—it pays without a doubt.

If you have not got a small card index let me know and I will get you one. If you have, this is being written first with an idea of giving you some slight idea of the cost of each inquiry, and second with the idea of impressing you with the importance of following up thoroughly. The most profitable business you can get is the business that comes in by mail. It's also the best, because you can write twenty letters a day at the expense and time of going personally to one man, and while the chances for orders solicited by mail are not to be compared with the chances of getting an order by personal solicitation, still the cost is not so great.

Letters Should be Original.

The form in which letters are written is the basis of all successful mail order propositions. Every one agrees that the live business man of to-day avoids entirely the stereotyped form of business letter of fifty and even a dozen years ago. Don't say "Yours of the 6th inst., received and in reply beg to say." That's antiquated and does not serve the purpose. Throw it right into a man from the first word. Go right at your subject on the first line.

Ninety-nine inquiries give you some clue as to what the man had in mind when writing, and if it does, go after that particular point on the jump. People are not interested now in anything that pertains to dead wood they want the meat.

Another thing. Don't trust to your memory. You may have the best memory of anybody in the world, but you will forget. Besides it doesn't pay. A man to make a success of his business now-a-days has enough to think of without cramming his head full of details. Who ever heard of the president of any company keeping his cash book in his head? It could not be done, and done correctly neither can a "Follow Up" system.

CANADA'S EXHIBIT AT THE MILAN EXPOSITION

Canada's exhibit at the International Exposition at Milan has evidently made a great impression in Italy. Returned Canadians who have seen the Canadian pavilion give a most favorable report of it. It is said to have been one of the finest buildings of all those erected at the great fair, while the showing of the products of the Dominion was no less excellent.

In Italy, Canada was not very well known before the exposition. With many, it was but a name. Its commerce, its agriculture, its mineral wealth were unknown and the Italian was equally ignorant of Canada's undeveloped possibilities.

This ice of ignorance preventing Italian trade interest in Canada has been broken by the Dominion exhibit at the Milan exhibition. The Canadian pavilion was visited daily by thousands of Italians from all parts of Italy, and the size and beauty of the building, the variety and all round excellence of the exhibit created such an impression on the mind as will not soon wear off. The Italian Minister of Agriculture, who visited the Canadian pavilion, was very much impressed at the showing made by the Dominion, and expressed himself to that effect. The Italian farmers were particularly enthusiastic over the exhibit. They returned day after day to wander through the aisles gazing in admiration at the products of the young country across the seas. It is not unlikely Canada's showing at the exposition will result in the immigration of a great number of Italians of the farming class.



MILAN EXPOSITION—Canadian Pavilion.

The Canadian Pavilion.

The Canadian pavilion, which was built of sheet iron, was in itself very attractive. Its external appearance was excellent and did not at all belie the interior arrangements. No better compliment can be paid the Canadian building than the fact that some of the other countries exhibiting, whose buildings were burned by the fire which occurred shortly after the opening of the fair, modelled their new pavilions after the Canadian structure. Over the arched entrance to the building was a large maple leaf emblematic of Canada. This was a beautiful piece of workmanship. Inside everything was neatly and artistically arranged. The decorative scheme was carried out in Canadian grains. Every cereal was used, and, as may be seen by the accompanying illustration, the effect was exceedingly attractive. On the walls were hung pictures depicting harvesting and other incidents of farm life, views of the Canadian Rockies, and other scenes known to the inhabitants of Canada, but new and instructive to the Italians. Maple leaves were everywhere in evidence, being worked out in grain and other materials. On one wall was a large map of Canada showing the lakes, rivers, mountains and natural features. This was always a centre of interest to visitors. At all times the pavilion was well lighted, so that everything was shown to the best advantage.

The Exhibits.

The central portion of the building was occupied by the exhibit of minerals, agricultural implements and other such lines, while all around the sides were small arched rooms partitioned off from one another, which contained every product of the ground, and a great variety of manufactured goods. To be seen were samples of all the grains, fruits, vegetables, mineral waters, flours, biscuits, and other products of the Dominion. In a word, almost everything produced in the Dominion of Canada was on view. Explanatory signs were placed before each exhibit, while an abundance of descriptive literature was distributed daily. A noticeable feature in the Canadian pavilion was that the exhibits were arranged in natural rotation, thus flour followed wheat, biscuits flour, and so on

Three lines shown attracted particular attention. These were wheat, flour and apples. The quality of the wheat was pronounced by experts to be above anything imported by Italy at present. The apples on exhibition, which were of last year's growth, were thought to be remarkable. It was hard to convince visitors that the fruit was not artificial. They did not think it possible that such apples could be grown and kept for such a period.

The minerals also caused much comment. Canada is rich in ore of every description, and every metal produced in the Dominion was shown.

Taken all in all, Canada acquitted herself very creditably, and her exhibit, as compared with those made by other countries, was an excellent one.

Canada's Representatives.

The exhibit was made by the Canadian Government, there being no private interests. Mr. Hutchison, who had acted in like capacity for the Government before, was in charge, and he certainly is deserving of praise for his work. Others who worked in the interests of the Dominion were C. H. Catelli, president

of the Montreal Chambre de Commerce, and C. Mariotti, the Italian consul at Montreal. Mr. Catelli acted as honorary commissioner of the Canadian Government.

Prospects of Trade.

When seen on his return by a representative of Hardware and Metal, Mr. Mariotti expressed himself as satisfied with the exhibit made by Canada. "We made a great showing," said he, "and without doubt there will be results. Already Italian business men are making inquiries with a view to establishing relations with Canada in a business way. Of course the great handicap to the development of trade relations between the two countries at present is the lack of direct communication. Had we a direct steamship connection, I have no doubt that the trade between the two countries would soon grow to large proportions. I believe that there is a certain large Italian steamship company which would be only too glad to run a monthly service between Canada and Italy if it were made any way profitable for them. But they must have the assistance of the two Governments. The two peoples must understand each other and this they do not at present. It would be necessary that there should be a revision of the tariff also. But the first thing is the direct steamship line. Let us get that and we shall have started. At present I believe there are only three or four direct steamers a year. But say we should have one direct steamer a month plying between Canada and Italy. We should soon have results which would be of mutual benefit. There are, as you know, many lines which could be exported profitably from Canada to Italy, and just as many lines which could be exported from Italy to Canada. We require lemons, oranges, marble, while Italy must have grain, apples, coal and other things. Why, the Canadian wheat would command a record price over in Italy, and there is no reason in the world why a large trade should not be built up between the two countries in this commodity alone. The Marquis Doria, representing the Italian Government, has done much to promote trade relations between the two countries. Let us have direct connection by water and the rest will come naturally.



MILAN EXPOSITION—Partial View of Canada's Grain Exhibit.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Wickless Oil Stoves.

A correspondent in Western Canada asks if he can be supplied with the name of anyone handling "Sunbeam" wickless oil burning stoves, made in Sweden. If no one in Canada handles them can the name of the Swedish manufacturers be supplied?

Letters for Cement Walks.

James Kingsboro, Coldwater, Ont., asks where he can buy bronze letters for imbedding in cement and letters to stamp impressions in cement.

The James Morrison Brass Mfg. Co., Toronto, or the Toronto Brass Mfg. Co., Toronto, can supply brass and bronze letters while B. Cairns, 23 Adelaide street west, Toronto, or the Toronto Stamp & Stencil Works, 82 Adelaide street west, Toronto, can supply the stamps for impressions.—Editor.

Hardware Store Arrangement.

McGregor Co., Caledonia, Ont., write: "Have you any books on hardware store arrangement and have you any cuts for use in advertising? If not, where can we get them?

"The American Hardware Store," by R. R. Williams, deals with store arrangement and display as well as many other subjects. It is sold for $3 by the publishers of Hardware and Metal. For cuts for advertising purposes write the National Hardware Bulletin, Argos, Indiana, or the Iron Age, 14-16 Park Place, New York.—Editor.

Linen Clothes Lines.

E. H. Briggs & Co., Winnipeg, ask for the names of the different manufacturers of linen clothes lines in Canada.

M. B. Perine & Co., Doon, Ont., are the only manufacturers of linen clothes lines in Canada, but the Consumers' Cordage Co., and other concerns make cotton and jute lines.—Editor.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer J. E. McRobie, Winnipeg.
Executive—Alberta, A. E Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer. Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; sec etary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

SHORTENING CREDIT.

A Thanksgiving Story by a Member of the Western Retail Hardware and Stove Dealers' Association.

Very few merchants take this serious matter really in hand and give it the attention it really deserves. Why is it that so many of us don't want to touch on this matter which rests so close to our welfare? Do we want the opposition to have the stiffest backbone and start shortening up first? And, also, that we are afraid of offending our customers. If we let the other fellow shorten up first, then there is no doubt but that he will have the longest bank account in the end. If we give a certain number of customers offence, better let them take it that way. It will pay you merchants better in the end, as we shall presently see.

The writer some years ago suddenly woke up one day in December to find that he had about $12,000 on his books still uncollected, and this at a time when the best part of the collecting season was over, and customers who had paid and those who had not paid were still telling us to "charge," and wholesale houses were writing as usual to know why certain drafts were returned. Certainly we were between the devil and the deep sea, and those were warm times.

But it was a good lesson and we suddenly got our backbone stiffened and up went the notice, "Our Books are Closed Until March 1st," and then we started in to collect in earnest. There was a howl, of course, and customers wanted to know why we had departed from the good old year-long credit system, and we felt that we had put our foot in the puddle sure and would have very few patrons left in a short while. However, we had put our hand to the wheel and there was no backing up. So we sailed right on. Although every few days some one would come in and tell us their money was all gone now, and they must get credit somewhere, but the reply that we were not in a position to give any credit until March 1st was always given.

The following Fall we again shortened up, and up went the notice: "Customers who are threshed will please consider their accounts closed for the season," and later on in the Winter used this sign: "Our books are closed until April 1st."

We had a hard tussle to keep them to it, what with a succession of poor crops and low prices, and the implement men pushing their collections, the farmer had a hard time of it. But we were not bankers, and advised them accordingly to borrow from those institutions. The following season we put up the notice: "Our books are closed from November 1st to April 1st."

That about settled the credit business in the Winter months, and during the past few seasons we have found very little trouble in keeping our books clear in those months, and have not found it necessary to use any farther notices in that line. Our customers were educated to know by that time that they could get reasonable accommodation during the Summer months, providing they squared up in the Fall and immediately their grain was sold.

We have also made it a rule during the past few seasons that if a customer did not pay off all his account in the Fall, not to allow him any further credit the following season until the account was squared off.

Did we lose any customers? We certainly did lose quite a number. But without any exception whatever the ones we lost turned out to be our best loss, for they were sold out or had to move out since that time, as they were of the N.G. type, and those kind of mortals I find are always the first to take offence. I wish a few more of the same kind had quit us too.

Well, brother merchant, you will want to know what kind of a location I had to start away from the time or tick question. We are in a very small country village, one of those small insignificant little places where, if an Ontario merchant stepped off the cars (as I have seen and talked with them) he would wonder where we got out trade from. When we started our shortening up system there were two good businesses in our town. Death a couple of years later took the best man away, and since then we have had no opposition right in our town. But we had within twenty miles of us or less a city where merchants were slashing prices right and left to get trade. (In fact the said city had earned the name at that time of being the slaughter house of the west).

We had also three other small towns within a six and ten mile radius. So you see we had no lack of opposition. Our trade is entirely with the hardy tiller of the soil, and if we may flatter ourselves just the least little bit, we are of the opinion that our methods of shortening credit helped in a great measure to turn our farmers' attention to a system of mixed farming, to raise stock on some of the fodder which heretofore always went up in smoke, and which now, in the shape of fat swine and cattle, etc., brings him in cash at all seasons of the year, and is gradually making him independent of the credit system. We further succeeded in reducing our book accounts by about $10,000, and this, with our regular monthly accounts included.

It may be that some of our merchants in this Great West do not require to shorten up, but in my own case it was simply a case of root or die, and we rooted.

If the above is of any assistance to any of my brother merchants in our young but vigorous associations, I shall feel amply repaid for these few lines. Apologizing. Mr. Editor, for taking up so much valuable space in your paper.

Manitoba General Merchant.

OUR THANKSGIVING STORY.

The interesting article published this week by a general merchant in Manitoba who carries builders' hardware and harness will be read with interest by every member of the Western and Ontario associations, if not by every hardware merchant in Canada.

The writer touches the point when he says it took backbone to tell his customers that he had "cut out" the giving of credit, and to stand firm by his decision when he saw some of his customers walk out of the door.

That all haven't got that amount of backbone is evidenced by the fact that the credit evil still exists but that an increasing number are getting it is certain. Out in the Western Provinces, for instance, it is probable that the great majority of the trade will follow the plan of "shortening up" from November to April during the coming and succeeding Winters.

As a result of getting together as members of the Retail Hardware Association they are now discussing the question of taking united action in this matter. Organization means agitation and agitation results in education.

"Shortening credits" is only one of many advantages to be gained through organization, but it in itself is sufficient to justify the existence of the retail hardware associations. If through organization the western trade decides to "shorten credits" every member's ten dollar fee will be returned a hundred times over.

Let's overcome personal jealousies and all unite in making the two retail hardware associations the power for good they can be made if they receive the support they deserve. And let other members write their experiences for publication on this page as the Manitoba member has done in his Thanksgiving story.

HARDWARE TRADE GOSSIP

Ontario.

Magladery Bros., Parkhill, have sold out.

Thomas B. MacDonald, of Kingsville, has sold to H. R. Scratch.

J. M. Winters, King, called on Toronto jobbers on Wednesday.

C. Beirl, Markham, was a hardware buyer in Toronto during the week.

H. E. Moore, hardware merchant, Oakville, was a visitor in Toronto during the week.

J. A. Brown, 502 Queen east, Toronto, has sold his hardware business to P. Rosenburg.

Mr. Russell, Victoria Harbor, called on the hardware jobbing houses in Toronto this week.

J. J. Small, who for several years conducted a tinware business in Uxbridge, has left for Cuba.

Geo. R. Plumb has removed into his new hardware store premises at 171 McCaul street, Toronto.

C. H. Whiteworth, hardware merchant and tinsmith, Smith's Falls, is disposing of his business.

Michael Schmidt, tinsmith, of Chepstow, is moing to Preston, where he has a position with Clare Bros.

The wife of J. Walton Peart, of the St. Marys Hardware Co., St. Marys, is dangerously ill with typhoid fever.

S. A. Connor, manager of the Odell Cartage Co., London, has been appointed manager for the Massey-Harris Co. in Toronto.

Fred Hatch, formerly of Hatch Bros., Whitby, but now a buckle manufacturer in that town, was a visitor in Toronto on Wednesday.

John C. Wilson, city representative of Cluff Bros., Toronto, takes up work next week as their traveling salesman in Eastern Ontario.

D. McLachlan, Glencoe, has disposed of his tin and hardware business to John Henry & Son. Mr. McLachlan has been ten years in Glencoe.

Geo. L. Allan, formerly in the hardware business in Goderich, has accepted a position with the W. S. Piper Hardware Co., of Fort William.

T. J. Nagle, of the Hays Mfg. Co., makers of McNamara hydrants and other brass goods, called on the plumbing supply houses in Toronto during the week.

Stanley Mills & Co. have purchased the building and business of Boulter & Gilmour, hardware merchants, Hamilton. Nelson Mills, of Vancouver, will conduct the new store.

Wm. Mosier, Blyth, has sold his hardware business there, and is going west. Mr. Mosier is a very popular young business man and his departure will be much regretted; he leaves for Saskatoon on the 22nd.

The marriage of A. H. Purdom, of the Purdom-Gillespie Hardware Co., London, to Miss Mary Edna Bell, daughter of John Bell, inspector of Wabash locomotives in Canada, took place on October 10.

Mr. Kitely, of Toronto, is erecting a building at Welland which he will occupy as a hardware store. This lot was sold a few months ago for $600, but Mr. Kitely had to pay $2,000 to get it. This shows some of the advances of property in Welland.

Jas. B. West, of the Queen City Oil Co., Toronto, died on the 7th inst., in his 71st year. He had been connected with the oil business for the last 20 years, having been with Samuel Rogers and the Royal Oil Co. before joining the Queen City Co.

G. W. Good, for the past ten years with Stewart & Wood, Toronto, has accepted a position with the Winnipeg Paint & Glass Co. Before leaving Toronto, Mr. Good was the recipient of a purse as a token of his esteem by his fellow employees of Stewart & Wood.

Quebec.

V. E. Milot, of Ste. Therese, was in Montreal on a purchasing trip this week.

H. Pitts, hardware merchant, of Cornwall, was a visitor in Montreal this week.

Thos. S. Baker, of the Ontario Steel Ware Co., Toronto, called on the Montreal trade this week.

J. C. Harbec, dealer in hardware and paints, St. Johns, paid a business visit to Montreal last week.

Mr. Pringle, of Pringle, Starke & Co., general merchants, Huntingdon, was noticed in Montreal recently.

Mr. Ayr, of the Walworth Manufacturing Co., Boston, called on the Montreal wholesale trade during the week.

The Montreal Steel Works will spend $250,000 during 1907 on land, buildings and plant to keep pace with their business.

E. C. Dingman, advertising manager of Frothingham & Workman, Montreal, will spend three or four days next week in Quebec City.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, is attending the National Hardware Association convention at Atlantic City.

Mr. Ten Eyck, Canadian representative of E. C. Atkins & Co., saw manufacturers, was in Montreal on Wednesday, calling on the wholesale trade.

G. B. Lamarche and Mr. Pratt, of St. Vincent de Paul, called on the hardware trade in Montreal this week in connection with supplies for the penitentiary.

G. D. Pearson & Co., manufacturers of cone ventilators, Montreal, have received, through Jos. Lamarche, an order to instal eleven ventilators in the St. Famille convent at Sherbrooke.

Lewis Bros., Montreal, have installed a pneumatic tube service in their head offices, to facilitate the sending of letters and invoices from the sales to the purchasing and order departments, and vice versa.

W. H. Whitehead has been appointed manager of the Montreal branch of H. G. Vogel & Co., manufacturers of automatic sprinklers and water curtains, New York, succeeding H. Glassford, who has resigned.

A. G. Walker, formerly with Williams & Wilson, Montreal, has taken over the Canadian agency of the Jeffrey Manufacturing Co., engineers, founders and machinists, Columbus, Ohio. He has secured suitable quarters at the corner of Lagauchetiere and Cote streets.

George Gurry, retiring general superintendent of the Locomotive & Machine Company, Montreal, was tendered a banquet at the Windsor, Monday night, by the heads of departments, foremen and assistants. Mr. Gurry is leaving for Pittsburg to act as general superintendent of the American Locomotive Company's plant at that place.

Western Canada.

C. J. Winkler, Treherne, has joined the tinsmith shop of J. A. Thompson, Elm Creek, Man.

The capital stock of the Winnipeg Paint & Glass Co. has been increased from $250,000 to $500,000.

C. W. Shepherd, Vancouver, formerly in the hardware business at Leduc and Fernie, paid a visit to Strathcona lately.

The Northern Hardware Company, Winnipeg, Man., have purchased the bankrupt stock of F. M. Jean, of St. Boniface.

J. F. Wright has opened a new hardware store at Medale, Sask. Formerly he was in business with his brother at Lang, Sask.

The Togo Supply Co. have opened a new hardware store in Togo, Sask., one of the new towns which has sprung up in that province during the last twelve months. They have built a big two-storey shop and warehouse and are evidently making preparations for a large trade. The manager is G. R. Fogg, who for several years traveled for the Great West Saddlery Co. in what is now Western Saskatchewan. Mr. Fogg is overseer of the newly incorporated village of Togo.

JOBBERS AT ATLANTIC CITY.

The National Hardware Association is in session at Atlantic City this week, about 600 of the leading men in the trade in America being present.

T. H. Newman, of Caverhill, Learmont & Co., Montreal, president, and James Hardy, Toronto, secretary of the Canadian Wholesale Hardware Association, delivered addresses at the opening meeting of the convention and with Messrs. Thomas Dexter, of H. S. Howland & Sons, Toronto, W. Starke, of the Starke Hardware Co., Montreal, and Cyrus Birge, of the Canada Screw Co., Hamilton, will represent Canada during the remainder of the gathering.

HARDWARE AND METAL

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FOLLOWING UP.

It is not a difficult matter for the retail hardwareman to adapt to his own use the principles brought out in our first article this week. There is no reason in the world why retail business methods should not be as aggressive as those of the wholesaler and manufacturer. In fact, present day conditions are rapidly driving storekeepers from the old time formula of "What can I do for you?" to "I would like to show you —— etc." and finally, to going "out into the highways and byways" digging up business wherever possible.

The most obvious "follow up" is suggested in our first article—that of personal solicitation over the counter. A judicious salesman can and will suggest wants to a buyer, which he is bound to recognize. This method is attempted by all clerks and employers, though with varying success. Many retailers, too, now send their clerks out to call on customers and canvas orders, and they find that astonishing returns are yielded, in this way.

But the most fruitful "follow up" system, that of using the mails, is almost entirely neglected. Some hardwaremen never think of sending out letters to their customers, except when they are forwarding their monthly accounts. This is a mistake, especially as using the mails, is the cheapest method of keeping in touch with a constituency.

It is not our purpose to outline a system of follow up by correspondence, suitable for a hardwareman. This he should be able to adapt to his own individual needs. After reading the article referred to. We would only suggest that if our readers are not already following this plan, they should fall into line. The field would be especially profitable, where farmers or mechanics form the greater part of the constituency. It is well known that people in this class do not, as a rule, receive a great deal of correspondence, so that they are almost sure to read a circular letter before consigning it to the waste basket. And they are large consumers of hardware. Of course, the more personal the letter, the stronger will be its effect. A typewriter is a good investment for a hardwareman who has this kind of constituency.

HARDWARE PLANTS EXTENDING.

Work was commenced this week on an extension of 120 x 80 feet to the hardware foundry of the Taylor-Forbes Co., at Guelph, the increase in manufacturing capacity being necessary in order to keep up with the tremendous demand for all lines produced at the plant. This demand taxes the factory and shipping departments to the fullest extent, but so far few delays have occurred in getting goods into the hands of customers.

Speaking to Hardware and Metal, however, a representative of the company said jobbers would have to learn to place their orders farther ahead than they have been accustomed to if they desire to avoid a shortage. The exceptional conditions which have arisen during the past few months make it necessary for manufacturers to order their raw materials for months ahead, the period becoming longer and longer all the time. In view of this situation the necessity of placing advance orders will be plainly seen.

Costs, too, are steadily advancing and as manufacturers have to pay more for labor and raw materials, they in return are finding it necessary to advance their quotations on the finished products. Each week sees new changes, the lists of articles published by us during the past month subject to higher quotations being exceptionally large.

Another concern making a large addition to their plant at present is the Canada Steel Goods Co., Hamilton, they having found that the large building erected by them less than a year ago has not been able to accommodate their rapidly growing business in hinges, butts, gate hooks, wrought staples, hasps, shelf brackets, and other iron and bright steel goods.

U. S. CURRENCY REFORM.

For years business interests in the United States have been hampered by the inelastic nature of their systems of currency and banking. In March last the New York Chamber of Commerce appointed a committee to report a plan for the remedy of the defects in the currency system. The committee after investigation and study covering a wide field of experience and suggestion reported last week, submitting alternative plans.

It recommends as its first choice the creation of a central bank of issue similar to the Bank of Germany or the Bank of France, such bank to deal exclusively with banks, and its stock to be owned in part by banking institutions and in part by the Government, but with the proviso that the representatives of the Government shall be supreme in the management. Under the plan proposed this central bank would issue currency, rediscount for other banks, hold public money, and act as agent of the Government in redeeming its paper money and making its disbursements.

The committee has not shut its eyes to the fact that public sentiment in the United States may not be found in a receptive state as regards what it deems the more desirable solution of the currency problem, and it presents as an alternative a plan under which national banks whose bond-secured circulation equals 50 per cent. of their capital should be allowed to issue additional notes equal in amount to 35 per cent. thereof, such additional notes to be subject to a graduated tax, ranging from 2 per cent. on the first issue of 5 per cent. of the capital to 6 per cent. on the last issue of 10 per cent. thereof. It is proposed that the proceeds of the graduated tax should constitute a guarantee fund in the custody of the Government for the redemption of the notes of failed banks.

Other recommendations are that the law restricting the retirement of national bank notes to $3,000,000 a month be repealed; that future issues of United States bonds be not made available as a basis for the issue of national bank notes, and that a law be enacted requiring all money in the general fund in the treasury above a reasonable working balance be deposited in national banks.

A SHINING JUDGE.

The delays of the law have become notorious, and many a business man in venge has pocketed a loss rather than entangle himself in the net of the lawyers. The lawyers at the bar are not wholly to blame; for some of the responsibility for this tardiness of litigation must be shouldered by the lawyers on the bench.

"Judgment deferred," how often have those leaden words weighed down the hopes of litigants looking for a speedy solution of their differences. It has become a habit of the judiciary. They must sleep over a case and some of them hybernate. Probably seventy-five per cent. of decisions are in regard to questions of fact and not in regard to law at all. These decisions could more easily and more accurately be arrived at when the facts and arguments are fresh and clean than when they have withered to a few skeleton notes.

This habit of procrastination, and that's all it is, a habit, and one of the hardest to overcome—is brought into relief by the practice of an Ontario High Court judge, not many years elevated. His appointment was regarded somewhat dubiously when made, but litigants and honest lawyers, at any rate lawyers who are given to getting their clients' business cleaned up, have lived to bless his name, just because he has forsaken the traditions of his elders and refusing to be bound by the habits of generations of judges, has endeavored so far as possible to give his decisions on the spot. To facilitate this procedure he has looked up the law bearing on cases to come before him so that when sized of the facts he was in a position to give a decision before leaving the court.

Praise this course as one may, it is nothing more than business. Any wide-awake man of business or affairs would spurn to do otherwise. Dilatoriness is the death of business. It's a cardinal sin of commerce. If the judiciary could rid themselves of it they would stand infinitely higher in the regard of the business interests of the country.

THE METAL SITUATION.

Bullish reports on copper are filling all the metal bulletins this week. The visible supply seems to be considerably behind the demand, and prices are rapidly advancing. On the Canadian market quotations have now reached 24 cents and jobbers who have any stock are considering themselves very fortunate. In some quarters the prediction is made that ingot copper will go as high as 30 cents, while sheet is expected to reach 30 cents before the end of the month, and ultimately 35 cents. New York interests are refusing to make contracts beyond the end of this year, owing to the recognized shortage. A report from a well known agency says in reference to copper: "There are no stocks stored up. The article is absolutely scarce, and we are now cabling all over the world, and without any regard to lowest figures. The question is to get the material. A great many of the large consumers are protected, but the small users are not, as a rule."

Pig lead still maintains the high record price reported last week, with the result that prices on sheet lead have been forced up. The scarcity of pig lead is quite as pronounced as that of copper. Under the circumstances, it will be bad news to learn that, owing to the strike of coal miners at Fernie and other points in the Crow's Nest coal district, the Canadian Pacific Company's smelter at Trail was shut down and blown out on Sunday. It will not be re-opened until the trouble is settled and a full supply of coke is assured. Meanwhile it is being repaired and put into shape for the resumption of operations. In addition to the Canadian smelters, several on the American side of the line will have to shut down, as they are dependent upon the Crow's Nest Pass fields for their fuel supply.

Ingot tin went up and then down in the early part of the week, but at the time of writing it is somewhat firmer than when we last quoted. The figures remain unchanged, however. Zinc spelter is also firming up. All other ingot metals are in the same position as last week.

Sheet metals in general are as strong as ever, with a likelihood of advances in some lines before long. As already noticed, sheet lead has already gone up, and ruling prices are now 25 cents per cwt. higher than last week.

SALVATION IN THE SOIL.

Back to the farm is the motto James J. Hill, president of the Great Northern Railway, would have the American people adopt. In the course of an after dinner speech in Chicago the other night after stating that by 1950 the population of the republic would be more than 200,000,000, he said:

"Practically speaking, our public lands are all occupied. The irrigation of land by the general Government will do something, but all present plans will furnish land for less than 1,500,000 small farms of forty acres each or for a population of 7,000,000 or 8,000,000. Our other natural resources have been exploited with a lavish hand. Our exports, of which we love to boast, consist mostly of the products of the soil. Our iron and coal supplies will begin to show signs of exhaustion before fifty years have passed. The former, at the present rate of increasing production, will be greatly reduced.

"Our forests are rapidly going, our vast supply of mineral oil flows to the ends of the earth. We cannot continue to supply the whole world and recruit our own resources by the methods of trade that now obtain, because the minerals stored in the ground do not recreate themselves. Once used they are gone forever. We shall, with these coming millions to provide for, be thrown back upon the soil, the only resource of mankind that is capable of infinite renewal. Upon the cultivation of the soil depends the future of mankind, and the nature and stability of its institutions.

"In some things we are going backward. The soils of the country are being impoverished by careless treatment. Forests are cut down that the sun may bake it, and the floods scour it into the ocean. It has been cropped with the same grain year after year until its productive power has deteriorated. The census returns show an actual decrease in farm values in a large number of the states. It is easily demonstrable that a reform of methods of cultivation would double the agricultural products and add from five to six billion dollars to the national wealth, while the resort to small farms and the adoption of intensive cultivation would give an equal increment.

"The costliest error will be in a clinging to the delusion that we are to continue to increase our exports and to live upon the profits of the foreign market. The time is coming when we shall need our wheat crop for home consumption and seed, when our mines will not yield, except at increased cost, the iron and coal required to manufacture commodities consumed at home, and when the cheap labor of the Orient, whose wages we cannot hope to meet, equipped with our machinery will vanquish all competitors. To a return to agriculture, to a jealous care of our land resources, we must come without delay if we are to escape disaster."

On Tuesday morning of this week the marriage of Edouard Surveyer, son of L. J. A. Surveyer, the Montreal hardware dealer, to Miss E. Barnard, took place at St. James Cathedral in that city, Archbishop Bruchesi officiating. The bride was attended by her nephew and niece, Master and Miss Doherty, and was given away by Mr. Chas. Barnard. Mr. L. J. A. Surveyer was witness for his son. Mr. and Mrs. Surveyer have left for Cuba and Mexico, where they will spend their honeymoon.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 62.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Bar Iron—$2.10 base, f.o.b. Montreal.
Forged Iron—$2.35 base, f.o.b. Montreal.
Refined Iron—$2.50 base, f.o.b. Montreal.
Horseshoe Iron—$2.50 base, f.o.b. Montreal.
Wire Nails—Now $2.15 per keg base.
Escutcheon Pins—Bars 50 per cent.; steel 45 per cent.
Pressed Spikes—$3.15 base.
Felloe Plates—¾ in. to 2 inch rims 10 cents per lb.
Screw Hooks and Hinges—An advance.
Heavy T and Strap Hinges—A little higher.
Wringers—Up $1.50 per doz.
Wrought Washers—40 per cent. discount.
Turpentine—Up to 95 cents.
Coil Spring Wire—Advanced15 cents.
Ingot Copper—Up half a cent. Now 24c., 24½c.
Sheet Copper—Advanced 3 cents.
Sheet Lead—¼ cent higher.
Lead Pipe—Discount 5 per cent.
Iron Pipe—New discounts and a new list expected.

TORONTO.

Pig Iron—Famine in spot tin.
Ingot Tin—Advanced one cent.
Copper—Record prices quoted.
Lead Waste—Now 5 per cent discount.
Traps and Bands—Advanced to 50 off list.
Caulking Lead—Quoted at 5½ cents per lb.
Iron Pipe—New list shows advances.
Turpentine—Quoted at 95 cents in single barrels.
Hinges—Advances on different lines.
Coiled Spring Wire—Prices 10 cents higher.
Wringers—New list showing advances.
Wrought Iron Washers—New list.
Wrought Iron Butts—Now 70 and 5 off.
Wrought Hooks and Staples—Advanced.
Escutcheon Pins—Advanced on brass and steel.
Pressed Spikes—Five-eighths now $3.15.
Pliers—Advances on Button's imitations.
Lace Leather—Advanced quotations.
Cold Blast Lanterns—Now $6.50 per dozen.
Bar Iron—Advanced to $2.20 base.

Quebec Hardware Markets.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 19, 1906.

The holiday coming this week tended to make things a little quieter among the jobbers. Even so, however, a good movement of Fall goods was kept up, the lines going out, being about the same as last week. It is stated that business would be heavier, if a little broken weather would set in.

Goods are very scarce. Jobbers are experiencing the greatest difficulty in securing deliveries from manufacturers, and many orders are going out only partially filled. Higher prices, too, are constantly in order, as will be seen from the formidable list of advanced goods printed at the top of this column. In addition to those given, an early advance in all copper goods such as rivets, is confidently expected. Ingot copper is now very high with the market still advancing, so that this prediction seems fully warranted.

AXES—As being one of the most seasonable lines, axes are going forward steadily. We still quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — Business conditions remain very satisfactory, and we are still quoting: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—No change has taken place in the Montreal lists, and we are still quoting: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES AND STALL FIXTURES—Large quantities are going forward in almost every order. We quote discounts as follows: Cow ties, discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS—Many orders have gone out this week. Quotations are as follows: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—It is believed in many quarters that advanced prices are at hand, owing to the continued soaring of copper. Meanwhile, our prices remain as follows: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Good lots are still going forward, but the busiest season is now over. We still quote as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS— Discounts as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.; Felisterhead, brass, 25 per cent.

BOLTS AND NUTS— There is still an acute scarcity. We quote as follows: Carriage bolts, ⅝ and under, 60 and 10; 7-16 and larger, 55 per cent.; fancy carriage bolts, 50 per cent.; sleigh shoe bolts, ⅝ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅝ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—We quote discounts: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—A nominal advance in price has taken place, and the general tone of the market is higher. We now quote $2.15 per keg base, f.o.b. Montreal.

CUT NAILS—Business remains on about the same plane as at our last report, and we continue to quote: $2.20 base, f.o.b. Montreal.

HORSESHOES—A brisk demand is being maintained. Prices remain as follows: P.B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—The situation is about the same as last week. Prices remain unchanged.

CEMENT AND FIREBRICK—There is still a great scarcity of material, due to the inability to secure transportation. Prices are as follows: E.D(ntT s tion. Our quotations are as follows: "Lehigh" Portland in wood $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—The scarcity of chain is still evident. We are quoting as follows: 5-16 in., $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT— We still quote: Shot, packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION—An astonishing demand is still being experienced by the Montreal jobbers We still quote:

Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Ontario Hardware Markets.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Oct. 19, 1906

Although broken by the holiday the volume of business transacted this week has been very large, general sorting and builders' hardware being included in most orders. Cutlery and silver goods are having a splendid sale and the demand for firearms and ammunition keeps up well. Some skates and sleighbells are being shipped out, but the call for them is by no means general as yet. Horse blankets are in general request, however. Booking for next Spring is heavy on account of the expected advances as a result of higher metal quotations. Calls for present delivery are subjected to many delays owing to manufacturers being behind in their shipments to jobbers.

Many advances have occurred during the week, and next week will see more changes. Hinges and butts, wrought hooks and staples, escutcheon pins, pressed spikes, pliers, lace leather, wringers, coil spring wire and cold-blast lanterns have all been marked up higher. The lantern manufacturers have gotten together and, having tired of the slaughter of the past year or more, are now getting their quotations back to former standard prices. Wringers have advanced from $1.50 to $3 per dozen, according to size.

AXES AND HANDLES—A good season is looked for and sorting is being largely done.

CUTLERY AND SILVERWARE — The shipment of both cutlery and silverware are very large, and few dealers are neglecting to stock up well for holiday business.

SPORTING GOODS — All shooting goods are selling in large quantities, while football supplies are selling well. Skate shipments are being made and hockey sticks are being bought liberally.

CHAIN—We continue to quote: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

EXTENSION AND STEP LADDERS —Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

TOOLS—A heavy trade has been done in mechanics' tools and the demand is still brisk.

SHOVELS—Demand is brisk and dealers are sorting in snow shovels.

LANTERNS — A readjustment has been effected and Cold Blast lanterns are now quoted at $6.50 per dozen. Shipments of lanterns, lamps and all lighting goods are extraordinarily large.

POULTRY NETTING—We quote: 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE—Barb, plain, twist and galvanized wire hold firm at the advanced prices, while coiled spring wire has also been moved up ten cents.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS — We quote nominally $2.10 base, the market having advanced about five cents. Some mills are working on heavy western orders and higher prices are probable. The market is firm at $2, the advance in the east strengthening the local market.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

STABLE FITTINGS—This line is being included in most sorting orders and cow ties are in good demand.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—Call for horse blankets is becoming general and shipments are fairly large. Bells are not so active.

RIVETS AND BURRS—Prices hold firm and demand is keen.

SCREWS—The expected advance in set and cap screws has not yet been made.

BOLTS AND NUTS—Stocks are light and prices firm.

BUILDING PAPER—Trade has livened up as a result of the cool weather.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30; American low-grade, $23 to $25; high-grade, $27.50 to $35.

HIDES AND WOOL—There is little change in the situation. Lambskins are advanced 5c.

Hides, inspected, steers, No. 1	0 12½
" " " No. 2	0 11½
" " cows, No. 1	0 12½
" " " No. 2	0 11½
Country hides, flat, per lb., cured	0 11
Calf skins, No. 1, city	0 13
" " No. 1, country	0 12
Lamb skins	0 80
Horse hides, No. 1	3 15 3 50
Rendered tallow, per lb.	0 05 0 05½
Pulled wools, super, per lb.	0 25
" " extra "	0 27
Wool, unwashed fleece	0 15 0 16
" washed fleece	0 25

The Sydney Cement Co. is doing a rushing business, and the plant is kept running to its full capacity supplying orders. The company has just closed a contract for one thousand barrels for a firm in Cuba.

Canadian Metal Markets.

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 19, 1906.

Copper is the metal market "headliner" this week. It is still going steadily up, and, even before this appears in print, it is very likely that higher prices will have been declared. The recent course of copper seems to justify the statements previously made that the producing interests were trying to control the market and keep the price within reasonable bounds by distributing deliveries as evenly as posible. If that was true, then it would seem that the market has at last run away from this artificial control and is now being forced up by the combination of a short supply and an enormous demand. It is to be expected that all copper products will instantly advance in price to keep pace with the primary markets.

Pig lead is not so firm in tone this week. There has not, however, been any falling off in price, and a quick recovery may be effected. In any case, though, even granting that a shortage existed the present abnormal quotations cannot much longer continue without at least a temporary break.

All other ingot metals maintain the same position as last week, with zinc spelter, if anything, a trifle firmer. In sheet metals too the same strength is still shown, while an advance of 1-4c. in lead sheets has resulted directly from the ruling high price of pig lead.

COPPER — Another advance has transpired this week, and still higher prices are in prospect. We are now quoting: Ingot copper, 23c. to 23 1-2c.; sheet copper, base sizes, 29c.

INGOT TIN—The market remains firm at 46c. to 46 1-2c. per lb.

ZINC SPELTER—This week spelter is a little higher in tone, though the price remains $7 to $7.25 per 100 lb.

ANTIMONY—No change in conditions is recorded and we still quote: 27 1-2c. to 28c. per lb.

PIG LEAD—Although somewhat weaker in tone, the market is not such as would justify lower prices. We still quote: $5.15 to $5.25 per 100 lbs.

PIG IRON—The situation is not likely to change much before the close of navigation. We give prices as follows: Londonderry, $22.50; Carron No. 1, $23; Carron, special, $22; Summerlee, No. 2, selected, $22.75; Summerlee No. 3, soft, $21.75.

BOILER TUBES — We still quote British and American tubes, 1¼ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15½c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—Prices are: Colonial

Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6½c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL — We are now quoting: Sleigh shoe, $2.22 1-2; tire, $2.32 1-2; spring, $2.75; toecalk, $2.87 1-2; machinery iron finish, $2.32 1-2; ruled machinery steel, $2.75; mild, $2.15 base and upwards; square harrow teeth, $2.27½. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON — We are still quoting the following prices: Queen's Head, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 to 24 gauge, $3.65; 16 to 20 gauge, $3.50; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.20 to $4.45; 26 gauge, $4.05; 22 and 24 gauge, $3.50; 16 to 20 gauge, $3.35; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.40 to $4.65. In less than case lots 25c. extra.

BLACK SHEETS—No change has yet taken place. We continue to quote as follows: 28 gauge, $2.50; 26 gauge, $2.45; 22 and 24 gauge, $2.30; 20 gauge, $2.25; 17 and 18 gauge, $2.25; 8, 10, 12 and 14 gauge, $2.55.

CANADA PLATES—Our prices remain: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.25; 60's, $4.50.

TIN PLATES—The expected advance has not yet materialized. Our quotations are: Cokes, base size, 1C 14 x 20, $4; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—Our prices are: $6.85.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—As predicted last week, advanced prices are in order now and we are quoting: 2 1-2 lbs., 6 1-4c. by the roll; 3 lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

BAR IRON—Advances in primary markets have compelled the rolling mill to raise their prices and we are now quoting: $2.10 base, f.o.b. Montreal.

OLD MATERIAL — We quote the following dealers' prices: Light copper, 15c.; heavy red brass, 15c.; yellow brass, 11 1-2c.; light brass, 8 1-2c.; lead, 3 1-4c.; zinc, 4c.; machinery cast scrap, $15.50; wrought scrap, $14 to $15; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubbers, 8c. to 8 1-4c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, October 19, 1906.

Copper reached £102 in London on Wednesday, this being probably the highest price in the history of the metal. It can be said to be firm at almost any price the controlling interests seeming to have lost their grip and the short supply and brisk demand are now the controlling features of the situation. With copper climbing skyward, all copper and brass goods can be looked to for increases.

Other metals seem to be following in the wake of copper and tin, a weakening in lead early this week having been followed by an immediate reaction to former high figures. Lead, therefore, remains at our last week's figures, while ingot tin has been advanced one cent.

Bar, refined and horseshoe iron has been advanced as predicted by us a week ago, but owing to shortages some dealers are not quoting on any but bar. Pig iron is experiencing almost a famine so far as spot deliveries are concerned.

Other metals are firm in response to the general strength and buying is brisk in the face of the high prices owing to the bareness of stocks and expected stiffness during the Winter.

PIG IRON—There is almost a famine in the States and the market is rapidly advancing in Great Britain. There is no spot iron available anywhere. Our prices are: Radnor at furnace, $33; Hamilton at furnaces, No. 1, $21.50; Londonderry, f.o.b. Toronto, No. 1, $24; Middleborough, $23 to $24; Summerlee, $25.

BAR IRON—As predicted, we advance our quotations this week. We quote: $2.20 base, f.o.b. Toronto, with discount of 2 per cent net cash.

INGOT TIN—Prices are still climbing and business is very brisk. We quote: 45c. to 46c. per lb.

TIN PLATES—Conditions are unchanged with higher prices looked for. Our quotations are as follows: Cokes, base size, 14 x 20, $4 to $4.25; charcoal, base size, 14 x 20, $4.50 to $5.

GALVANIZED SHEETS — Stocks are light and buying good. Canada plates and black sheets are firm.

BRASS—Business is active and it is difficult to obtain deliveries. We quote: 23c. to 24c. per lb.

COPPER—Copper is quoted at record prices and owing to short stocks, is firm at almost any price. We quote prices as follows: Ingot copper, $24 per 100 lbs., and sheet copper $30 per 100 lbs.

LEAD—Despite fluctuations the market is firm and active. We quote as follows: $5.15 to $5.25 for imported pig and $5.50 for bar lead.

ZINC SPELTER—The market is quiet and prices unchanged. We quote: 7¼c. per lb. for foreign and 6c. per lb. for domestic. Sheet zinc has been advanced 25 per cent.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.65; tank plates, 3-16 inch, $2.50; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—More business is being done and 27c. to 28c. is asked.

OLD MATERIAL — Prices are as follows: Heavy copper and wire, 16 1-4c. to 16 1-2c. per lb.; light copper, 14 1-2c. to 15c. per lb.; heavy red brass, 13 1-2c. per lb.; heavy yellow brass, 12c. per lb.; light brass, 8¼c. per lb.; tea lead, $3.40 per 100 lbs.; heavy lead, $3.60 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $12; No. 2 wrought, $5; machinery cast scrap, $15; stove plate, $11; malleable and steel, $6; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

LONDON METAL MARKETS.

From Metal Market Report, Oct. 16, 19 6.

PIG IRON — Cleveland warrants are quoted at 57s., and Glasgow standard warrants at 56s. 7d., making prices as compared with last week 9d. higher for Cleveland warrants and 10d. higher for standard warrants.

TIN—Spot tin opened strong at £197 7s. 6d., futures at £196 15s., and after sales of 350 tons of spot and 670 tons of futures, closed strong at £197 15s. for spot, £197 5s. for futures, making price compared with last week £2 higher on spot, and £2 15s. higher on futures.

COPPER—Spot copper opened strong at £99 17s. 6d., futures £99 10s., and after sales of 400 tons of spot and 1,000 tons of futures, closed strong at £99 17s. 6d. for spot, and £99 12s. 6d. for futures, making price as compared with last week £3 2s. 6d. higher on spot and £3 2s. 6d. higher on futures.

LEAD—The market closed at £19 7s. 6d., making price as compared with last week 2s. 6d. lower.

SPELTER—The market closed at £28 5s., making price as compared with last week 17s. 6d. higher.

British Columbia Trade News

Vancouver, B.C., Oct. 11, 1906.

Saturday evening, Oct. 6th, was marked by the worst fire in the history of the city, or of the province, for many a day. The big saw mills and attached properties of E. H. Heaps & Co. were almost completely consumed. The fire broke out—no one knows how—about 7 o'clock in the evening, and all that night and late the next morning the fire brigade covered the plant with streams of water. The only big items saved from destruction were the boilers and the $15,000 brick refuse burner, only completed this year. The estimate of loss is fixed at $200,000, of which $90,000 was covered by insurance. The mill was one of the largest and best equipped in the city. Large orders of lumber from local builders and contractors were in hand for completion, as a large part of the local trade was supplied from this mill. It is quite possible the mill will not be rebuilt in the present location, owing to the increased value of the water-front comprised in the property. A site a mile or so east of the city, yet on the water-front, is available.

* * *

As good an authority as General Manager Hays, of the G.T.P., made the statement when in Vancouver recently that it was not the intention to place any of the townsite property of Prince Rupert on the market until the preliminary surveys for the line were completed and reports made. To accommodate any business which may arise in the meantime, the railway company intends erecting temporary buildings which will be rented to the public. The interesting announcement has been made public that Robert Kelly, of Kelly, Douglas & Co., wholesale grocers, has entered into a partnership with the United Supply & Construction Co. to put in a large general store at Prince Rupert, which it is intended shall be open by Feb. 1st next. The company with which Mr. Kelly is now associated is a Montreal combination headed by Jas. Carruthers. This concern is popularly supposed to be in close touch with G.T.P. matters.

Contracts for clearing 320 acres of land on the Prince Rupert townsite have been awarded and work has been commenced. Much of the land is heavily timbered. A temporary hotel is to be erected by the company at once.

* * *

Rails are being laid on the Cloverdale-Sumas extension of the Great Northern Railway, and the construction of the Midway-Princeton branch is also being pushed rapidly forward, towards the Hope Mountains, through which the line will emerge westward on its way to the Coast via the Fraser Valley.

Rails are also being laid on the Nicola extension of the Spence's Bridge branch of the C.P.R., and considerable progress is noted. The new portion will soon be ironed ready to open.

* * *

In all building lines the season is yet very active on the Coast, there being much unfinished work, though comparatively little new work being projected. The unprecedentedly high price of lumber has been the chief cause of the lull in building activity, and the recent further increase of $1 per thousand feet is not likely to encourage or promote building operations. Houses are in keen demand in Vancouver, as less than the usual number have been built this season. The requirements of newcomers are as large as usual, if not greater.

Nova Scotia Trade News.

Halifax, N.S., Oct. 16, 1906.

Travelers who have just returned from Cape Breton brought in good orders. There is great activity in the various towns on the Island, and the season promises well. In the mining centres business is booming, particularly at Mabou, Port Hood and Inverness. In the fishing centres trade is not quite so good. The jobbers here are very busy and heavy orders are now going out, lumbermen's supplies being in good demand. Many of the large orders are for axes and tree saws. Single-bit axes are quoted at $5.50, and double-bit at $9. Tree saws, lance tooth, five feet, are quoted at $1.35 each, and leader saws at $2.50. There is good sale here for enamelware. The stove dealers are now very busy, and there is a good demand for stovepipe.

* * *

The Halifax City Council has just completed the purchase of the steam fire engine, Alexandra, from the Canadian Fire Engine Co. The engine, which has a capacity of one thousand gallons per minute, was built to the order of Halifax, but owing to delay in construction the contract was cancelled. The engine was brought here and placed on exhibition at the recent fair, and the city's representatives were so impressed with the machine that they decided to purchase it for $7,000.

* * *

Stories of gold discoveries in Cape Breton are being circulated. The latest mining news of importance from Whycocomagh Mountain, where a party of provincialists prospecting in that district is reported to have discovered a rich vein of quartz showing good quantities of the yellow metal.

* * *

Active operations are being carried on at the iron properties at Logan's Glen, four miles from Whycocomagh, where men are engaged in sinking a shaft to prove the quantity of the ore, the quality having been satisfactorily shown already.

* * *

Representatives of English capitalists were in Sydney recently looking over the ground with a view to establishing a coal bricketting plant in that city. They have already opened negotiations with the Dominion Coal Co. relative to the price for which suitable coal for this purpose can be purchased.

* * *

Business is booming at the Amherst Car Works. New orders have been coming in very plentifully for the past three weeks and more new machinery is being installed to enable the company to increase the output. The foundation of the new rolling mill is completed and brick work has been started and it is expected the building will be completed and machinery going in full blast by Christmas.

New Brunswick Trade News

St. John, N.B., Oct. 13, 1906.

A brisk trade with excellent prospects for the coming months—that is the general report from the hardware people in and about St. John. The effect of the weather upon a business cannot, of course, be judged with mathematical precision, but in the nature of things trade is likely to be best when weather conditions are favorable to the coming and going of the people. In this regard the weather clerk has been unusually kind to the hardware dealers of the province. The Fall has been exceptionally fine and business generally has benefitted in consequence.

Naturally one of the strong selling lines has been guns and ammunition. The sale of these articles has, on the main, been unprecedentedly good. More than one dealer has confessed to having this year had sales of these goods that were practically double those of last year and much in advance of those of any previous season. And the end of the season has yet to be reached though the heaviest of the orders may be counted upon as received. The price of shot has been advanced with that of other articles of which lead forms a part. But the advance of price has not affected the sale for hunters in their ardor for sport are not prone to be held back by so small a matter as that referred to.

* * *

This season has seen the lead prices at the highest figures they have reached in some fifteen or twenty years. All lead products have, of course, shared in the advance. Lead paints, for instance, have recently been quoted at an advance of about forty cents per hundred pounds. The conclusion of the general advance in metal prices is not yet in sight. Everything in the metal line is still showing the tendency for higher figures. Shelf hardware, too, is on the upward grade still. Despite the advances in the price of this line, however, there is prospect of a continuance of the demand.

* * *

A new company concerned in the manufacture of saws has recently been formed in the province. This is the Fox Sawtooth Co. The applicants for incorporation are H. W. Woods, Welsford; H. G. Venness, J. S. Scott, A. A. Slipp, and Hilda F. Fox, Fredericton. The company is to have a capital stock of $25,000. Its chief place of business is to be Welsford, Kings County.

The location of the Morning Safety Nut Works is still a matter of conjecture. Several towns are desirous of securing the works, but the syndicate that has acquired the rights of the old owners of the nut has not yet announced its plans.

* * *

The Enterprise foundry people have recently moved into new offices at Sackville.

* * *

Mr. Stanley Emerson, of Emerson & Fisher, returned on Friday from an extended western trip.

Hardware and Metal Conditions in Manitoba

(Market quotations corrected by telegraph up to 12 a.m. Friday, Oct. 19, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Large shipments of heavy goods are the feature of the hardware trade at present as shipments are being rushed in from the east before the close of navigation. General business continues very active in all seasonable lines, and collections are reported very satisfactory. Prices are steady and there are no quotable changes of importance.

LANTERNS—Prices are steadily maintained at revised quotations given in last issue. We quote as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices are as follows: ¼ x 5 and 6, $4.60; 5-6 x 5, 6 and 7, $4.25; ⅜ by 6, 7 and 8, $4.10; 7-16 x 7 and 9, $4; ½ x 8, 9, 10 and 12, $3.90; ⅝ x 10 and 12, $3.75.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Quoted now as follows: Iron, 60 and 10; copper, No. 8, 34½; copper, No. 12, 40 p.c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS—As noted in last issue there is a new list in harvest tools, but discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—The revised prices are as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS—Quotations are: Royal Canadian, $33; B.B., $37.75 per doz.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Manila rope has been advanced 50 cents per cwt. and quotations are now as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—As noted last week, shot has been advanced 25c. per cwt. We still quote: Cartridges, Dominion R. F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33½; C. F., pistol, 5 p.c.; C. F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL—Prices are Bar iron (basis, $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—The high price of $5.60 per cwt. is still firmly maintained.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

LEAD PIPE—The price has been advanced to $7.80.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels, f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE — White lead, pure, $7 ; bladder putty in bbls., 2½c. ; in kegs, 3¾c. ; turpentine, pure, in barrels, 97c. ; less than barrel lots, 92c.; linseed oil, raw, 64c.; boiled, 67c.

WINDOW GLASS—We quote : 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

U. S. METAL MARKETS.

From the Iron Trade Review, Cleveland, Oct. 18, 1906.

To the prospect that the better grades of ore will be extremely scarce both during the Winter and next season is added the danger that the coke supply will prove inadequate with unusually high prices resulting. The principal producer, which was for years a heavy seller until it disposed of its product to the steel corporation, has entered the market as a buyer and has closed for some 360,000 tons of coke for 1907 delivery, it is understood, at about $3 per ton ovens. Some independent furnaces are already paying more, and shipments are badly hampered with the near approach of Winter. No sales of iron ore for 1907 have as yet been announced though it is pretty well agreed that the advance over this season's prices will not exceed 50 cents for Bessemer and 25 cents for non-Bessemer.

The pig iron market of the week, especially in the Pittsburg district, has been one of activity and excitement. Prices have soared to heights not touched since 1902, on certain grades of pig iron the advance being as much as $1.50 per ton within a few days. No. 2 foundry has sold as high as $25 in both the east and west with other grades at almost the same level. It is no longer denied that there is a pig iron scarcity throughout the country, at least for delivery before April of next year. Several instances were noted during the week of large plants closing down because of inability to secure iron and numerous foundrymen are already in dire straits.

In the finished material line activity continues unabated with mills running further behind on deliveries. Merchant steel pipe has been advanced some $4 per ton, and railway spikes are selling at fancy prices. The crude steel situation is not improved.

GASOLINE LIGHTING.

M. W. Howell, who in May sold his hardware business in Goderich, to C. C. Lee, and was recently appointed special representative for Western Ontario of the Pitner Gasoline Lighting Co., reports business good. He has installed the Pitner lights in Thamesville, Windsor, Dresden, Wallaceburg, Wingham, Seaforth, Exeter, London, Crediton, Goderich and other places, and states that in most cases the light replaced is electric light. The Pitner people, whose head office is in Chicago, have been located also in Winnipeg for some time, and are opening up in Toronto. The Pitner light is said to be giving excellent satisfaction where it has been installed, in dry goods stores, groceries, hardwares and private houses; in fact, it is claimed for it that 600 candle power is obtained at the cost of 32 c.p. from the incandescent lamps.

WESTERN TRADE ITEMS.

John W. Morrison, electrical contractor, Winnipeg, has assigned to C. H. Newton.

Golden & Hatton, hardware merchants, Winnipeg, have excavated a large cellar under their store.

Thomas Dunn, of Vancouver, will manage a large hardware supply house to be established at Prince Rupert, the new Pacific terminus of the G.T.P.

Frank R. Oliver, of Oliver & Kempthorn, Saskatoon, has been appointed manager of the Perrin Plough Co., Smith's Falls, Ont., at a salary of $5,000 a year. He will continue his interest in the hardware firm.

James Ashdown, the millionaire hardware dealer, of Winnipeg, has been asked by the Board of Trade, the Manufacturers' Association, the Trades and Labor Council, and other important organizations of that city to run for mayor.

W. A. Staples, electrical engineer and contractor, has rented Perham & Stewart's premises, Fredericton, N.B.

BRONZING SEASON

means bronze business, and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON WINNIPEG, CAN.

Everything for the Painter



Wire Glass

This is the season of the year when buildings are being completed—Wire Glass will be needed for Skylights, Metal Frames, etc.

Wire Glass is now almost universally used instead of Rough Rolled Plate on account of the ultimate economy. It may crack but the wire mesh keeps it intact and just as serviceable as ever.

Wire Glass is practially indestructible.

Special prices in case lots—write for them. Samples furnished on request. You may have an enquiry any day, better be prepared.

G. F. STEPHENS & CO., Limited

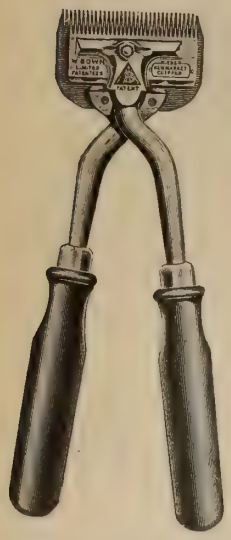
WINNIPEG, CANADA

IN HORSE CLIPPERS OF ALL KINDS

THE NAME BURMAN

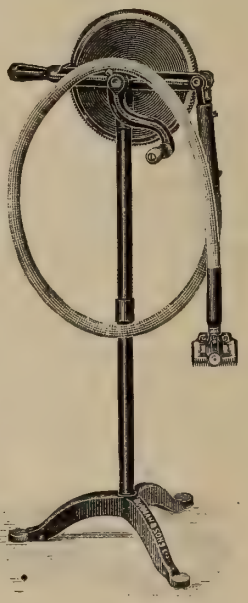
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Our reputation is unequalled



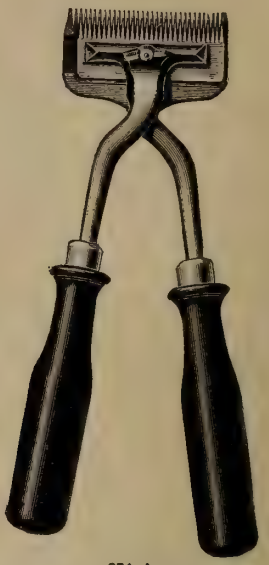
Rown's Newmarket Clipper. Made by Burman & Sons, Ltd.

Our No. 13, packs into a case 17-in. x 11-in. x 7-in., weight, 34 lbs.



No. 13.

All cogs machine cut from solid metal. Just the Clipper for the owner of one horse.



274 A
Handicap Clipper
The most popular selling line in the Dominion.

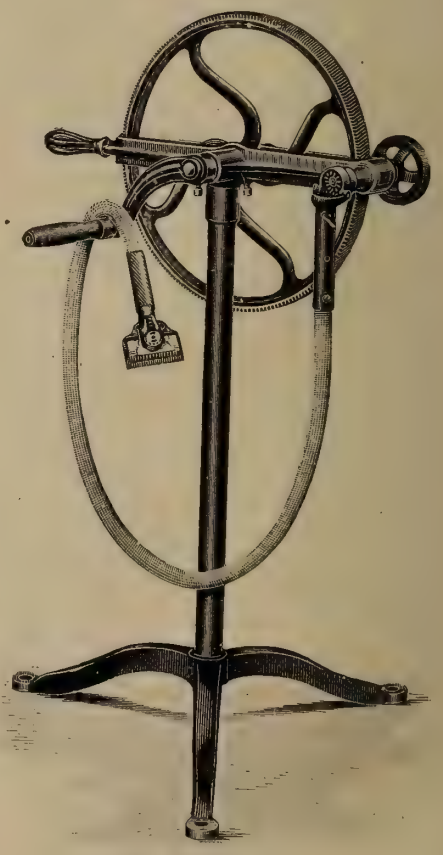


The Newmarket Power Clipper
Belt Driven Pattern.
An established favorite in the Dominion on account of its superior working qualities.

A light and compactly built Power Clipper suitable for small stables, and specially designed for portability.

The No. 13 is a triumph of reliablity at the lowest possible cost.

NOTE—The Burman Power Clippers work easier, clip faster, take a thicker coat, leave a finer finish, and wear longer than any others.



The Burman No. 12.
Cog Driven. Skew gear.
All Cogs machine cut from solid metal.

BURMAN & SONS, Ltd., Lee Bank Works, BIRMINGHAM

Agents (holding stock) B. & S. H. THOMPSON & CO. Ltd., MONTREAL

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1250. Steel—A Yorkshire engineering firm manufacturing steel and iron wire ropes, also high-class mining steel, desire to hear from Canadian contractors and others interested in these goods.

1257. Machines—A Yorkshire engineering firm manufacturing lathes, planers, slotters, drilling, flanging, punching and bending machines, also wire-straightening machines, invites correspondence with Canadian buyers.

1261. Slate mantels and roofing slate—A British firm wish to enlarge its trade with Canada, and will welcome correspondence from Canadian importers of white mantels and roofing slates.

1262. Asbestos—A Manchester firm asks for prices of crude and ground asbestos, c.i.f. Manchester, from Canadian exporters.

1265. Washboards — A Manchester firm asks for prices of washboards from Canadian manufacturers.

1276. Mica—A Manchester firm wish to obtain samples and prices of clear soft green mica (only) from Canadian shippers of same.

1280. Roofing slate—A Welsh firm of slate merchants have made inquiry respecting the openings in Canada for the sale of roofing slate of good quality.

1281. Ropes—A North of England firm manufacturing wire ropes, hemp, Manilla, Italian, coir and cotton ropes is seeking to extend business with Canada.

1282. Electric supplies—A London firm manufacturing electric supplies for street, window and theatre lighting, improved glow lamps, time switches, etc., desires to extend its business with Canada, and is seeking information respecting the type of goods most in demand.

1284. Hooks, scythes, sickles, etc.—A Sheffield firm manufacturing hooks, scythes, sickles, etc., desire to get in touch with Canadian buyers, and invites correspondence.

1285. Files, saws, springs, etc.—A Sheffield firm manufacturing files, saws, springs, buffers, nuts and bolts, asks to be put in communication with Canadian buyers, and invites correspondence.

1286. Steel goods— A large Sheffield firm manufacturing steel goods of every description (except railroad rails) invites correspondence with Canadian buyers interested in these goods.

1287. Boilers—A Sheffield firm manufacturing all descriptions of boilers, both marine and stationary, invites correspondence with Canadian firms interested.

1288. Steel, saws, files, etc.—A large Sheffield firm manufacturing steel, saws, files, reaper sections, knives, sheep shears, picks and hammers; also all descriptions of mining and fine tool steel, desire to place their goods on the Canadian market, and invites correspondence.

1289. Bar iron, wire ropes, etc.—A large Sheffield firm asks to be referred to Canadian buyers and users of bar iron, wire ropes, horse shoes and wire rods, and invite correspondence with parties interested.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

REVOLVER MANUFACTURER'S WILL.

Frederick H. Wesson, of Worcester, Mass., who was cut off with a bequest of $50 by his millionaire uncle, the late D. B. Wesson, of Smith & Wesson, revolver manufacturers, Springfield, Mass., is fighting to have the will broken. Mr. Wesson left an estate estimated at $30,000,000. His grandchildren received $200,000 each, and his nephews and nieces $5,000 each. Frederick was mentioned in the will to receive $5,000, but a codicil added shortly before Mr. Wesson's death cut this down to $50.

SHE GOT THERE FIRST.

"I say, Gaddersby," said Mr. Smith, as he came into the fishmonger's with a lot of tackle in his hand, "I want you to give me some fish to take home with me. Put them up to look as if they've been caught to-day, will you?"

"Certainly, sir," said the fishmonger. "How many?"

"Oh, you'd better give me three or four barbel. Make it look decent in quantity without appearing to exaggerate, you know."

"Yes, sir. But you'd better take salmon, hadn't you?"

"Why? What makes you think so?"

"Oh, nothing, except that your wife was down here early this afternoon and said if you dropped in with your fishing tackle and a generally woe-begone look, to get you to take salmon if possible, as she liked that kind better than any other."

Mr. Smith took salmon.—Punch.

FOUNDRY AND METAL INDUSTRIES

The assets of the Imperial Foundry Co., Ottawa, were sold on Oct. 16.

The Dominion Iron & Steel Co. turned out 1,020 tons of steel rails last Saturday, breaking all records for a 24-hour production.

H. W. Sanders, of Sydney, N.S., representing eastern capital interested in iron and steel, is in the west looking for a location for crucible steel and stove works.

Cobalt, the New York Commercial says, is a unique mining camp by its remarkable surface showings and in the high grade character of its ores. No where else in this country can one walk on almost solid silver for hundreds of feet, and few, if any, of the world's mines boast the possession of vein matter running away up in the thousands of dollars to the ton. It is to these sensational features that the camp owes its notoriety, and to the same source that one can trace the present boom in Cobalt shares. Few are the mines that have paid from the grass roots, but this is what Cobalt mines have done. From few of the world's mining properties have the owners been able to quarry outright from the surface carloads of such rich ore. Along with these striking developments there has recently occurred an unprecedented rise in the value of the white metal, due to the large demand for coinage purposes in the Orient. Like all boom camps, it says, a large amount of wild-catting may be looked for.

THE USE OF CLAY CONES IN STEEL HEATING.

The days of estimating the heat of a work-piece by the color have gone by—at least in establishments where any weight is laid on uniformity of product. In the first place, no two men will agree as to the color of a piece in any one fire or bath; and in the second, the same temperature will be differently estimated in different parts of the shop or at different times of the year—or even day; and in the third place (what is of equal importance), no two steels will show the same color for the same temperature. Something more exact must take the place of the eye. There are some good pyrometers, but they are generally expensive and delicate, and inconvenient to apply. But there is a means of measuring—not estimating—temperature, which manufacturers of fine porcelain use, which should be of great value to steel workers in enabling them to ascertain with certainty just what the temperature in a furnace really is, instead of guessing at it. And here we may add what we should have given as fourthly above—that the eye grows tired and less sensitive to color; so that the same temperature will be estimated lower, after ten minutes' watching red or white hot metal or combustible.

The method to which we refer consists in the use of porcelain—or rather clay—cones of various melting or softening points; there are about sixty different grades, each stamped with a number corresponding to a definite temperature at which slumping down takes place. The range of temperature is between 590 degrees and 1,940 degrees C., or say 1,094 to 3,524 degrees F.

In order to find out which cones to use, where the right temperature is not known in degrees, the first test is made with several cones, and that one is chosen as the standard which at the desired temperature curls over and nearly or quite touches the floor of the furnace. It is best to use two cones of the proper number, one for the hottest and the other for the coolest part of the furnace; their curling over is to be watched through the usual peep-holes, preferably covered with mica. The cones should be protected from direct flame, just as much as the work-pieces are. A good way is to fence them around with two bricks on the side and one on top, the cone also standing on a brick. Another way is to use open-sided clayware hoods provided for the purpose, and which melt at a higher point than any of the cones. There are also small muffles which serve the same purpose, as well as capsules with lids; these latter, of course, must be drawn from the furnace in order to observe the cones.

Just why the cones now used are not marked with the melting temperatures instead of numbers ("022," "09," "29," etc.), "deponent saith not, not knowing"; perhaps some wire-gauge manufacturer can give the reason.—Scientific American.

Has your paint business been good the past year?
Would you be interested in a proposition that would bring you more trade and hold it for you?

Sherwin-Williams Paints and *Sherwin-Williams Methods of Selling* will do this for any merchant, anywhere. *Sherwin-Williams Products* bring success through their uniformly high quality and their world-wide reputation as the standard of excellence. *Sherwin-Williams Methods* bring success through the paint business they build up; through their splendid salesmanship; through their advertising force and their strong effect on present and future sales. With these, and the hearty co-operation of the dealer, *results* are assured. Better write us about our proposition *now*.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
Canadian Headquarters and Plant: 639 Centre Street, Montreal.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.
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WIRE NAILS
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Prompt Shipment
The ONTARIO TACK CO.
Limited,
HAMILTON, ONT.

Polished Steel Sheets

"DOMINION CROWN" brand, first quality, uniform dark blue finish, unexcelled in value.

A. C. LESLIE & CO.
MONTREAL.

HAND DRILLING MACHINES

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

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PARTICULARS AND PRICES

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LIMITED
DESERONTO, ONT.

Manufacturers of
CHARCOAL PIG IRON
BRAND "DESERONTO."

Especially adapted for Car Wheels, Malleable Castings, Boiler Tubes, Engine Cylinders, Hydraulic and other Machinery where great strength is required; Strong, High Silicon Iron, for Foundry Purposes.

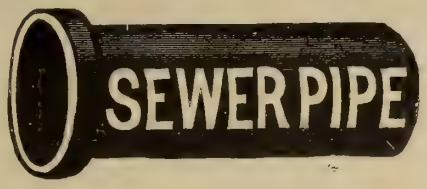
"MIDLAND"

BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
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Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

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Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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CANADA SMELTING CO.
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OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
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GET PRICES FOR
GILBERTSON'S
COMET
Brand
GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes. Every sheet bears the name "Gilbertson." That is a guarantee.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

PAINT, OIL AND BRUSH TRADES

PAINT TO PROTECT IRON.

There are many causes of the rusting of iron. It may be produced by atmospheric action alone, but in a majority of cases galvanism plays a large part in the destruction of the metal. Long experience has shown how rapidly iron nails employed in fastening sheets of lead and copper upon roofs are destroyed, the other, the electro-negative metal, remaining comparatively unaffected. The electrolyte, or exciting fluid, which by acting on the iron and not on the other metal or by acting more upon the former than upon the latter, causes the electric current, is either actual water from rain or snow or the water vapor always present in the atmosphere. The decomposition of the water causes the liberation of oxygen at the positive pole, which is the iron, and this nascent oxygen rapidly combines with the iron. Now, it is claimed that red lead is an excellent material for protecting iron from rust and electrical action. Unfortunately, however, red lead is more electro-negative to iron than either copper or lead. Hence, should moisture by any chance get between the red lead and the iron, the destruction by rust is more rapid than when iron is in contact with copper or lead. This electro chemical action is at the same time strengthened by the purely chemical action between the red lead and the carbonic acid always present in the air, an action which converts the red lead into ceruse, whereby an additional quantity of nascent oxygen is set free to rust the iron. It is also highly probable that the carbonic acid has an independent action upon the iron, thereby much facilitating its oxidation. It must not be forgotten that every porous place and still more every crack in the paint becomes sooner or later an entrance for water and carbonic acid. A good oil varnish is by far the best protection for iron, but it must, of course, be properly used. Not only must the iron be scrupulously, practically and chemically, clean and dry when the varnish is applied, but the covering must be without a flaw. Varnish will not adhere to greasy, rusty or wet iron, and the contraction of the varnish on drying will cause minute cracks at such places, and the iron-destroying gases will find their way through these cracks, and get between the iron and the non-adherent varnish. Again, the varnish must be thoroughly dry before the iron is exposed to the weather. —Plumbers' Review.

BRITISH OIL AND SHELLAC.

In reviewing the linseed oil markets the Ironmonger, London, Eng., in a recent issue said:

The price movement in linseed oil was persistently downward from the end of August until the middle of September, and the total decline amounted to 27s. 6d. per ton. A good part of this has been recovered during the last few days, and the market is only about 10s. down on the month. So far as can be seen, the actual position of linseed oil is sound, if not strong. The imports for the eight expired months of 1906 compare with former years as follows:

	qrs.
1902	1,491,166
1903	1,486,057
1904	2,070,617
1905	1,389,134
1906	1,092,800

It will be noted that the normal receipts for the eight months are from 1,400,000 to 1,500,000 qrs., 1904 being well known as an exceptional year. This year we are from 300,000 to 350,000 qrs. short of the normal, and the rate at which linseed is now arriving indicates that by December the arrivals will be about half a million quarters below the average, or, say, a shortage of 25 per cent.; the annual quantity considered requisite for the trade being about two million quarters. The failure is largely in Argentine seed. Since the beginning of the present century the market has been accustomed to look for from 750,000 to 900,000 qrs. each year from this source of supply. At present there are only 450,832 qrs. in hand, with possibly a further 100,000 to come in before the end of December. Indian supplies are also small this year. The statistical position as thus briefly reviewed would seem to justify dearer prices for linseed oil, which at the present moment stands at £2 per ton below cotton oil, and £11 per ton below rape oil.

The market for shellac has been steadier than usual. Like turpentine, this article seems disposed to settle down at a very high level of value. Throughout the month the spot price of standard T. N. has been quoted at 220s. It is not the highest price known during times of famine, but it is sufficiently near that limit to make consumers rather uncomfortable. The supplies coming forward are small, the figures for the first eight months of the year being as below:

	cwt.
1904	86,520
1905	60,183
1906	55,395

NO WONDER

there has been such an increase in ELASTILITE VARNISH sales. Nothing remarkable about it though when you consider the quality of the varnish at such a reasonable price.

In tins only from ½ pints to 1 gallons. For outside or inside. "Wears on the job, not off it."

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

STOCKS AT

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

WINNIPEG, MAN., c/o. MASON & HICKEY.

THE VERY BEST MATERIALS are used in our

Transparent Air-Drying Lacquers
Transparent Baking Lacquers

Add to that fact "skilled workmanship" and **you** will see why once ordered they are always ordered. **Your store** is incomplete without these goods. Our catalogue will give you the prices, colors and quantities. Send a postcard for it **at once.**

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

Why Jamieson's Floor Enamels Are Better

Floor *paints* are *generally* made of inferior pigments, on the argument that the floor will not be exposed to the sun. But only the *best ingredients* are to be found in

JAMIESON'S Floor Enamels

That is one reason why they

Look Brighter,
Wear Longer,
Cover More Surface,
Clean More Easily,
Cost Less in the End

Than Floor Paint

We can absolutely guarantee satisfaction to dealers and consumers, because we know that there is nothing but the best of material and workmanship employed in their manufacture.

Made in all desirable colors by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
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OILS

Raw Linseed
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Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

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Our diamonds were first on the market and still remain first with up-to-date improvements. We claim for them **Superiority over All Others** in **Quality** and **Workmanship.**
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The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

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WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

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MARX & RAWOLLE
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BLEACHED and ORANGE
Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**
Tel. Main 2661 P. O. Box 14. MONTREAL FOR QUOTATIONS

THE WAY A PAINT STANDS

"the ravages of time" is the point on which consumers want to be satisfied. You only need to tell them that the only white lead used in

"ANCHOR" LIQUID HOUSE PAINTS



TRADE MARK

is "Brandram's"

B. B. GENUINE

to settle this point.

What paint would be likely to stand more wear than the paint made with the white lead that has been the world's standard for nearly two centuries.



BRANDRAM-HENDERSON

LIMITED

Halifax, St. John, Montreal, Winnipeg,

CANADA

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Oct. 19, 1906.

In all lines a brisk demand is evidenced, and prices on the whole are firmer than at our last report. The only exception is window glass, which is a little lower than our last week's quotations.

It will be noticed that dry white zinc is ½c. higher than former prices. This line is very firm just now, and white lead is also strong in tone, though the quotations of the local jobbers and grinders have not actually advanced very recently.

Linseed oil remains fairly steady. No generally accepted price can really be given, but our quotations are a good average under present conditions.

Turpentine has scored another advance, a sharp jump of 5c. per gallon having been recorded this week. This price, however, is really not abnormal for the time of year, as the price at this time last year was 98c. in single barrels.

LINSEED OIL—The market remains firm and steady. We quote as follows: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE — Another jump has brought prices very close to last year's level. We quote: Single barrel, 95c. per gal.; two barrels or over, 94c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6.50 to $6.75; No. 1, $6.15 to $6.40; No. 2, $5.80 to $6.15; No. 3, $5.55 to $5.80, all f.o.b. Montreal.

DRY WHITE ZINC—An advance has taken place and we are quoting as follows: V.M. Red seal, 7½c. to 8c. Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—A great demand exists for this product. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—Conditions are unchanged and we still quote: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

GUM SHELLAC — Primary markets are constantly advancing, but Canadian jobbers quote the following prices: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH—Firm conditions continue, and there will no doubt be an advance before long. Meanwhile we quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20¼c. in barrels.

WINDOW GLASS—Prices have declined somewhat, and we are now quoting: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Oct. 19 1906.

Turpentine has been moved up another cent and is now firm at 95 cents, the highest price since the beginning of the year. Reports from the south also indicate increased firmness and if prices do not advance further they are likely to remain firm at present figures owing to the heavy call on Southern stocks for export to Europe. Linseed oil re-

A few more of our

TRADE MAGNETS and TRADE RETAINERS

The Martin-Senour Porch and Deck Paint
"Stands the Weather."

The Martin-Senour Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour Carriage Paint
It's "superfine," everything said.

The Martin-Senour Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT

100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited

"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)
THE WINNIPEG PAINT & GLASS CO., Limited WINNIPEG
THE MARITIME PAINT & VARNISH CO., Limited HALIFAX, N.S.

WINDOW GLASS

Large stocks well assorted now on hand, and fresh arrivals continually of our well known brands

Star
Diamond Star
Double Diamond Star

Also Enamelled, Colored, Rolled Plate, Figured Rolled, Cathedral, Muffled, Venetian, Mottled, etc., etc., etc.

Do you want our prices?

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Announcement

WE are asked by a firm who advertise extensively if we intend to adopt the new or Roosevelt style of spelling for our manufactures, such as

"Elefant" Wite Led
Grafite Bridg Paint
Carridg Varnish
Krome Green
Likwid Paint and
Yelo Okr

We beg to announce that we have no intention whatever of making any such change, and our labels will continue to read :

"Elephant" White Lead
Graphite Bridge Paint
Carriage Varnish
Chrome Green
Liquid Paint and
Yellow Ochre

THE CANADA PAINT COMPANY
LIMITED

mains at about the same position as it occupied a week ago.

White lead has not advanced any but it seems only a question of time before further increases are made. The shortage of stocks in Great Britain and Germany are being relieved by shipments from British Columbia. Last Fall there was very heavy buying owing to the announced imposition of an import duty and it is probable that this year will see a similar movement on account of the probable advances following the high prices for lead in the metal markets.

Heavy buying of paints, putty and glass is reported this week, the clear weather encouraging trade considerably. Fair orders for white lead are also being booked.

WHITE LEAD — Ex Toronto, pure white, $6.55 ; No. 1, $6.17½ ; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6 25; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 54c. ; 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c. Toronto, Hamilton, London and Guelph ; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 95c.; 2 to 4 barrels, 94c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.00 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic shee', 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75; barrels of bladdera $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—70c. to 80c. per gallon.

BRIDGE PAINTS—75c. to $1 per gallon.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote : Canadian prime white, 14c. ; water white, 16c. ; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote : Canadian, $1.32 ; Pennsylvania, $1.58 ; Ohio, 96c.

HIGHER PRICES FOR LEAD.

The importance of a fairly moderate value in lead pigments of all kinds but especially in white lead, is well recognized in the oil and color trades. Dear white lead means in too many instances bad paint, and bad paint means bad work, and bad work soon destroys the reputation of the best decorator, says the English Decorator's Review. The present upward movement in lead is thus of paramount interest to a large section of our readers. The general rise in the values of metals which, with some fluctuations, has really been in operation for about seven years, did not at first affect lead. During 1903, 1904, and a great part of 1905, lead ranged between £11 10s. and £13 per ton, while tin was at almost prohibitive prices. Spelter was dear, and copper was constantly advancing. The lead market began to feel the effect of dearer metals in the Autumn of 1905, and since then there has been a steady increase in the quotations until we have reached the comparatively high figure of £18 10s. per ton for Englis pig lead. Even this does not appear to be the end of the movement, the conditions being undoubtedly in favor of yet higher values, and the paint trade will do well to consider in time what is likely to happen when metallic lead is well over £20 per ton. The causes of the rise seem to be very similar in kind to those which have carried tin to such an inconvenient height, viz., a tendency to stoppage in the growth of supply; a natural increase in the world-demand caused by increase of population, and the abnormal activity of all industries in the United States. The drain of lead for America is acting on the lead market in Europe much as, during the past ten years, the drain of tin for the same place acted on the tin market. At present there seems no probability of a cessation of this drain and the new rule in commerce is that whenever America wants an article Europe is likely to go short of it.

The remedy, so far as the paint trade is concerned, would appear to be a concerted movement to put up the prices of all paints having a lead base, so that it may not be necessary to put down the quality. There is always a disposition to postpone this advance until considerable damage has been done to the reputation of paints, in the hope that the price of the lead base will soon go back. Just now there are good reasons for believing that the price will not soon recede, and if this be so, the earlier the conditions of the trade are realized the better for all concerned. The only true remedy for an advance in the cost of raw material is a corresponding advance in the price obtained for the manufactured article. Adulteration is no remedy.

We Deserve Your Order

If, quality of stock, quick-selling patterns, reputation for promptness and the desire to please you in

Wall Papers

gives any house a preference in your estimation, then we deserve your orders. Our lines this season are the most attractive we have offered. Take a good look at them when our salesman calls. It's hurry-up time for orders now.

Stauntons
Limited
Wall Paper Manufacturers
Toronto

Classical Metal Ceilings

ARE A NECESSITY IN EVERY STORE.

They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

WE WOULD LIKE YOU TO GET A COPY OF OUR BEAUTIFUL CATALOGUE.

Metal Shingle & Siding Co.

PRESTON, Ontario LIMITED

Buy Advertised Canadian Ammunition

¶ Don't make a mistake and stock imported shells and cartridges for you will have to work harder to sell them than **Dominion Ammunition**.

¶ **Dominion Shot Shells** and **Cartridges** are growing in Canadian favor by leaps and bounds, not alone because of our advertising, but for the very good reason that they are of dependable quality—the kind that brings new customers to your store, and the old ones back again.

¶ Mr. Jobber, 1907 will prove a record breaker for **Dominion Ammunition**. Be prepared for the demand.

Dominion Cartridge Company, Ltd.

4 Hospital Street, MONTREAL

Foreign Agencies:

UNITED STATES	AUSTRALIA	JAPAN	MEXICO
ENGLAND	NEW ZEALAND	ARGENTINE	BRAZIL

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed
Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Improvements amounting to $6,000 have been made to the Ham & Nott factory in Brantford.

It is rumored in Brantford that the Grand Trunk will remove its Stratford shops to that city.

Fire on Oct. 11 caused $40,000 damages to the Brantford Starch Co's factory. It will be rebuilt.

The Standard Gas Holder & Boiler Construction Co., of Belleville, Ont., have obtained a charter.

A new mica factory affording employment to 400 girls, will be established at the Chaudiere Falls, Ottawa.

The Tudhope Carriage Mfg. Co., of Orillia, have bought land in Edmonton on which to erect a branch factory.

H. F. Anderson & Co. wholesale implement dealers, of Winnipeg, are making arrangements to open a branch warehouse in Regina.

A wealthy syndicate is being formed in Victoria and Vancouver to build a brick factory and exploit marble and sandstone deposits in British Columbia.

Symmes & Co., Niagara Falls, have been awarded the contract for supplying natural gas to Chatham. The gas will be brought from the Tilbury fields.

The Russel Gas Co. have been incorporated with $5,000 capital, to manufacture gas for light, heat and power purpurposes in the village of Russel, Man.

The Central Heating Co., Hamilton, have amalgamated with the Dominion Heating Co. of the same city. The company will not be ready to do business this winter.

The main building of the Dorchester Stone & Brick Works, Beaumont, N.B., owned by F. C. Palmer and C. L. Hannington, was burned entailing a loss of $1,000.

The Ideal Fence Co. with a capital of $100,000 have been incorporated to manufacture woven wire fencing, wire goods, metal gates, etc. The head office will be in Winipeg.

Fire at Summerside, P.E.I., on Oct. 10 caused loss to the amount of $200,000, with insurance of $50,000. The electric light station and the railway sheds were among the buildings burned.

The Lac Du Bonnet power plant of the Winnipeg Electric Co. has been shut down for want of water and it is feared the plant will be a total failure. It was installed this Summer at a cost of $4,250,000.

The Manitoba Government has granted a charter to the Provincial Contracting Co. to carry on business as builders and contractors. The capital is $150,000, and Winnipeg is the chief place of business.

The Winnipeg & Northern Automobile Co. is incorporated under provincial charter, to carry on a general automobile business. The capital stock is placed at $20,000. Winnipeg will be the chief place of business.

The Saguenay Construction Co. have been incorporated by the Dominion Government to carry on a general contracting business, the head office to be in Montreal, and the capital of the company to be $20,000.

The first cargo of lumber to leave British Columbia ports for Valparaiso, owing to the recent earthquake in the South American port, is now being loaded in the British ship Curzon, at the Fraser River Saw Mills.

A meeting of shareholders has been called for Oct. 23 to consider the proposed amalgamation of the Robb Engineering Co., of Amherst, N.S., and the Robb, Mumford Boiler Co., of South Framingham, Mass. D. W. Robb is managing director of both concerns.

The Modern Bedstead Co. have been incorporated by the Ontario Government. The capital stock is $150,000, and the head office will be in Cornwall, Ont. The provisional directors are: C. H. Fletcher, C. H. Nutter, of Sherbrooke, Que.; R. J. Pitts; W. J. Wallace, P. E. Campbell and J. C. Milligan, of Sherbrooke.

Messrs. R. Arbuthnot and John C. Marvin, of Winnipeg, are now owners of the Nanaimo Lumber Co.'s plant at the coal city. The deal was put through this week, the purchase price being $125,000 and over. Mr. Arbuthnot, one of the purchasers, has large lumber interests in Manitoba, where he has a retail yard in Winnipeg.

The Canadian Primelectro Co. have been incorporated to purchase and operate the patent rights of Allan E. Reid, and to deal in general mechanical and electrical equipment, the capital of the company being $1,000,000, and the head office in Montreal. The directors are: Dr. A. Quackenbush, Ottawa; G. G. Roe, Ottawa; Wm. Robertson, Montreal; S. L. Tingley, Providence, R.I.; and B. L. Nowell, Montreal.

A soap works, a pipe works, and a glass works are the industries to be established in New Westminster very soon, according to report. The soap works is to be built by a capitalist from the east who visited the Coast during the recent exhibition. The pipe works is being founded by local men backed by foreign enterprise. The glass concern may be a reality very soon, as the deal for the property, including buildings already erected, may be completed at any moment.

The Ontario Wind Engine & Pump Co., Toronto are about to ship to Cairo,

Egypt, two 16ft. airmotor outfits complete with irrigation pumps. This order follows a large one shipped a few weeks ago. It is interesting to note that Canadians are pushing their wares even to the land of the Pharaoh. This company are also making a good exhibit in New Zealand, which will still tend to spread the virtue of Canadian goods. They also received lately an order for a 40ft. "Halladay" windmill (largest size made in wooden wheels) for shipment to Chili, South America, via England.

The Polson Iron Works, Toronto, are planning a large addition to their works. The proposed site is 132x660 feet. The new building is for casting purposes, and would mean the employment of 100 more men by the company.

The manufacture of tantalum, one of the hardest metals known, into sheets and bars is now, it is said, being practised in Germany by the squirting process, the material in its original powdered form being mixed with water and gum tragacanth, and then successfully forced into rods and shapes as desired.

The Canadian Pacific Railway Co. have placed an order for 2,000 additional freight cars, bringing the total number now under contract at the Angus shops up to 4,000. An order was issued at the same time for thirty-five additional locomotives, which goes to the Montreal Locomotive Works. The decision was also arrived at by the executive to increase the present locomotive output at the Angus shops from 100 to 150 engines per annum. This means that the company will turn out three finished locomotives per week instead of two as they have hitherto done. The total outlay on the new rolling stock equipment that will be delivered to the company and distributed over the system by July next year will be between $7,000,000 and $8,000,000.

BUILDING NOTES.

O. S. Pelitel will build a $40,000 hotel at Milestone, Sask.

The Monarch Lumber Co. are erecting a large saw mill at Savona, B.C.

The Miller Cartage Co., of Toronto, will erect two storage warehouses to cost about $4.000.

Wm. Neilson, will erect a factory and stable on Gladstone avenue, Toronto, to cost about $15,000.

J. D. Membery has taken out a permit for a brick addition to his factory at Hamilton, to cost $500.

The C.P.R. will erect a new building at Moose Jaw, Sask., to supply acetelyne gas for passenger coaches.

The contract for a four-room addition to Chesley avenue school, London, to cost $7,475, has been let.

Baldwin & Haining, Sault Ste. Marie, have been awarded the contract for the building of Steelton town hall, at $5,990.

Property has been secured, supposed-

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

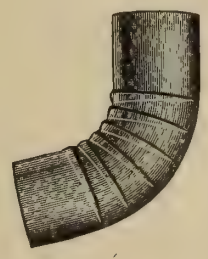
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Paroid Roofing Will Make Money for You

READ THIS:

Thousands of dealers all over Canada and the United States are making with Paroid one of their most profitable lines. If you are not selling Paroid it will pay you to get our proposition.

Why Paroid is the Best Ready Roofing Made

Paroid is the best quality of ready roofing made. Railroads, manufacturers and farmers all over Canada and the United States are using it in place of shingles, tin, iron and other kinds of roofings, because it lasts longer and costs less.

We make Paroid from start to finish —we make our felt—the most important part of the roofing, while other manufacturers buy their felt where they can get it cheapest. That's the principle reason why Paroid lasts longest. We could not stand back of Paroid if we did not make the felt.

Paroid is **soaked** and coated with a thicker, smoother, more pliable and durable coating than is on other ready roofings. Send for samples of Paroid and compare it with other kinds. You can see and feel the difference.

Paroid is applied with the **only** anti rust-proof cap made. It insures a tight roof. Other roofs often fail because the cap rusts out. Paroid will not crack and break in cold weather. It is adapted for all kinds of buildings and will outlast other ready roofings.

How We Help You

Our advertising plan has doubled the sales of our dealers this year. It helps to sell their other lines, too.

Send for our proposition and we will mail advertising matter and samples to every likely user of roofing in your town. It will not cost you a cent and can't help bringing you orders. We'll send you all the electrotypes and special things you can use. We'll write letters to prospective customers and send our salesman to help you land orders. Write, telegraph or telephone at our expense at any time.

The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

It won't cost you a cent to try out our proposition and we stand back of every roll of Paroid you sell.

Sign your name to a postal to-day and we'll send you full particulars and samples.

F. W. BIRD & SON

Makers

Factory and Office:

Hamilton, - Ontario

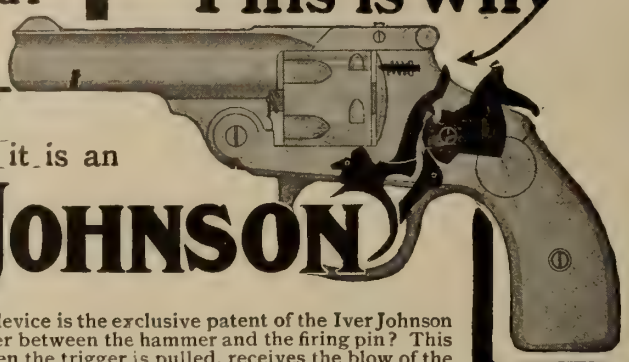
Established U.S.A., 1817.

Accidental Discharge Impossible—

True only if it is an

IVER JOHNSON

This is why



The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

ly for the Delaware & Hudson Railway, for the erection of a large hotel in Montreal.

The American Locomotive & Machine Co. at Longue Pointe, Que., are adding extensions to their works to cost about $175,000.

Work has commenced on the erection of a 3-storey private apartment house on St. Mark street, near Sherbrooke, Montreal, for Mrs. H. S. Phillips. The estimated cost is $40,000.

H. J. Gaine and Arthur Wheeler, jr., of the Canadian Mine & Smelter Supply Co., of Victoria, B.C., will erect a new factory for the manufacture of mining machinery at Victoria, B.C.

T. Berridge's tender of $17,575 for the enlargement of Rosedale Public School, Toronto, has been accepted. The first part of Riverdale High School will also be built, at a cost of $57,473.

The contract price for the new Methodist church at Souris, Man., is $16,000. The Souris Construction Co. will be the builders. Heating, lighting and seating, which are not included in their contract will amount to an additional $4,000.

Ald. J. L. Latimer, Winnipeg, will re-receive tenders up to Oct. 16 for the erection of concrete piers and abutments for a steel bridge over the Red River at Winnipeg. Also tenders for steel superstructure, to be in by November 20.

NEW LEAD WORKS UNDER WAY.

Work was begun last week on the excavation for the new lead corroding plant of Brandram-Henderson, at St. Louis, Montreal. The work will be pushed on as rapidly as possible, and it is hoped by the firm that building operations will be continued throughout the Winter.

The site on which the new structures will be erected is on St. Urbain street, near the Mile End station of the C.P.R., and extends for 1,000 feet along that company's right of way. In all, the property contains an area of 153,000 square feet. Arrangements have been completed for building, besides the lead factory, a dry color house, which will probably be under way this Fall, a paint factory, which will be constructed next Spring, and a power house, where electric energy will be generated to run the entire plant.

The lead factory, which will be the first building to be constructed, will be a one-storey structure 340 feet long by 145 feet wide. At one end of the building, where the lead stacks are to be placed, the building will be two storeys in height. The dry color factory and paint factory, when erected, will replace the present crowded Wellington street factory of Brandram-Henderson (formerly Henderson & Potts Co.) With the increased manufacturing and shipping facilities which will then be afforded, Brandram-Henderson expect to still further boost the sales of "English" and "Anchor" paints.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

ARTICLES FOR SALE.

CORNICE brake and a number of other tinsmith's tools in first-class condition for sale cheap Chesney & Smiley, Seaforth, Ont.

ARTICLES WANTED.

WANTED—Tinsmith's outfit, second-hand, must be in good condition. The Sussex Mfg. Co., Sussex, N.B.

SITUATIONS VACANT

WANTED hardware traveler for Montreal hardware importing house, dealing chiefly in German hardware and cutlery. Good advancement for a capable and energetic man. All communications treated confidentially. Box 562, HARDWARE AND METAL. (42)

FURNACE MEN WANTED—Highest wages are offered to competent furnace men in the largest cities in the west; also splendid openings for mechanics with a general knowledge of steam fitting and furnace work. Apply to The Pease-Waldon Co., Limited, Winnipeg, Man.

TINSMITH WANTED—To go west; must be first class; good on furnaces. Steady man. Highest wages and steady job to right man. Box 555, HARDWARE AND METAL, Toronto. [41]

SITUATIONS WANTED

SPECIALTY traveller, good salesman. 385 Markham St., Toronto.

EXPERIENCED plumber wishes situation in Alberta or British Columbia, knowledge of hot air heating. Box 559 HARDWARE AND METAL.

PRACTICAL all round stove man wishes position as superintendent or foreman of mounting or pattern shops. New industry preferred. Thoroughly competent and up-to-date. Box 561, HARDWARE AND METAL, Toronto. (41)

FOR SALE IN SASKATCHEWAN.

THE only retail hardware in hustling new town, main line C.P.R., rich district just developing; ideal location for home and enlarging business. Big turnover; $5,000 will handle; good reasons for selling. Box 8, Morilach, Saskatchewan.

TO MANUFACTURERS

desirous of selling direct to retail trade in Manitoba, Saskatchewan and Alberta an opportunity is afforded by the advertiser who is a practical hardware man and will personally call on the trade. Correspondence solicited. Address W. J. B. care P.O. Box 1233, Winnipeg, Manitoba. [43]

SMALL COST QUICK RETURNS

HARDWARE & METAL "Want Ads."

The Acme of Perfection

in Cement Blocks is only attained by using

"LAFARGE"

(Non-Staining) Portland Cement

LEHIGH
Best Grade American

KEENE'S
Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

F.HYDE & CO.
31 WELLINGTON ST.
MONTREAL



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West

EVER SEE BETTER?

WE THINK NOT

It's pretty hard to get sidings as good as ours. Our Dies are all specially modeled and the plates they produce are sharp and bold in design.

They fit perfectly, too, and are, therefore, warmer and more quickly laid.

All patterns and weights.

Send us a trial order.

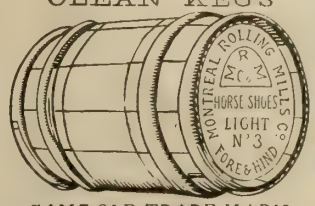


The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary

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CLEAN KEGS



SAME OLD TRADE MARK.

RETURNED
Oct/26/06
to Montreal office
Cut Book No. 56.
Page No. 72
a.a.w.

HORSE SHOES

It's not good policy to buy cheap Horse Shoes simply because they are cheap, as they are often found to be inferior in quality and shape, and may be the means of driving your customers from you.

"M.R.M." HORSE SHOES

may not be as cheap as some other brands, but they are the shoes that are asked for by farriers all over the country, as they have the reputation of being made from the best of material, being correctly shaped, neatly creased, cleanly punched, and having a smooth and uniform appearance.

SPECIFY "M.R.M." WHEN NEXT ORDERING

THE MONTREAL ROLLING MILLS CO.

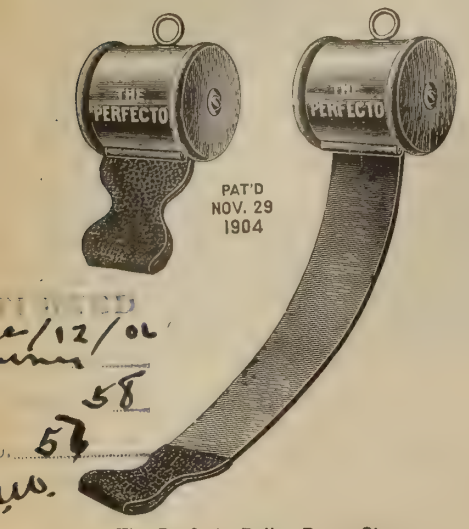
The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipment.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

THE PERFECTO ROLLER RAZOR STROP.

The accompanying cuts represent an automatic roller razor strop, open and closed, put on the market by the Perfecto Mfg. Co., Towanda, Pa. The substantial case is of polished wood and enameled steel. The leather is especially tanned for the manufacturer by

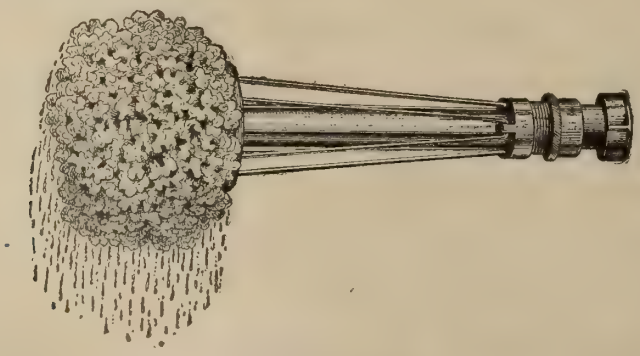


The Perfecto Roller Razor Strop.

insure a high class strop of superior sharpening qualities. The case prevents dust and dirt settling on the leather, keeps the leather from becoming dry and makes the strop convenient for use at home and when traveling. Each strop is packed in a paper box; six boxes in a carton. 24 cartons or one gross strops in a case, weighing 60 lbs. The retail price is 50 cents.

HANDY VEHICLE WASHER.

The Ardrey Vehicle Washer, shown in the accompanying cut, consists of a spraying nozzle which may be attached to any ordinary hose, and the sponge-holder which holds the sponge in place



Handy Vehicle Washer.

before the spraying nozzle. It is made of solid brass and is built in such a way that it will last for years. The sponge is securely held in place by the prongs which are drawn down after the sponge is inserted, by screwing the nut

W. J. Mackay, hardware merchant, of Midale, Ont., will erect a two-storey store building.

EDUCATION AND BUSINESS.

Education is the foundation of civilized society. It has well been called "the cornerstone of our republic." Education, which was in the beginning confined to a favored class, is now open to all, and the man who neglects the educational opportunities of his age puts himself out of the running in life's race. The need of education is not confined to the so-called "learned professions," it is equally important in trade, in commerce, in business, in manual labor. The man who day after day works with his hands, runs a machine, keeps books, sells over a counter, works in the bank, or manages a great business corporation becomes a mere drudge, a mere slave to work alone, unless he has by education had his mind opened wide to the thoughts and work of other men.

We must not forget the misery that the greed for gold has brought upon men and nations. The stupendous growth of our country during the last 25 years, the enormous increase of great fortunes in the hands of a few, started the fever of speculation among our people. Men have been crazy to grow rich over night. They have tried, like the seekers for the philosopher's stone of old, to make something from nothing. The result of all this has been the development of what may be termed a "commercial conscience"—a conscience that has chosen a different standard for business than for any other work of life; a conscience that has thrown aside all ideals other than the single one of money; a conscience that has sneered at old-fashioned, common honesty in trade; a conscience that has called trickery ability; a conscience teaching that all things—that all men—have their price, can be bought.

It is under the corporate form that most of the industrial evil of to-day has been done. The individual has hidden behind the corporation. The old-fashioned individual responsibility has been shifted to the responsibility of the corporation, which knows no individual. This law of personal responsibility is in great measure responsible for the growth of what I have referred to as "commercial conscience." Under the form of a corporation men have been willing to do, or cause to be done, that which they would not do as individuals. Behind the corporate form they have been able to conceal the evidence and record of acts for which, as individuals, they would have been, and should now be condemned. Through the corporation the control of great interests by the ownership of 51 per cent. of the stock has made men forget the minority stockholder and fail to realize that the directors of corporations are trustees for every stockholder, not merely for 51 per cent. of the stockholders.

Publicity in the affairs of corporations is resulting in accurate knowledge of conditions and has opened the way to great improvements. If men know that their business acts cannot be hidden from their associates they will see to it that nothing unfair, nothing dishonest be done. The leaders of business are not insensible to public opinion. A director of a bank would not use bank funds for personal gain if his act would be immediately known to the depositor. The railroad manager would not give rebates if he were unable to conceal them The manufacturer would not use unfair methods to destroy a competitor's trade, nor deceive the public as to the quantity and quality of his product if his actions would be known to the public.

One of the newer questions in business is the difference between fair and unfair competition. None more need the guide of high ideals. We demand free competition, but competition inevitably means greater success to some than to others. The man without ideals, he who says business is business, adopts as his rule of conduct, "anything to win," uses every means not legally prohibited to destroy his competitors, and, little by little, as the pinch comes, tries by trickery to evade the law, and finally, if he thinks himself big enough and strong enough, ignores the law. Such men deny that fair competition is possible. They represent the idea that "might makes right."

The game of football is a good example of the rough and tumble of business life. The man who plays for the ball, and in so doing outruns, knocks down, and perhaps injures an opponent, with the hope of thereby getting the ball, he plays an unfair game, and ought to be put off the field. So in business, a man should give the best that's in him to honestly and lawfully make his business succeed, but he should not make the injury or destruction of a competitor the object of his endeavor.

The demand for steel wire rods is quite active just now and the rod mill of the Dominion Iron & Steel Co. is kept busy supplying orders. It is probable that in order to meet the demands of the trade the mill will have to be placed on double shift.

The quantity of rods consumed in Canada this year is practically the same as last year. The Dominion Iron & Steel Co. last year supplied 54 per cent. of the Canadian market while this year it has supplied about 72 per cent.

SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

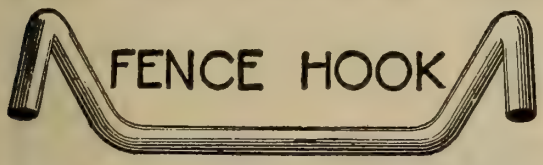
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GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



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Largest Variety, Toilet, Hand, Electric Power

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A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap, easily applied,** and of **uniform** and **durable quality.** Its sales are constantly increasing.

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GEORGE PHILLIPS & CO.

MANUFACTURERS OF

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We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

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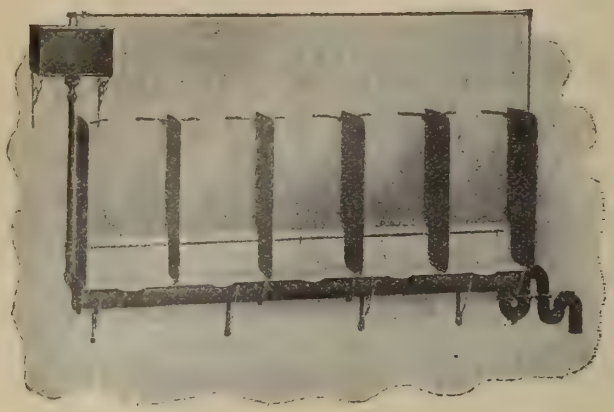


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We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

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GAS AND ELECTRIC FIXTURES

The Jas. Morrison Brass Mfg Co. Toronto, Ont. Limited.

RETURNED OCT 26/06 to Dunn. Cut Book No. 56 Page No. 279

PLUMBING AND STEAMFITTING

HOT AIR HEATING FADS AND FALLACIES

Address delivered by R. S. Thompson, before the American Society of Heating and Ventilating Engineers, Chicago, Ill.

That I may not seem to claim all wisdom in this matter, I ask you to interpolate the words "it is my opinion" before each of my statements. These are my "opinions" based on study, observation and experience. Some of them will probably commend themselves to your judgment. Some may be fads of my own. Some may themselves be fallacies. I believe they are all worthy of your consideration and discussion.

It is a fallacy to suppose that a set of rules can be formulated by the observance of which any man can heat any building. In no two buildings will exactly the same conditions be found. Each building is a proposition to itself. Without an intelligent comprehension of the principles involved, an ability to closely examine conditions, ascertain causes, reason from effect to cause and from cause to remedy, a set of rules may be more of a hindrance than a help. There is no profession in which "a little learning" is more often "a dangerous thing."

Cold Feet Cured in Church.

Something over a year ago I was called to examine a large church, the heating of which had been a perplexing problem for more than a generation. The auditorium was always cold for at least two or three feet above the floor. I noticed that even when the church had been long heated there seemed to be downward currents of cold air.

There was unanimity of opinion that something must be done to draw the cold air off the floor. One party had suggested putting in an electric fan and pumping it out. At one time the plan had been tried of cutting off the bottoms of the doors into the vestibule and leaving open the door from the vestibule into the tower. The draft of the tower had caused a strong outward flow of cold air under the doors, but the congregation complained so bitterly of cold feet that the plan was abandoned.

After learning all I could about the plans which had failed, I proceeded to diagnose the case. I had all three furnaces fired to the limit for three hours, and then sought carefully for evidences of "back pressure." I found none. Instead I found at the bottom of every door and window a strong inward current of air. That explained the situation. The building was leaking at the top—leaking so badly that all the air the furnaces could supply was best lost by leakage, and more was being drawn in from outside, which, being cold, of course, settled on the floor. Had I followed the rule "draw the cold air off the floor" (which is the correct rule when a room is "air-bound" and there is "back pressure" on the furnaces), I would simply have drawn in more cold air to settle on the floor. This explained the failure of the plan to use the tower as a pump. This explained the downward currents of cold air.

As the leaks could not be stopped, the only remedy was to pour in hot air faster than it could leak out at the top, and so "push" the cold air off the floor.

I examined the furnaces and found that when working up to the limit the three could deliver about 1,400 cubic feet of air per minute. I took out two of them and put in two others with a combined capacity of 4,000 cubic feet per minute, putting in larger pipes to allow this larger flow. With these two going I again examined the building and found air flowing out gently under all the outer doors, but not enough "back pressure" to interfere with the operation of the furnaces. The congregation have not had cold feet since.

It is a fallacy to suppose that you can determine the amount of heat needed for a room or building by ascertaining its cubical contents.

Wall Surface Most Important.

Heat once put into a building would remain there forever, and a building once heated would require no further heat to maintain the temperature were it not for leakage of hot air out and leakage of cold air in and conduction of heat through the walls. But leakage and conduction both depend entirely on wall surface and not at all on cubic contents, so that wall surface is the only thing to be considered.

I have adopted a rough and ready rule which works well in most cases with the average house but which, like all other rules, must be used with common sense.

"Divide the number of square feet exposed wall surface by two. The product is the number of cubic feet of air at 140 degrees that will be required per minute to maintain a temperature of 70 degrees with the outside temperature at zero."

Of course, it is up to the engineer to determine how many cubic feet of air at 140 degrees any given furnace can supply, and how many cubic feet per minute each pipe can deliver. Rough and ready rules will not do in this estimate; an 8-inch pipe will deliver more air under some conditions than a 12-inch pipe will deliver under other conditions.

It is a fad to cover hot-air pipes with a thin sheet of asbestos paper, in order to "keep in the heat." The rough surface of the paper is a better radiator than the bright surface of tin or galvanized iron, and this more than balances the slight gain from the non-conducting power of the sheet of paper. Being spongy, it retains moisture and rots the pipes. The only good purpose I have ever known it to serve is to hide bad joints and botch work. If you must use asbestos, put on half an inch.

Fads and Fallacies Exposed.

It is a fad to set the furnace under the northwest corner of the house with the idea that the air will travel through the pipes more readily in the direction the wind is blowing. Set the furnace where you can reach all the rooms with the shortest pipes and the fewest angles.

It is a fallacy to suppose that you must put a register in the coldest part of the room in order to heat it. It is no warmer six inches away from the current of air that flows from a register than in any other part of a room. The air issuing from a register goes directly to the top of the room, and all heating with hot air is from above downward, no matter where the registers are placed. I should like to try the experiment of heating a house with all the registers in the ceilings. It would at least be a novelty, and I believe would have many advantages.

It is a fallacy to put a register near an outside door or window in order that the wind which blows in through the cracks may drive the hot air over to the back of the room. If the furnace is working properly there will be an outflow instead of an inflow of air around doors and windows. If the hot air enters near these leaks it will flow out through them and the cold air will be pocketed in the back part of the room. Put your register as far away from the outlet as you can and the hot air in making its way to the outlet will force the cold air out first.

Furnace Contracts.

It is a fallacy for a man to suppose that he can wait till his house is nearly finished before he places his furnace contract and then get good results.

The furnace contract should be let before the excavation for the foundation is begun. As soon as the contract is let the engineer should take the blue prints or tracings of them and lay off on them the entire plan. The location of the furnace, the smoke pipe, the leader pipes from furnace to first-floor register boxes and stack and register should be given. Then these plans should be gone over with the owner to see that the location of the registers does not interfere with his plans for arrangement

of furniture. This settled, copies of these plans should be given to the building contractor with instructions that as the building progresses openings for pipes are to be left as shown on plans, and that plumbers, electricians and other contractors are not to use these openings nor obstruct the access thereto.

The first clause in the furnace contract should provide that the building contractor is to observe the specifications and plans of the heating engineer the same as he does the specifications and plans of the architect.

It is a fallacy for a man to suppose he can give the building contractor the contract for putting in the wall stacks and registers, and then at any time have a "furnaceman" put in a furnace that will heat the house. When I am called on to put a furnace in a house where the pipes were put in by the building contractor I always agree to guarantee those rooms with which I make connections, but tell the party he must go to his building contractor for a guarantee on the rooms for which he put in the pipes.

Architect's Plans.

It is a fallacy to suppose that you can put in a furnace on plans provided by the average architect and afford to guarantee the job. The shoemaker should stick to his last and the architect should stick to his architecture. Not one architect in a hundred has a thorough theoretical knowledge of heating and ventilation, and probably less than one in a thousand has any practical knowledge on the subject. Both theoretical and practical knowledge are needed to secure a successful job. When I am brought a plan on which the architect has laid out the heating work, and asked to follow his plans and specifications, I tell the party that he must go to the architect for a guarantee on the results of the architect's work.

It is a fallacy for a man to suppose that he can have his architect advertise for bids on a heating plant and let the contract to the lowest bidder and have a properly heated house.

Where this is done the man who gets the contract is the one who has based his estimate on the smallest furnace, the smallest pipes, the cheapest material and the poorest job.

When a test is made he sends an expert fireman, who stands over the furnace with a poker and makes it come near enough to fulfilling the guarantee that the purchaser thinks it better to pay than have a lawsuit.

And from that time on the purchaser has troubles of his own. And he tells all his friends and neighbors that if they ever build they should put in steam or hot water. Hot air is a failure; he knows, for he has a hot air furnace in his own house.

It is a fallacy to suppose that any old pipe of any old size put together in any old way will carry hot air. The force that carries hot air through a pipe is not sufficient to overcome any considerable resistance. Every care should be taken to reduce friction to the lowest point, to avoid eddies and prevent rebound from having the air strike a surface at right angles to its course. When the pipe is long greater size must be given to make up for the lower velocity. Two 45-degree angles are better than one 90-degree elbow, especially if at a considerable distance apart. In the language of Gladstone, modified to fit the case, it is the province of the heating engineer to make it as easy as possible for the air to pass through the pipes and as difficult as possible for it to refuse to do so.

Open Windows Not Necessary.

It is a fad for people in furnace-heated houses to open windows in order to get fresh air. People have an idea that air is not pure unless it is cold, and that unless they can feel a cold draft on the back of their necks they are not getting ventilation. I once overheard a lady remark in church:

"No, I don't think the church is too warm, but there is not a window open, and we shall die for want of air."

And I knew that at that very minute the furnaces were pumping in over three thousand cubic feet a minute of fresh air from out of doors.

These people remind me of the traveler who when stopping at a hotel woke up nearly suffocated, but slept sweetly till morning after he had broken a window—into a bookcase—in order to get fresh air.

A house heated by hot air needs no ventilation but what the furnace gives it. If the house is too warm cut down the fire.

It is a fad to talk about furnace heat as a "dry heat." Heat not being a substance is never either wet or dry. Air when heated becomes "drier," that is, its capacity to absorb moisture is increased. But it is the heating of the air that makes it drier and not the method by which it is heated. It makes no difference in this respect whether the air is heated by contact with the iron in a furnace, or the iron in a radiator, or the iron of a stove.

If people want moist air make provision for moistening it, but I always wonder why the wise physicians who talk about the injury to the lungs from the "dry air of furnace-heated houses" send their patients with lung trouble to recover in "the pure dry air of Colorado and Arizona."

Differences of Furnaces.

It is a fallacy to suppose that if a furnace heats a house it is necessarily a good furnace, and if it does not it is necessarily a bad furnace. Given two furnaces which can each deliver at the casing top the same number of cubic feet of air per minute, at the same temperature, one may be a good furnace and the other a bad one, but one will heat a house as well as the other. They may differ in fuel consumption, in cleanliness, in ease of management, in durability and in many other points, but in the ability to heat the house there will be no difference.

A furnace is a machine for the manufacture of hot air. That is all it is made to do. The problem of manufacturing this hot air with the least expenditure of fuel, the problem of producing a machine for the manufacture of hot air which shall be cleanly, easy of management and durable are problems for the furnace manufacturer. But the problem of getting this hot air equally distributed through the various rooms of a house, and so properly heating the house, is a problem that rests solely with the heating and ventilating engineer. Given a furnace, good or bad, which can produce the requisite quantity of hot air at the requisite temperature and the proper heating of the house depends wholly on the hot air pipes and ventilating arrangements.

The poorest furnace ever built, if large enough to furnish the requisite quantity of hot air, will heat any house if the engineering work is properly done.

The best furnace ever built will not heat two rooms if the engineering work has not been properly done. It is the proposition of the man behind the gun.

(To be continued).

ADVERTISING ARGUMENTS.

A great many people, when reading a book, will skip the introduction and the first few chapters, in order to start in where the book "tells something."

They may not start with a very clear idea of all the characters and scenes, but they can readily catch the thread of the story, and read it for its incidents and excitement, rather than because of methodical educational inclinations.

People are much the same, perhaps more so, when reading ads. They read them to learn what you have, and what it is for, and what it costs. They don't want too much apology for the quotation of low prices. They want to know the prices. They won't read long-winded introductions that tell nothing.

"Horn blowing" that is neither instructive nor interesting, fills a great deal of valuable space in our newspapers and seldom, if ever, does any good. The best ads are those that tell the most in the fewest words. I do not mean that you should not tell a good deal, if you have a good deal to tell.

While short, concise ads are always preferable, there are instances where ads would be worth five times as much for being five times as long. People will read a novel that makes a thick volume, if they are interested and entertained, while they will throw aside a short story, when half read, if it is not to their liking.

Some of the patent medicine concerns have prospered wonderfully by the use of "readers" that are a half column or two or three columns long. But they make interesting stories out of their patent medicine talk. They use lots of space because they have lots to say.

One should say enough to bring out a point—an argument. One should not buy a certain space in a paper and then set about to write an ad that will fill it. You should write a clear, logical ad that you think will sell your goods, and then you should buy enough space to put the ad in attractive shape.

Advertising is a complex proposition all the way through, and must be considered accordingly. The moment you begin to establish set rules as to space, and matter, and style, and various other things, you are in danger of getting into an unprofitable and degenerating rut.

Rules are, often, all right, but they must be watched. They need frequent alterations. Alter them, if they do.

The things to say in an ad are the things you say to a customer in your store. Write just about as you would talk. Every now and then a customer comes into a hardware store and asks some questions about certain goods. You answer. He asks another question. You answer. He asks a third question. You answer. Quite a dialogue ensues. You convince him of something. This happens in every store, every little while. Just sit down after an incident of this kind and put the conversation on paper as it was spoken. Use it for your next ad. If it convinces one man, it would convince many more, if published.

On an occasion of this kind you use the very best arguments you know how to use, and you express yourself in plain words that any ordinary person can understand.

That is exactly what you should do in every ad. High-sounding words won't sell goods. It is the argument — the plain, simple, straightforward statement of facts that induces people to buy.

And don't imagine that because your ad is simple that people will take you to be simple and not very literary. They don't care what you are. They don't think about your literary tastes or ability when they read your ad. They are interested only in the thing you are advertising, its description, its price. — Trade.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 19, 1906.

As we predicted in our market report last week, and as all followers of the metal markets of late could not fail to see, lead pipe has been advanced, the present discount being 5 per cent.

Furthermore, the local rolling mills have issued new discounts on iron pipe, and a new list is also expected to be published shortly. These advances are caused by the abnormal conditions prevailing in primary markets. Pig lead has gone up to a price hitherto unheard of in the history of the metal, and stocks are very light on the local market. The pig iron situation is even worse, as it is now practically impossible to secure deliveries before the close of navigation. From this it will be seen that the pipe situation is not likely to be relieved for some time to come.

General business is excellent and all the local supply houses expect to be working full blast from now until the close of navigation.

RANGE BOILERS—A good trade is being done. We quote: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—Owing to tremendous advances in the primary markets, the discount has again been revised to show an advance in price. We quote as follows: 5 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS — A big demand is shown and we are quoting: Discounts on nipples, ¼ in. to 3 in., 75 per cent.; 3½ in. to 6 in., 72½ per cent.; couplings, ½ in. to 2 in., 55 per cent.

IRON PIPE—We are this week giving slightly revised discounts in certain sizes, and generally advanced prices are looked for. At present we quote: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 62 per cent.; 3-8 looked for. At present we quote: inch, 62 per cent.; 1-2 inch, 71 per cent.; 3-4 inch and upwards, 73 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 per cent.; 3-4 inch, and upwards, 63 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 $36; 2 inches, $50. The discount for inch, $22; 1 1-4 inches, $30; 1 1-2 inches, black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — We are quoting as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—There has been no change in the quotations of either tin or lead this week, so that solder prices remain stationary. We continue to quote: Bar solder, half-and-half, guaranteed, 25c.; No. 2, wiping solder, 22c.

ENAMELWARE — Prices remain as last week: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65, special $18.65; plate E11 and E21, 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, October 19, 1906

New lists on iron pipe, cast and malleable fittings are given below, advances being made in a majority of the lines. Soil pipe remains unchanged, but lead waste has been moved up to 5 off and traps and bends are being quoted at 50 per cent., an advance from 50 and 10 off.

Brass goods are to advance as reported a week ago, but the new list is not ready for publication as yet. In the meantime all prices are withdrawn and some supply houses are working on old lists.

Solder is also very firm and some houses are quoting as high as 25 and 27c.

Demand for plumbing supplies is very lively, much roughing in being done on new buildings, while the call for fixtures for finishing contracts keeps the supply houses busy and prevents manufacturers catching up with back orders. In heating goods, also, everything is on the rush, the scarcity of iron pipe making it difficult to complete jobs in contract time.

LEAD PIPE — The discount on lead pipe is now five per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 5½c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The new list shows a slight advance, one-inch black pipe being quoted at $4.45, and one-inch galvanized at $6.10. Full list in current market quotations.

IRON PIPE FITTINGS — New lists show advances of about 5 per cent. on both malleable and cast. The new figures are as follows: Cast iron elbows, tees, crosses, etc., 62½ per cent.; cast iron plugs and bushings, 62½ per cent.; flange unions, 62½ per cent.; nipples, 70 and 10 per cent.; iron cocks, 60 per cent.; Canadian malleable, 30 per cent.; malleable unions, 65 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain or nickel-plated, 65 per cent.; cast iron floor, 75 per cent.; hook-plates, 62½ per cent.; expansion plates, 67½ per cent.; headers of branch tees, 62½ per cent.; ring hangers, black, 75 per cent.; galvanized, 65 per cent., standard list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. The discount on copper and range boilers continues at 15 per cent.

RADIATORS — Prices are the same. We quote: Hot water, 50 and 2½ per cent.; steam, 50 and 5 per cent.; wall radiators, 50 per cent.

SOLDER — Quotations remain very firm as follows: Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE—We quote as follows: Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special, $19.65; plate E11, 5 ft., first quality, $20.15, special, $19.15. Lavatories, first quality, 30 to 30 and 5 off; special, 30 and 10 to 40 per cent. discount. Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

FIVE DOLLARS EASY MONEY

Can be earned by sending us a practical answer to the following question:

In your judgement is it essential that every closet connection to soil pipe stack should be provided with a Breaksyphon?

If not, illustrate by a rough sketch the conditions which would render unnecessary the use of a Breaksyphon, and give the reasons why it would not be required.

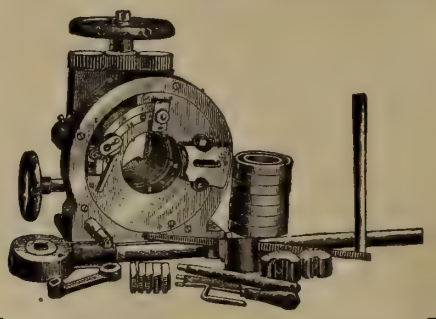
For the best answer received we will send a cheque for $5.00 and to every one sending a satisfactory reply for publication we will give a year's subscription to Hardware and Metal. Send in a reply next week and answer the question as fully as possible.

Plumbing and Steamfitting Department

HARDWARE & METAL

Montreal Toronto Winnipeg

A Certain Sense of Satisfaction



Goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada



Time and Trouble Saved

by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong Stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe-fitters. Write for catalog and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St.,
Bridgeport. Conn.

HAND GROUND

TWO COCKS FREE



TWO COCKS FREE

For every one sent you defective

HOW'S THAT FOR A GUARANTEE?

Glauber Brass Mfg. Co.
CLEVELAND, O.

Orlando Vickery is a manufacturer's agent who stocks up the best in Enamelware, Baths, Lavatories, Sinks, Closets, Brass Goods, Plumber's Supplies, Stoves, Furnaces, Hot Water Boilers, Radiators and all Heating goods.

His prices can't be found fault with, same with his shipments.

Send your orders to him.

ORLANDO VICKERY
178-180 Victoria Street TORONTO, CANADA

Plumbers and Steamfitters
tell your wholesaler you want
Diamond Brand Fittings
because they are free from sandholes, have perfect threads, smooth finish and are made from first-class material.



OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

Forwell Foundry Co.
BERLIN, ONT.

Manufacturers of
SOIL PIPE, FITTINGS, and CAST IRON SINKS
Ask Jobbers for "F. F. CO." Brand

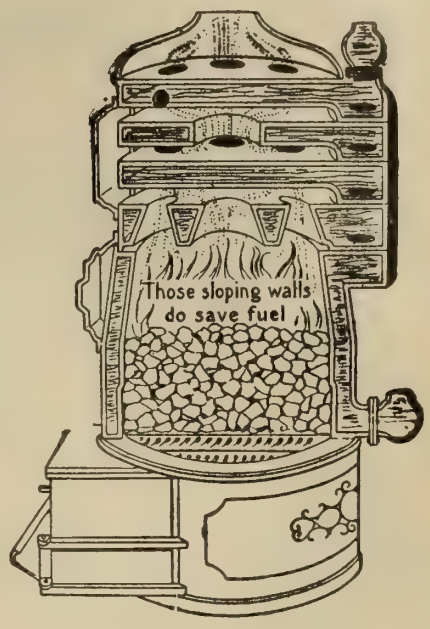
—and even your pay roll will know you sell an Oxford

Five sizes of the Oxford Boiler come to you, with all the sections assembled, ready to instal. On the other five sizes, you need have only one joint to make,—and that takes about a quarter the time you spend assembling another boiler.

You save, too, when you push the Oxford—because you can get any of the ten sizes (guaranteed ratings from 280 to 3,500 feet (from the nearest Gurney warehouse, quickly. That saves you freight money, saves you bother, and saves you time,—which often means a profitable job or the loss of one.

Incidentally, when you push the Oxford you push the boiler that has twelve full-saving and trade-getting improvements,—and most profit in it for the dealer.

It really seems worth asking questions about, doesn't it? To-day is the best day to do the asking.



The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

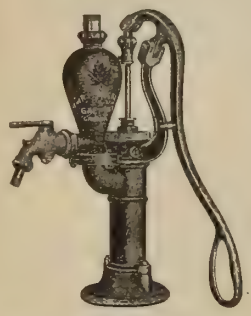
181

DOMINION WIRE MANUFACTURING CO., LTD. MONTREAL

WIRE
WIRE NAILS
SCREWS
STAPLES
JACK CHAIN
BRIGHT WIRE GOODS
SPRING COTTERS
STEEL WIRE BARREL HOOPS

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA

THE DAISY



Boilers are built according to the requirements of the most correct and scientific principles. The circulation is positive and rapid. There is more grate and fire surface than seems necessary to carry the listed ratings.

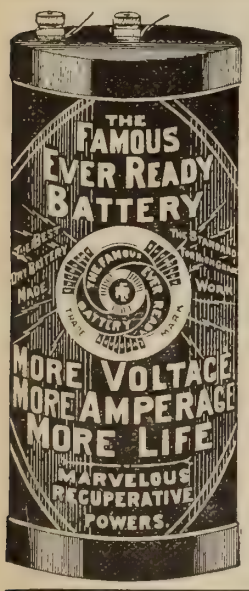
But it is just such business practice that has made the DAISY the most popular boiler in Canada, and has created a greater demand than all other makes combined.

CLUFF BROTHERS

Selling Agents for

Warden King & Son, Limited

Lombard Street, TORONTO



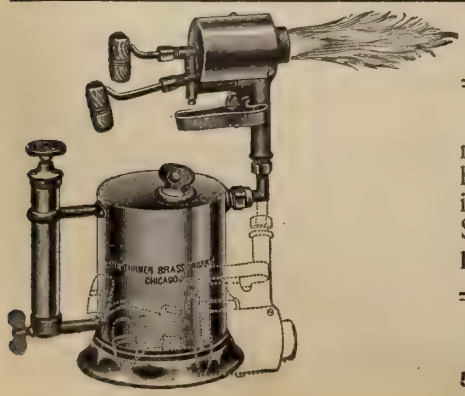
The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.



HOTTEST ON EARTH

A sample order will convince the most skeptical. Will do more work in half the time than any other torch. Satisfaction guaranteed or money refunded. Sold by all leading jobbers at factory prices. **$6.50 Net.**

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - CHICAGO, U.S.A.



Kerr's "Copper-Alloy" Disc

GLOBE VALVES

are superior to any other disc valves on the market for high steam.

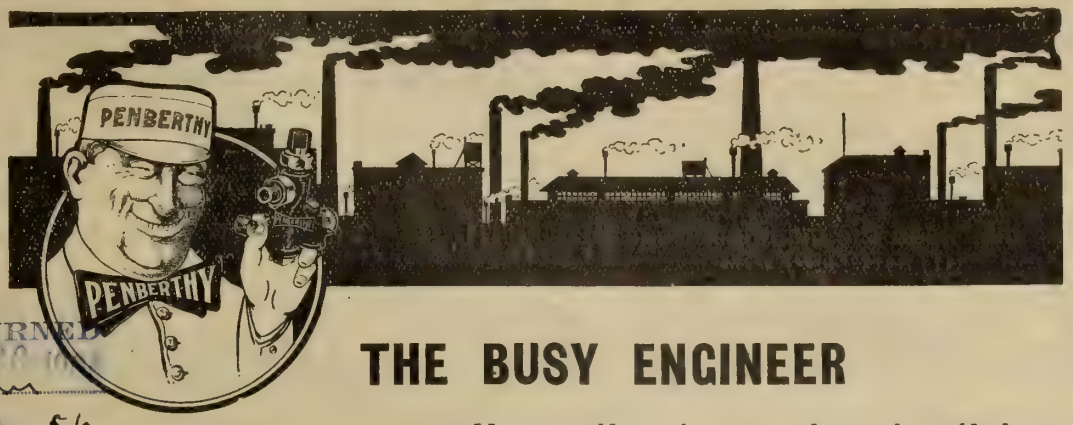
This is a very superior valve, at a moderate price.

The KERR ENGINE CO., Limited

Manufacturers

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



RETURNED
to
Cut Book No. 56
Page No. 83

THE BUSY ENGINEER

Has no time to experiment or tinker.
He wants Reliable Goods

HE WILL USE NOTHING BUT THE

Genuine Penberthy Automatic Injector

Are You Stocking These Standard Goods, Mr. Dealer?
Buy the Lines That the Public Demand

THEY ARE EASY TO SELL

REMEMBER THE TRADE MARK

Remember Penberthy when you buy Brasses.

MANUFACTURED BY Penberthy Injector Co., Limited, Windsor, Ont.

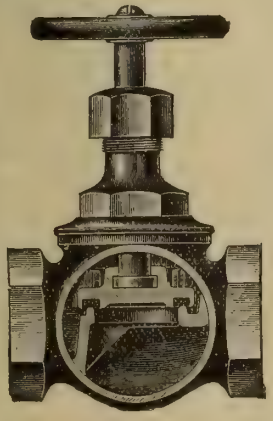
Genuine



Automatic Injectors

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

FAIRBANKS Renewable Disc VALVES



Have a world wide reputation.

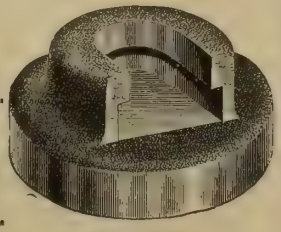
They last longer are made stronger

—and—

The Disc can be changed in a moment's time.

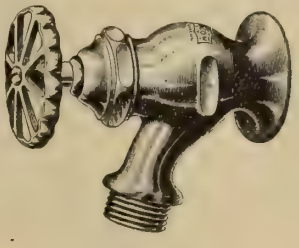
The Canadian Fairbanks Co.
Limited

Montreal Winnipeg
Toronto Vancouver



The DISC

MUELLER COMPRESSION SILL COCKS



Body threads engage all the stem threads during compression. Stem will not chatter or work loose on account of premature wear of top threads. Tee or wheel handle or loose key, straight or bent nose.

THE MARK OF DECATUR HOM ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS
UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

Just Think what it would Mean to Your Trade if you Couldn't Get "McArthur" Goods

Just think what those sterling "McArthur" qualities have been doing for dealers all these years!

There's good old "Joliette" and "Cyclone" Sheathing that have become household words with Canadians.

There's that fellow

"BLACK DIAMOND"

TARRED FELT

He's always the same—Always First

We are specialists in the manufacture of SHEATHING, TARRED FELTS, READY ROOFING, WRAPPING and BUILDING PAPERS.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Oct. 19, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire s to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's	per lb...	0 27½ 28

BOILER AND T.K. PITTS.

Plain tinned, Spun	35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ⅛ to 2 in.	0 31

TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$46 00	$46

TINPLATES.

	Per box.
Charcoal Plates—Bright	
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
IXX, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I XX, 14 x 20 "	5 75
Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 00
I.C., special sizes, base	4 25
20x28	8 00
Charcoal Plates—Terne.	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	6 85
IX., Terne Tin	8 25
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs.	
" 14x60, "	7 00
" 14x65, "	
Tinned Sheets.	
72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 10	2 20
Forged iron "	2 35	....
Refined " "	2 50	2 60
Horseshoe iron "	2 50	2 60
Hoop steel, 1½ to 3 in. base	....	2 65
Sleigh shoe steel "	2 22½	2 20
Tire steel	2 32½	2 35
Best sheet cast steel	....	0 12
B. K. Morton & Co.—		
"Alpha" high speed	....	0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J quality, best warranted	....	0 18
"T" " warranted	....	0 14
"B.C" quality	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"	....	0 65
" " annealed	....	0 65
Thos. Jowett & Sons B.P.L. tool steel annealed	....	10½

BABBIT METAL.

The Canada Metal Co.:	
Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06
Canada Smelting Co., Limited.	
Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40
On large orders special discounts given.	
Robertson's Babbit Metals.	
Extra Monarch	0 45
No. 1 Monarch	0 3
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No. 1	0 10
" " " 2	0 08
" " " 3	0 06½

Discount on hardware No. 1, 2 3, 15 per cent. All others net list.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 60
14 gauge	....	2 80
17 gauge	....	2 40
18 "	2 30	2 45
20 gauge	2 30	2 55
22 "	2 30	2 60
24 "	2 30	2 70
26 "	2 35	2 85
28 "	2 40	3 00

CANADA PLATES.

Ordinary, 52 sheets		2 75
All bright "		3 80
Galvanized Canada Plates, 52 sheets		4 25
" " " 60 "		4 50

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50
Apollo.		
10¾ oz. (American gauge)	4 25	4 60
28 gauge	4 00	4 25
26 "	3 75	3 90
24 "	3 50	3 70

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	....	....	3 40
22 to 24 gauge	3 55	3 90	....	3 65
26 "	4 10	4 15	....	3 90
28 "	4 25	4 40	4 40	4 15

Less than case lots 10 to 75c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		....	7 00
"	¼	"	5 85
"	5-16	"	4 45
"	⅜	"	3 75
"	7-16	"	3 50
"	½	"	3 25
"	9-16	"	3 20
"	⅝	"	3 20
"	¾	"	3 10
"	1	"	3 00
"	1¼	"	3 05

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	23 00	23 50

Bars.

Cut lengths, round, ⅛ to ⅞ in.	....	26 00
" round and square,		
Cut lengths, 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	....	29 00
Plain, 14 oz.	....	30 00
Tinned copper sheet	....	28 00
Planished	....	35 00

Braziers' (in sheets).

4x6 ft., 25 to 30 lb. each, per lb.	....	0 25
" 35 to 45 " "	....	0 24
" 50-lb. and above "	....	0 23

ZINC SPELTER.

Foreign, per 100 lb	7 00	7 25

ZINC SHEET.

5-cwt. casks	....	8 00
Part casks	....	8 25

LEAD.

Imported Pig, per 100 lb	5 15	5 25
Bar, "	....	5 25
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 15 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

PLUMBING GOODS.

BATH TUBS.

Zinc	6 00
Copper, discount 20 per cent. off revised list.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$21 65		19 65
5 feet "	22 65		20 65
5½ " "	24 15		22 15
6 " "	26 90		24 90
Plate E II			
5 feet 2½ in. "	21 15		19 15
5½ " 2½ " "	22 65		20 65

Closer prices in quantities.

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	30 p.c.	30 & 10 p.c.
" E 104 to E 132	30 & 5 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	20 & 5 p.c.	20, 10 & 5 p.c.
Kitchen, plate E 300, 65 & 5 p.c.		70 p.c.

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 5½c. per pound.
Traps and bands, 50 per cent. discount.
Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings—Standard bushings 62½ per cent.; headers. 65; flanged unions 65, malleable bushings 55; nipples, up to 2 in.. 70 and 10 per cent.; up to 6 in., 65 per cent.; malleable lipped unions, 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 09	⅛ inch	2 91
¼ "	2 09	¼ "	2 91
⅜ "	2 46	⅜ "	3 31
½ "	3 10	½ "	4 25
1 "	4 45	1 "	6 10
1¼ "	6 07	1¼ "	8 32
1½ "	7 29	1½ "	9 99
2 "	9 72	2 "	13 32
2½ "	14 75	2½ "	21 80
3 "	19 35	3 "	28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 55 per cent.
Standard Globe, Angle and Check Valves discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 55 per cent.
Standard Radiator Valves, discount 65 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
Jenkins' Globe Valves, discount 42½ per cent.

No. 1 compression bath cock	net	1 75
No. 4 " "	"	1 90
No 7 Fuller's	"	2 35
No. 4½, "	"	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $15.
Patent Compression Cushion, bath cock, No. 2208 2 25
Square head brass cocks, discount 65 per cent.
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

RANGE BOILERS.

Copper, 30 gallon	net	25 00
" 35 "	"	29 00
" 40 "	"	33 00

Discount 15 per cent.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
12	4.50	6.50
18	4.75	6.75
24	4.75	6.75
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50
52	11.00	14.00
66	18.00	20.00
82	21 00	24.00
100	29.00	34.00
120	34 00	40.00
144	47 00	55.00

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe and fittings, 60 per cent. off.

CLAUSS BRAND DENTAL SNIPS

Fully Warranted

Manufactured from select stock. Steel Faced on Composition Metal. We suggest dealers giving these a trial, as the same usually find an early purchaser.



Write for Trade Discount

The Clauss Shear Co., - Toronto, Ont.

SINKS.

Cast iron, 16 x 24	0 85
" 18 x 30	1 00
" 18 x 36	1 40

SOLDERING IRONS.

½-lb. per lb.	0 37
1-lb. or over "	0 34

SOLDER.

	Montreal	Per Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping	0 22	0 23

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL. Per 100 lbs.

Pure	6 75
No. 1	6 40
No. 2	6 10
No. 3	5 80
No. 4	5 25
Munro's Select Flake White	7 00
Elephant and Decorators' Pure	6 80
Monarch	6 75
Standard Decorator's	6 50
Essex Genuine	6 25
Brandram's B. B. Genuine	8 25
" Anchor," pure	6 50
Ramsay's Pure Lead	6 40
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50
Sanderson Pearcy's	6 55

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 06½	0 07½
No. 2	0 05½	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Sanderson Pearcy's pure	1 20
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " ½ gal.	1 40
" " " " 1 gal.	1 35
Sterling House Paint	1 25
" Floor "	1 25
National	1 05
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls, per gallon	0 60
Senour's Floor Paints, gal.	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak		1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 56c. per lb., f.o.b., Eastern Canadian Points.
Shellac, T.N. orange, etc., 49 to 53c, f.o.b., New York.

GLUE.

Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent., American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent, American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign, 25, 10 and 10; Regal, 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.; American $2.05

Shot.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8.50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

	Wads. per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled		5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅔ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargeant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	60 and 10
" " ⅜ and smaller	55
" " 7-16 and up	
" " Norway Iron ($3 list)	50
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up	55
Plough Bolts	55
Blank Bolts	55
Bolt Ends	55
Sleigh Shoe Bolts, ⅜ and less	60
" " " 7-16 and larger	50
Coach Screws, conepoint	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts, 75 per cent.	

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German per doz.	6 00	9 00
American "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt per ton	55 00
Heavy Straw Sheathing per ton	35 00
Dry Surprise	0 37½
Dry Sheathing per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels per gal.	0 17
Roof " small packages "	0 25
Refined Tar per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels per gal.	0 15
Roofing Pitch per 100 lb.	0 80 0 90
Slater's felt per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Wrought iron, 70 and 5 per cent.

Cast Iron.

Loose Pin, discount 60 per cent

Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 per gross	7 50 8 50

CEMENT AND FIREBRICK.

F. Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65
Red	0 05	0 06
Crayon per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.
Plain or Corrugated.

2-inch	per 100 feet	3 30
3 "	" "	4 40
4 "	" "	5 80
5 "	" "	7 45
6 "	" "	9 90

COPPER AND NICKEL WARE.
Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

DOOR SPRINGS (COIL).
Chicago Door Springs, 25 per cent.
Reliance Door Springs, 25 per cent.

DRAW KNIVES.
Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.
Hand and Breast.
Millar's Falls, per doz., net list.

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.
Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 30

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.
White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

ESCUTCHEONS.
Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.
Iron, discount 40 per cent.
Brass, 45 per cent.

FACTORY MILK CANS.
Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent	
Arcade	70	" 10	"
Kearney & Foot	70	" 10	"
Disston's	70	" 10	"
American	70	" 10	"
J. Barton Smith	70	" 10	"
McClellan	70	" 10	"
Eagle	70	" 10	"
Nicholson	66⅔		"
Royal	80		"
Globe	70 to 75		"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GILLETT'S POWDERED LYE.
1-case, $3.70; 3-case, $3.60 ½-case and over $3.50.

GLASS.
Window. Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
100 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off.

GAUGES.
Marking, Mortise, Etc.
Stanley s discount 50 to 60 per cent.
Wire Gauges.
Winn's, Nos. 26 to 33 ....each 1 65 2 40

HEAD HALTERS.

Jute Rope, ¾-inch	per gross	....	9 00
" " ⅞ "	"	....	10 00
" " 1 "	"	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1¼ "	"	....	5 20
Web	"	....	2 45

HAMMERS.
Nail.
Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.
Tack.

Magnetic	per doz.	1 10 1 20

Sledge.

Canadian	per lb.	0 07 0 08½

Ball Pean.

English and Canadian, per lb.		0 22 0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00 4 00
Store door	per doz.	1 00 1 50

Fork.
C. & B., discount 40 per cent., revised list.
Hoe.
C. & B., discount 40 per cent., revised list.
Saw.

American	per doz.	.... 0 25

Plane.

American	per gross	3 15 3 75

Hammer and Hatchet.
Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets		.... 6 40
Standard jointed hangers, "		.... 6 40
Steel King hangers "		.... 6 25
Storm King and safety hangers		.... 7 00
" " rail		.... 4 25

Chicago Friction Hangers.....5 per cent.
Chicago Oscillating Hangers.....5 "
Chicago Big Twin Hangers.....5 "

HARVEST TOOLS.
Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" " sidewalk and stable scrapers, 40 off.
" " Maple Leaf and Premiums saw sets, 40 off.
" " saw swages, 40 off.

HATCHETS.
Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

HAY KNIVES.
Net prices.

HINGES.
Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb		0 06
" " 6-in., "		0 05½
" " 8-in., "		0 05½
" " 10-in. and larger		0 05

Light T and strap, discount 65, 10 and 2½ p.c.
Screw hook and hinge—
under 12 in.... per 100 lb. 4 75
over 12 in..... " 3 75

Spring, No. 20, per gro. pairs	....	10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

SPRING HINGES.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts. 40 and 5 per cent.
Chicago (Ball Bearing) Floor Hinges, 40 and 5 per cent.
Garden City Fire Engine House Hinges, 12½ per cent.
Chicago Saloon Door Spring Hinges, 12½ per cent.

HOES.

Garden, Mortar, etc., discount 60 per cent.		
Planter	per doz.	4 00 4 50

HOOKS.
Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00

Wrought Iron.
Wrought hooks and staples—

¼ x 5	per gross	.... 2 65
5-16 x 5	"	.... 3 30

Wire.
Hat and coat, discount 62½ per cent.

Belt	per 1,000	.... 0 60

Screw, bright, discount 62½ per cent.

HORSE NAILS.
'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head
"Monarch," 50 and 7½ per cent.
"Peerless" 50 per cent. dis.

HORSESHOES.
F.O.B. Montreal

M.R.M.'Co. brand, base	3 65
New Pattern "P.B." horseshoes	3 50

Add 15c. Toronto, Hamilton, Guelph.

KEYS.
Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock

American	per gross	.... 0 60

KNOBS.

Door, japanned and N.P., per doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	.... 2 00

LAMP WICKS.
Discount, 60 per cent.

LADDERS, EXTENSION.
Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	6 50
Ordinary, with O burner	"	3 50

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20 5 60
Galvanized	"	1 87 3 85
King, wood	"	2 75 2 90
King, glass	"	4 00 4 50
All glass	"	0 50 0 90

LOCKS.
Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Cabinet.
Eagle discount 30 per cent
Padlocks.

English and Am	per doz.	0 50 6 00

Eagle, discount 20 to 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

MEAT CUTTERS.
German, 15 per cent.
American discount, 33⅓ per cent.

Gem	each	.... 1 15

NAILS.

	Cut.	Wire.
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 20
30, 40, 50 and 60d (base)	2 20	2 15

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails. discount 40 per cent.

NAIL PULLERS.

German and American	0 85	2 50
No. 1	0 85	
No 1573	0 75	

NAIL SETS.

Square, round and octagon,	per gross	3 38
Diamond		1 00

OAKUM.

Plumbers	per 100 lb.	4 00 4 75

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED).
Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.
Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35 1 50
Brass head	"	0 40 1 00

PICTURE WIRE.
Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	... 7 80
" "	"	.... 9 60

PLANES.
Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLANE IRONS.

English	per doz.	2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs,		discount 37½ to 40 per cent.
Button's imitation	per doz.	5 00 9 00

PRESSED SPIKES.
Pressed spikes, ⅝ diameter, per 100 lbs., $3.15.

PULLEYS.

Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 22 1 00
Awning	"	0 35 2 50

PUMPS.

Canadian cistern		1 40 2 00
Canadian pitcher spout		1 80 3 16

PUNCHES.

Saddler s	per doz.	1 00 1 85
Conductor's	"	3 00 15 00
Tinners', solid	per set	.... 0 72
" hollow	per inch	.... 1 00

RAKES.

Wood	per doz. net	1 20 up.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Carbo Magnetic	....	15 00
Griffon Barber's Favorite	....	10 75
Griffon No. 65	....	13 00
Griffon Safety Razors	....	13 50
Griffon Stropping Machines	....	13 50
Lewis Bros.' "Klean Kutter"	8 50	10 50
Hindoo	10 50	14 00
Orgsteom's Swedish	3 50	10 00
Henckel's	7 50	20 00

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

REGISTERS.

Discount 40 per cent.

RIVETS AND BURRS.

New List.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 35 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		9 15½
"British" Manilla		C 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord. 48 feet, per doz.		0 65
" " 60 feet, "		0 80
" " 72 feet, "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's, per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.

Hack, complete, each	0 75	2 75
" frame only, each	0 50	1 25

S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.

" buck, New Century	$6 25
" " No. 1 Maple Leaf	5 25
" " Happy Medium	4 25
" " Watch Spring	4 25
" common frame	4 00

SAW SETS.

	per doz.
Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SASH WEIGHTS.

Sectional, per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb. 0 31

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's, per doz. 0 65 1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz. 6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, per doz. 6 75
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz. 8 75
3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood, per doz.	3 25	4 00
" iron "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Iron and Brass.

Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

SCYTHES.

Per doz. net 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.), $18 50

(Hollow Back)		(Reinforced S Scoop.)
Moose	$17 50	$16 30
Bear	15 00	15 30
Fox	12 50	14 30
Black Cat	10 00	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492, per doz.	1 90	2 25
" No. 493 "	2 40	2 55
" No. 494 "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised lis

STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita, per lb.		0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador	"	....	0 13
" Axe	"	....	0 15
Turkey	"	....	0 50
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe, per gross		3 50	5 00
Grind, 40 to 200 lb., per ton		....	25 00
" under 40 lb., "		....	28 00
" 200 lb. and over		....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 5
" " tinned	80 and 10
" " (in kegs)	40
Cut tacks, blued, in dozens only	80
" ½ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85, 12½ and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and apanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	40
Copper tacks	45
Copper nails	50
Trunk nails, black	65 and 5
Trunk nails, tinned and blued	65
Clout nails, blued and tinned	65
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " bulk	40
Clinch and duck rivets	45

Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.

German, per doz.	4 75 5 00

S. & D., discount 35 per cent.

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " No. 2	....	5 50
Saw Vise	4 50	5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

WIRE.

Smooth Steel Wire.

No. 0-9 gauge	$2 15
10 "	6c. extra.
11 "	12c. "
12 "	20c. "
13 "	30c. "
14 "	40c. "
15 "	55c. "
16 "	70c. "

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent.
List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 47½ per cent. off the list.
Copper wire, discount 47½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15—No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16, $4.20 from stock. Base sizes, Nos. 6 to 9, $2.25 f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING.

Galvanized barb	2 60
Galvanized, plain twist	2 75

Galvanized barb, f.o.b. Cleveland, $2.37½ for small lots and $2.25 for carlots.

POULTRY NETTING.

2 in. mesh, 19 w. g., discount 50 and 10 per cent. All others 50 per cent.

COILED SPRING WIRE.

High Carbon, No. 9	$2 55
" No. 11	3 20
" No. 12	2 80

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net 1 45
Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting, per doz.	
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Leader, 11 in., per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

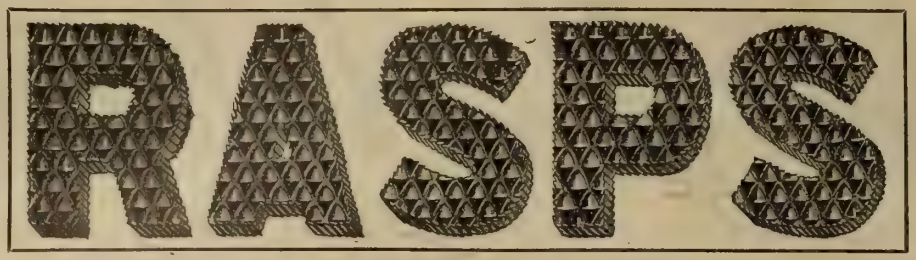
Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. **Port Hope, Ont.**

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

American Shearer Mfg. Co..... 43
Armstrong Mfg. Co 58
Armstrong Bros. Tool Co 15
Atkins, E. C., & Co..... 9
Atlas Mfg. Co..... 14

B

Barnett, G. & H. Co....outside back cover
Batty Stove Co. 51
Bell, Thomas, Sons & Co 43
Bird, F. W..... 49
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co. 12
Bowser, S. F., & Co..... 14
Brantford Roofing Co. 9
Brigent, A. E. 17
Burman, & Sons 52
Burr Mfg. Co..... 12

C

Cameron & Campbell. 24
Canada Foundry Co 12
Canada Iron Furnace Co..... 41
Canada Paint Co.... 46
Canada Paper Co 12
Canada Smelting Works 41
Canadian Bronze Powder Works..... 43
Canadian Fairbanks Co 61
Canadian Heating & Ventilating Co.. 22
Canadian Rubber Co....outside back cover
Canadian Sewer Pipe Co..... 41
Canadian Shovel & Tool Co..... 4
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 1
Clauss Shear Co..... 63
Cluff Bros.... 60
Consolidated Plate Glass Co..... 48
Consumers' Cordage Co..... 10
Contract Record Co..... 17
Copp, W. J..... 37
Covert Mfg. Co 15
Cumming Mfg. Co.... 13

D

Davenport, Percy P..... 68
Davidson, Thos., Mfg. Co..... 4
Deseronto Iron Co..... 41
Diamond Saw and Stamping Works... 12
Dieckmann, Ferdinand..... 49
Dominion Cartridge Co. 47
Dominion Wire Mfg. Co..... 59
Dorken Bros..... ... outside front cover
Dowswell Mfg. Co 52

E

Eadie, H. G..... 41
Emlyn Saw Bench 14
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa..... 10
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 43
Findlay Bros..... 21
Forman, John 60
Forwell Foundry Co 58
Fox, C. H..... 16
Francis-FrostCo..... 22
Frothingham & Workman 6

G

Galt Art Metal Co..... 51
Gibb, Alexander..... 16
Gibsone, J. B..... 16
Gilbertson, W., & Co..... 41
Glauber Brass Co.... 58
Greening, B., Wire Co.... 51
Guelph Spring & Axle Co..... 15
Gurney Foundry Co.... ..... 23, 59
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hanover Portland Cement Co..... 51
Harrington & Richardson Arms Co 13
Harris, J. W., Co..... 22
Hart & Cooley Co..... 68
Heinisch, R., Sons Co..... 15
Henderson, J. A..... 17
Henderson & Potts Co 44
Heney, E. N., & Co..... 68
Hobbs Mfg. Co 20
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 16
Hyde, F. & Co..... 51

I

Imperial Varnish and Color Co..... 42
International Portland Cement Co.... 51

J

Jamieson, R. C., & Co..... 43
Jardine, A. B., & Co. 41
Johnson's, Iver, Arms and Cycle Works 50
Joy Mfg. Co..... 22

K

Kemp Mfg. Co..... 24
Kerr Engine Co..... 6

L

Leslie, A. C., & Co. outside front cover, 41
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 53
London Foundry Co..... 9
London Rolling Mills..... 14
Louden Machinery Co. 17
Loughead, J. S., & Son..... 12
Ludger Gravel Co..... 16
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 62
McArthur, Corneille & Co. 43
McCaskill, Dougall & Co..... 43
McClary Mfg. Co..... 2
McDougall, R., Co 60

M

Maple Leaf Harvest Tool Co 8
Martin-Senour Co 45
Maxwell, David..... 68
Merrell Mfg. Co..... 58
Metal Shingle and Siding Co..... 47
Metallic Roofing Co 39
Mitchell, H. W 16
Montreal Rolling Mills Co 51
Morrison, James, Brass Mfg. Co..... 54
Morrow, John, Machine Screw Co 15
Mueller, H., Mfg. Co 61
Munderloh & Co..... 65

N

Newman, W., & Sons 15
Nicholson File Co.. 66
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 41
Novelty Mfg. Co 19

O

Oakey, John, & Sons..... 41
Ontario Lantern & Lamp Co..... 21
Ontario Tack Co..... 40
Ontario Wind Engine and Pump Co .. 23
Orford Copper Co..... 41
Oshawa Steam & Gas Fting Co..... 58
Owen Sound Wire Fence Co..... 11

P

Paterson Mfg. Co..... 64
Pearce, Frank, & Co 16
Pearson J. N. 68
Pelton, Godfrey S 43
Penberthy Injector Co..... 61
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 17
Phillips, Chas. D 15
Phillips, Geo., & Co..... 53
Pink, Thos..... 11

R

Ramsay, A., & Son Co..... 45
Robertson, James Co....inside back cover
Roper, J. H 53
Round, John, & Son.... 15

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 20
Scott, Bathgate & Co..... 16
Seymour, Henry T., Shear Co..... 15
Shantz, I. E., & Co..... 58
Sharratt & Newth 12
Sherwin-Williams Co..... 40
Silica Barytic Stone Co..... 15
Spear & Jackson 2
Stairs, Son & Morrow..... 66
Standard Ideal Sanitary Co..... 54
Standard Paint and Varnish Works... 43
Starr Mfg. Co. 14
Staunton's Limited..... 47
Steel Trough and Tank Co..... 12
Stephens, G. F., & Co..... 37
Sterne, G. F., & Son 16
Stewart, Jas., Mfg. Co..... 18

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co. outside back cover
Toronto Silver Plate Co..... 13
Turner Brass Works 60

V

Vickery, O.... 58

W

Wallace Barnes Co 14
Western Wire Nail Co 53
Wilcox Mfg. Co..... 23
Winnipeg Paint and Glass Co 37
Wright, E. T., & Co 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

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Bradstreet Co.

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Gibsone, J. B., Montreal.
Pelton, Godfrey S.
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Winnipeg Paint & Glass Co., Winnipeg.

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Diamond Saw & Stamping Works, Buffalo

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McDougall, R., Co., Galt, Ont.

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Kemp Mfg. Co., Toronto.
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Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Paints, Oils, Varnishes, Glass.
Bell, Thos., Sons & Co., Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co,, Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg. Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamiltor
Dominion Sewer Pipe Co., Toronto
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shellac
Bell, Thos., Sons & Co., Montreal.

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co., Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont.
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

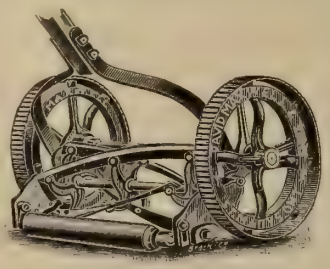


FAVORITE CHURN

More sold in the Dominion than all others combined

In 8 sizes, churning from ½ to 30 gallons.
IMPROVED STEEL FRAME. PATENT FOOT and LEVER DRIVE. PATENT STEEL ROLLER BEARINGS
Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish. **No other just as good. Accept no substitute.** If not offered by your jobber write direct to us.

MAXWELL LAWN MOWER



Made in 4 different heights of wheel and widths, ranging from 8 to 25-in. in plain or ball bearings as required. Improved for coming season. Not equalled anywhere for clean cutting, durability and finish.

DAVID MAXWELL & SONS
ST. MARY'S, ONT.



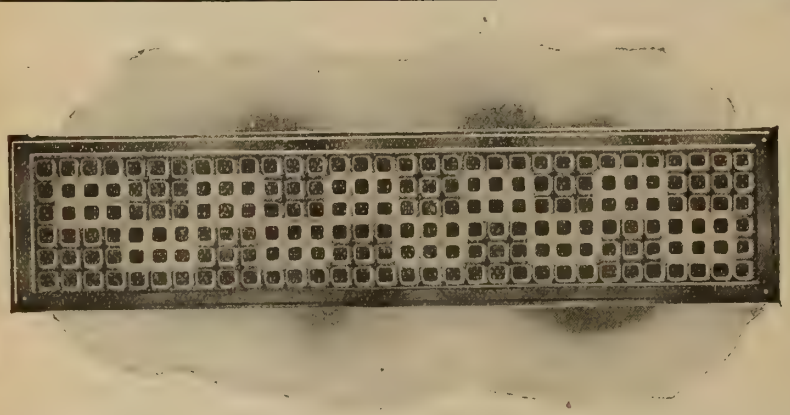
Trade Mark

"LION" BRAND

PUTZ TRIPLE EXTRACT
METAL POLISH
LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,
Montreal, Quebec



Wrought Steel One-Piece Screens

For use in Front of Steam Pipes.
Furnished in any length up to fifteen feet.
Width of face from six to fourteen inches.

Hart & Cooley Co.
New Britain, Conn., U.S.A.



Can. Feb. 27, 1889

Patent "Cone Rotary Ventilator"

This ventilator is set in motion by the least current of air and will give a perfect draught at all times. Substantial in make, Ornamental in appearance. For balky chimneys and ventilating Churches, Schools, Halls, Factories, Steamers, Public and Private Buildings, Stables, Water Closets, &c. This Ventilator is in use throughout the Dominion, and has proved a success.

Architects Specify this Ventilator **Write for Booklet Free**

Hundreds of Testimonials—here is one:

G. D. Pearson, Esq. Montreal, September 14th, 1892.
Dear Sir,—Your Patent Cone Rotary Ventilator has not its equal, and where I have adopted it, it has proved its power. JOHN JAMES BROWNE, Architect.

GEO. D. PEARSON & CO. Office and Works: No. 17 Pontiac Street, *MONTREAL*
Telephone Bell East 2106

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT
622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts

Persons addressing advertisers will kindly mention having seen their advertisement in this paper.

ROBERTSON'S



KING BABBITT

THE BEST AND CHEAPEST

GENERAL PURPOSE METAL

For Saw Mill and General Machinery

IT KEEPS BEARINGS COOL

where others fail

PRICE 20c. PER LB.

The Jas. Robertson Co., Limited

MONTREAL TORONTO ST. JOHN, N.B. WINNIPEG VANCOUVER

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

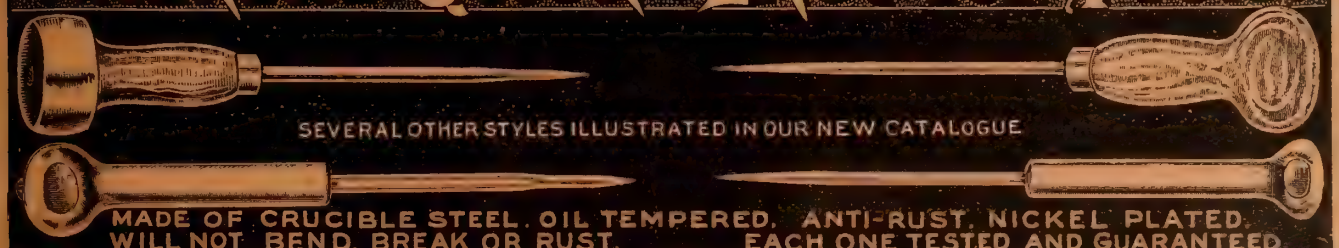


NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.

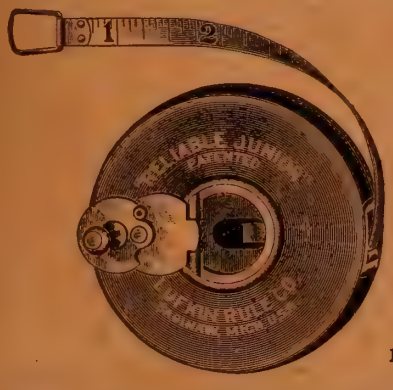
WALKER'S QUICK AND EASY ICE PICKS



SEVERAL OTHER STYLES ILLUSTRATED IN OUR NEW CATALOGUE

MADE OF CRUCIBLE STEEL. OIL TEMPERED. ANTI-RUST. NICKEL PLATED.
WILL NOT BEND, BREAK OR RUST. EACH ONE TESTED AND GUARANTEED.

ERIE SPECIALTY COMPANY, ERIE, PA.



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1865. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Sheet Copper, Seamless Brass and Copper Tubes

LOWEST PRICES TO IMPORT ON APPLICATION TO

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

"CANADIAN"

SPIRAL PACKING

(Highest Quality)

"Made in Canada"

We've manufactured 90 per cent. of all Spiral Packing sold in Canada during the past twenty years.

Our Packing is Different—and Better

THE

CANADIAN RUBBER CO.

OF MONTREAL LIMITED



Mark of Quality

155 Granville Street, - Halifax, N.S.
Imperial Bank Bldg., St. James Street } Montreal, Que.
Front & Yonge Sts., - Toronto, Ont.
89 Princess St., - Winnipeg, Man.
403 Cordova St., - Vancouver, B.C.
Dewdney St., - - Regina, Sask.
First St. W., - - - Calgary, Alta.
Wharf St., - - - Victoria, B.C.

Xmas Window Displays, Page 27. Plumbing Section, Page 57.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, OCTOBER 27, 1906 NO. 43.

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by leading Wholesale Hardware Houses

Every Jobber in Canada

East or West can supply "QUEEN'S HEAD" Iron if you insist on it. Accept no substitute as there is nothing quite as good.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers, Canadian Branch

THE DEALER MAKES NO MISTAKE



who makes a point of buying from houses with reputations for good workmanship, good treatmentship.

We have the reputation.

We show it in the "Sovereign" Boiler.

GET INQUISITIVE.

We also manufacture the well-known "SOVEREIGN" Radiator

TAYLOR-FORBES COMPANY, LIMITED

TORONTO—1088 King St. West.
MONTREAL—122 Craig St. West.
Head Office and Works, GUELPH, ONT.

AGENTS:
Mechanics' Supply Co., Quebec.
Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 71.

BATHROOM FITTINGS

RETURNED
OCT 20 1906

Sponge Holders,
Comb Holders,
Robe Hooks,
Whisk Holders,
Toilet Paper Holders



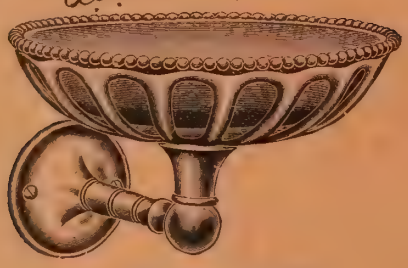
Soap Holder

Towel Bars,
Match Holders,
Bath Sprays,
Bath Tub Seats,
Glass Towel Shelves

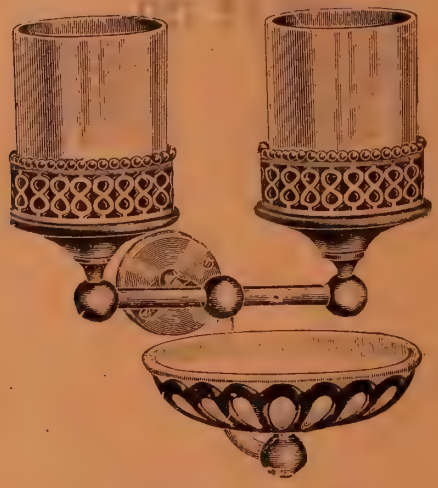


Towel Bars

RETURNED
Oct 29/06.
to Dunn
Cut Book No. 56
Page No. 89
a.a.w.



Soap Holder



Tumbler Holder



Sponge Holder

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

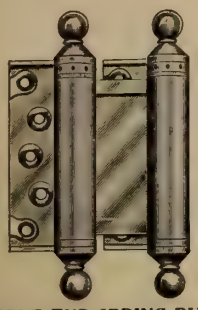
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

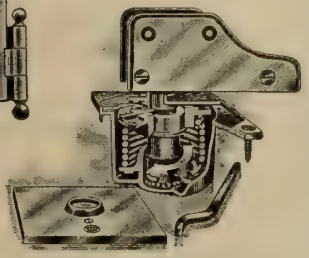
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of WINCHESTER and DOMINION Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

OTTAWA, ONT.

Other Tools are very Good Tools, but

"YANKEE TOOLS"

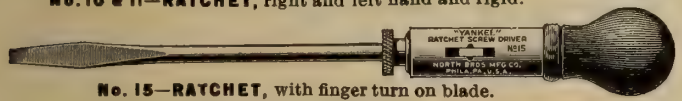
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—**RATCHET,** right and left hand and rigid.



No. 15—**RATCHET,** with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



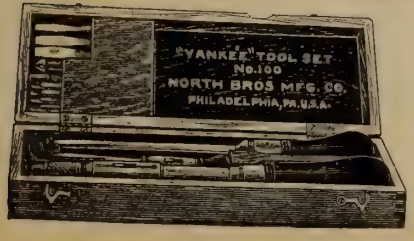
No. 12—**RATCHET,** with stub blade



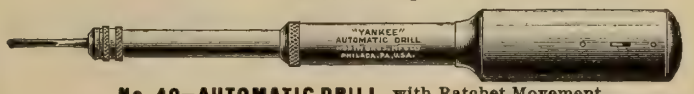
No. 60—**POCKET SCREW DRIVER.**



Countersink, for spiral ratchet screw driver.



DRILLS



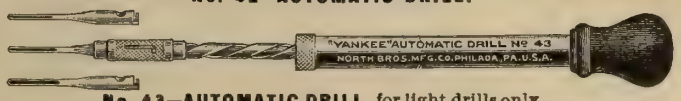
No. 40—**AUTOMATIC DRILL,** with Ratchet Movement.



No. 41—**AUTOMATIC DRILL.**



No. 42—**AUTOMATIC DRILL.**



No. 43—**AUTOMATIC DRILL,** for light drills only.



No. 44—**AUTOMATIC DRILL,** with adjustable tension on spring.



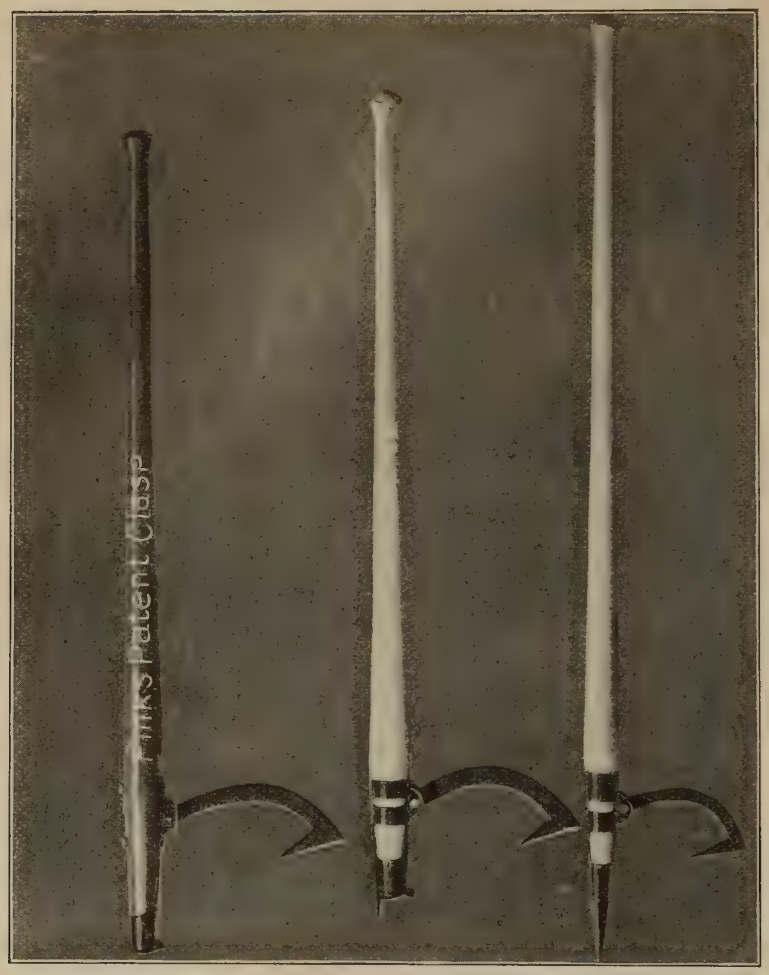
No. 50—**RECIPROCATING DRILL,** for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK

Pembroke, Ont., Canada.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

RELIABLE REVOLVERS

A MAN'S life may often depend on the revolver you sell him. See that you sell nothing but dependable goods.

Some of the "trash" sold for revolvers, does more harm to the users than the objects aimed at.

If you're going to stock revolvers at all, stock nothing but reliable makes, you'll find it pays better in the end.

Such lines as Smith & Wesson, Iver Johnson, Colts' and H. & R. Revolvers, and Colts' Mauser and Browning Automatic Pistols are leaders.

We carry Revolvers in all popular styles, hammer or hammerless, in all calibres and finishes, supplied by the manufacturers.

Of course you can't confine your stock to these alone, but there are plenty other reliable lines to suit the man with the slim pocket-book, that you can safely rely on to do no damage to your store's good reputation, such as :

Liberty,	22 and 32 Calibre,	Rim	Fire
British Bull Dog,	32 and 38 "	Centre	"
American "	22 and 32 "	Rim	"
" "	32 and 38 "	Centre	"
Baby Hammerless, 22		Rim	"

We can name you prices on any of the above mentioned lines, that will leave no argument in favor of cheap unknown goods.

Ask for these prices, together with our Sporting Goods Catalogue, No. 35, showing the largest stock of Firearms carried by any one house in Canada.



32 Calibre
5 Shot
Double Action
3-in. Barrel

IVER JOHNSON Safety Hammer
Automatic Shell Ejector

32 or 38 Calibre, "Hammer" or "Hammerless," with "Nickel Plated" or "Blued" Barrels

38 Calibre "Blued" has 6-inch Barrel
38 " "Nickel" " 3¼-inch Barrel



HALF SIZE.

COLT'S Automatic Pistol
32 Calibre Pocket Model
Capacity, 8 shots
Also in 38 Calibre, 7 shots
And 45 Calibre, 7 shots



SAND W, Model Revolver, Double Action, 5 shots, Automatic Shell Ejector, Checkered Rubber Stock, Nickel Plated, 3½-in. Barrel.

32 Calibre, Weight 13 oz.
38 " " 15 oz.

RETURNED
NOV 3 1906
to montreal
56
102

LEWIS BROS., LTD.

MONTREAL

WINNIPEG

OTTAWA **VANCOUVER**
TORONTO **CALGARY**

To Our Present and Prospective Friends:

It is well known that the weak place in a Scoop is invariably in the shoulders, which are apt to spring and sometimes double up, especially in the case of a light Scoop.

To produce a light Scoop and at the same time overcome the weakness of shoulder, we have devised a method (Patented) of making the shoulders with a converse curve, which strengthens them and at the same time improves the appearance of the Scoop. No extra charge is made when applied to our regular lines.

As no Hardware stock is complete without our "Moose" 1st Grade Coal or "Black Cat" 4th Grade Grain Scoops, lose no time in ordering.

If your jobber does not stock them, write us direct.

Yours faithfully,

THE CANADIAN SHOVEL & TOOL CO.

HAMILTON, - - CANADA. LIMITED



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

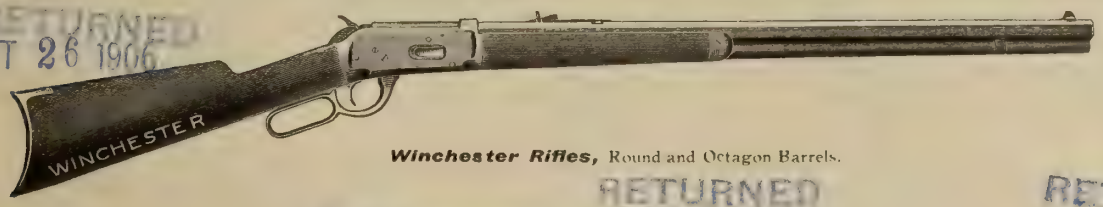
HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

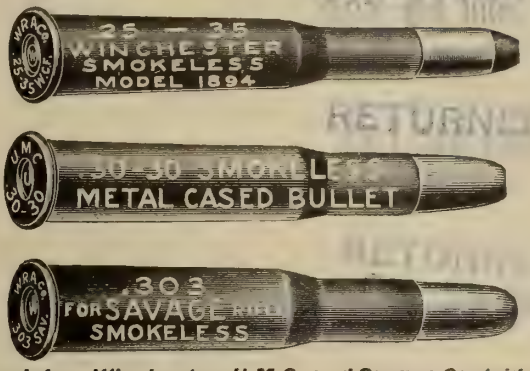
RETURNED OCT 26 1906



Winchester Rifles, Round and Octagon Barrels.



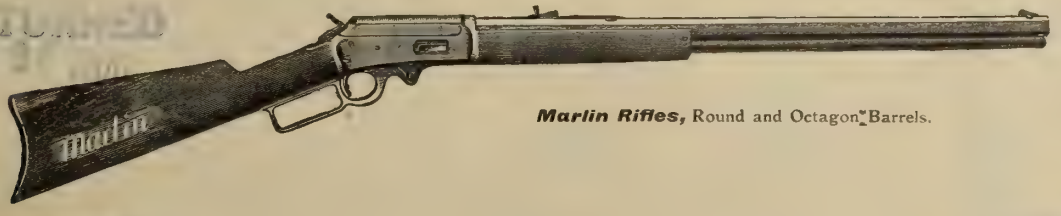
American Rifle Cartridge Powder



Dominion, Winchester, U.M.C. and Savage Cartridge



"Dead Shot," Genuine American Black Powder. Best black powder made.



Marlin Rifles, Round and Octagon Barrels.

Smokeless Powders



Genuine "Schultze" Smokeless.
Best English white hard grain powder.



"Dead Shot" Smokeless

No. 1	tin	equal to	1 lb	Black	Powder
6½	"	"	6½	"	"
12½	"	"	12½	"	"
25	keg	"	25	"	"



"Du Pont" Smokeless
Hard grain, absolutely smokeless



Savage Rifles, Round and Octagon Barrels.

RETURNED
14 RETURNED
to Burnes
Cut Book No 56
Page No 50
a.a.w.

For other Makes of Guns and Rifles see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

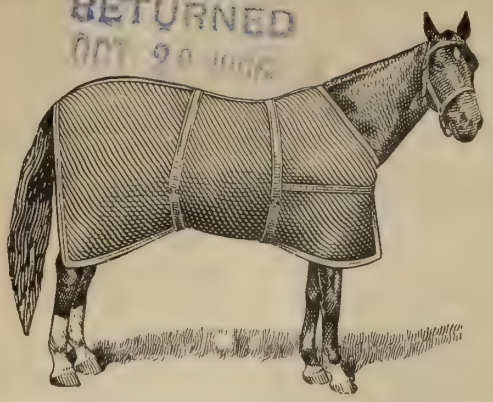
GRAHAM NAILS ARE THE BEST

We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

RETURNED OCT 29 1906



The "Stay-on" Shaped Horse Blanket

It is Easy to Sell Goods

when you have what people want. Why not recognize and act on that principle fully, and keep the goods the various classes of people in your community require?

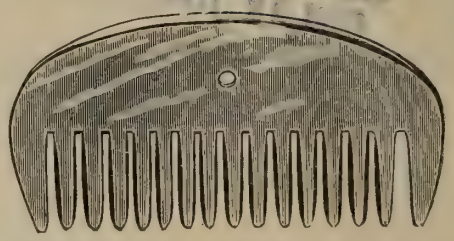
Do you cultivate the trade of people who keep horses?

There is an enormous trade to do in the many things a horse needs. There are horse blankets, whips, curry combs, dandy brushes, halters, hames, snaps and many other items.

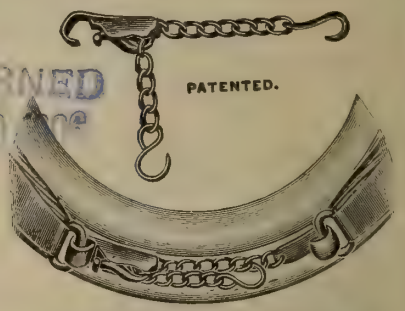
We have large stocks of well-selected lines of these goods. They were selected to sell, and we know they will sell and that the prices are right.

Ask our travellers to show you illustrations of these lines and to quote you prices.

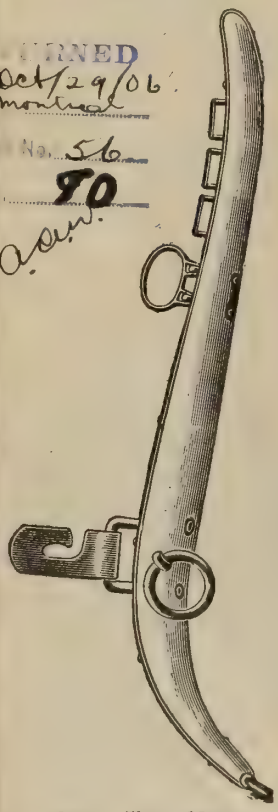
RETURNED Oct/29/06 Montreal No. 516 Page 70 a.am.



No. 7926—Horn Mane Comb, 4½ and 5 in. long



"Success" Hame Fastener



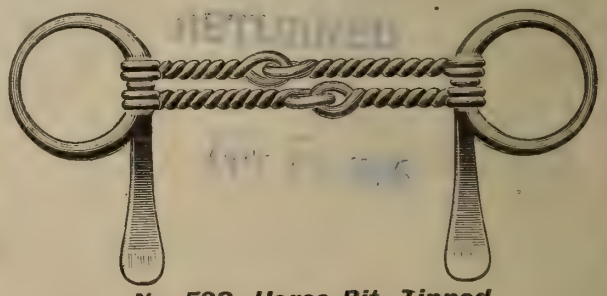
Over Top Hame Hook Pattern



Over Top Hame Bolt Pattern



Lock Snap No. 10



No. 523—Horse Bit, Tinned

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited

A GOOD

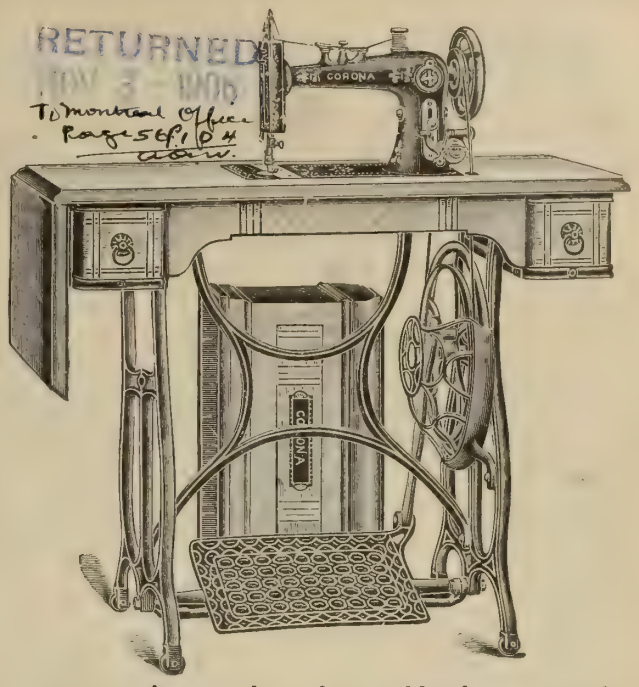
SEWING MACHINE

FOR

$15.00

Guaranteed for 5 Years

RETURNED
NOV 3 1906
To Montreal Office
Page 56 Pl 04
A.O.W.



Our Corona Machine is strong and well made. The Metal parts are finished in hard baked enamel. The woodwork is light oak, highly polished.

WE ALSO KEEP

High Grade Ball Bearing Machines

RETURNED
NOV 3 1906

"THE ELDREDGE"



No. 24

For high finish and easy running the Eldredge still leads.

The woodwork is finished with as much care as a piano. The metal parts are relieved with nickle and gilt making it a very attractive machine to sell.

500 Gillette Safety Razors in Stock

Caverhill Learmont & Co

MONTREAL——and——WINNIPEG

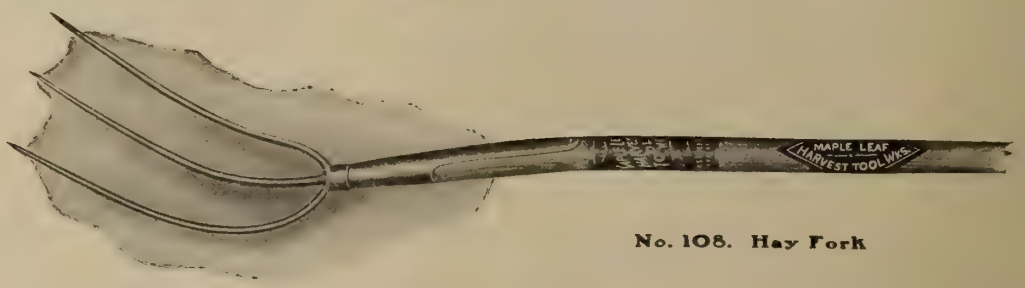
Have You Ordered Them ?

The Time for Doing So is Now !

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



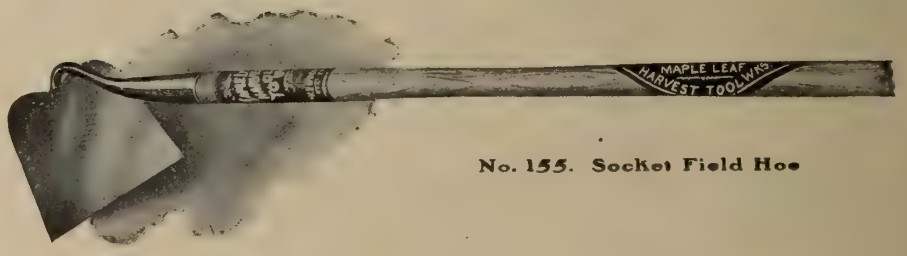
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



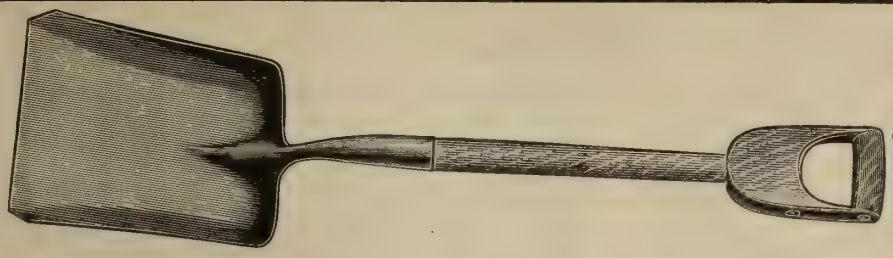
No. 155. Socket Field Hoe

To the Merchants:

The season is now on to order your stock of harvest tools for 1907. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

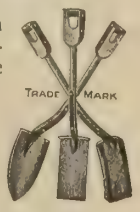
TILLSONBURG, ONT.



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

By getting in touch with us you will become acquainted with the favorite lines:



"Peterborough," "Lundy," "Irwin," and 'Hill"

Send in a postcard for our Catalogue and you will see where we stand.

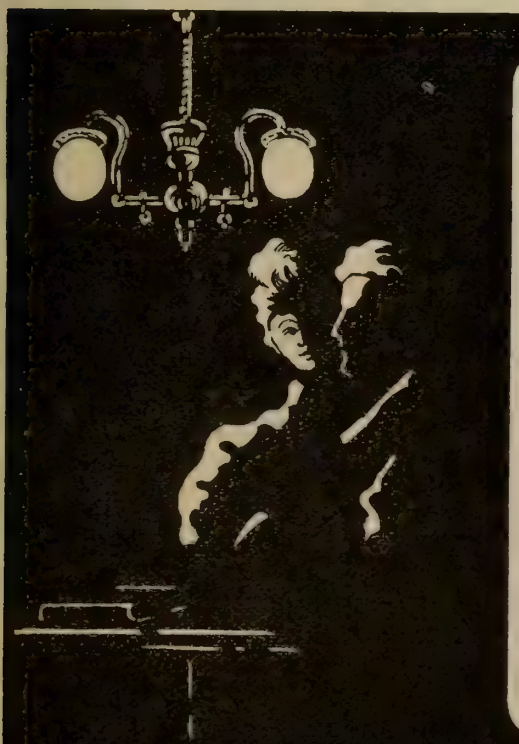
The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.



"STERLING" HACK SAWS REPRESENT "STERLING" SERVICE

"STERLING" VALUE WEIGHT AND WIDTH AND THE BEST TOOL STEEL IN THE WORLD GO TO MAKE THE "STERLING" HACK SAW BLADES THE CHEAPEST IN THE MARKET, NOT BECAUSE THEY COST LEAST MONEY, BUT BECAUSE THEY DO THE BEST WORK WITH THE GREATEST ECONOMY OF TIME.

DIAMOND SAW & STAMPING WORKS, 357-361 SEVENTH STREET, BUFFALO, N.Y.



Anybody can see

that Brass goods must advance, with the copper market going higher every day.

Better order your full season's supply of burners and gas fixtures at once and include some of our Queen Inverted Gas Lamps—They will please you.

THE ROCHESTER LAMP CO TORONTO

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

SILVER PLATED LIST $22.30

BEST NICKEL SILVER LIST $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

JOHN ROUND & SON, LIMITED

MANUFACTURING

Cutlers and Silversmiths

Factories SHEFFIELD, Eng. MONTREAL *Established* 1847

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$ 1,500,000.00
Toronto,	Assets, over - -	3,460,000.00
Ont.	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.

C. C. FOSTER, Secretary.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life

ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY.

J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

HOTEL DIRECTORY.

WINDSOR HOTEL, HAMILTON, BERMUDA

This House is pleasantly and conveniently located on the East Side of Queen Street. The rooms are bright and cheerful. Every attention paid to guests. Billiards and pool. Hot and cold water baths. A. McNICOL, Prop.

TOWER HOTEL, GEORGETOWN, DEMERARA, BRITISH GUIANA.

This first-class hotel is most conveniently situated in the coolest and healthiest part of the city. Five minutes from railway station and steamer stallings, and near to all principal public buildings. Cool and lofty bedrooms. Spacious Dining and Ladies' Rooms. Billiard Room. Electric light throughout.

HALIFAX HOTEL

HALIFAX, N. S.

WOODSIDE BOARDING HOUSE

(CORNER OF MAIN AND LAMAHA STREETS, GEORGETOWN, DEMERARA.)

Cool and airy Bedrooms, Excellent Cuisine, Attendance Qualified. Terms Moderate. Electric Car Loop at gate of premises. Patronage Solicited. Manageress E. COTTAM.

WINTER RESORT—QUEEN'S PARK HOTEL.

PORT OF SPAIN, TRINIDAD, B.W.I.

JOHN MCEWEN, Manager. For Rates, etc., apply Trinidad Shipping & Trading Co. 29 Broadway, New York.

THE GRAND UNION

The most popular hotel in

OTTAWA, ONTARIO. JAMES K. PAISLEY, Prop.

DOMINION HOUSE

W. H. DURHAM, PROPRIETOR. RENFREW, ONTARIO
The most popular Hotel in the Ottawa Valley.

VICTORIA LODGE

Mrs. J. F. SMITH, Proprietress. HAMILTON, BERMUDA
Opposite Victoria Park and Cedar Ave. Private Board $12 to $14 per week.
Open Nov. 1. Closes in May.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.

TOTAL ASSETS, $2,119,347.89.

LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING, Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President and Managing Director
P. H. SIMS, Secretary.

THE METROPOLITAN BANK

Capital Paid Up, - - $1,000,000
Reserve Fund, - - - $1,000,000
Undivided Profits, - - $ 133,133

We Solicit Your Account

GENERAL BANKING BUSINESS

Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.

TRADE MARK

This design a guarantee of quality.

WATERPROOF WRAPPING PAPER

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

CANADA PAPER CO.

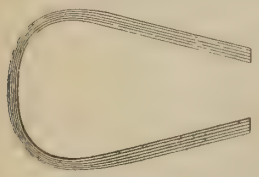
SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL

ESTABLISHED 1867

J. S. LOUGHEAD & SON, Sarnia, Ont.

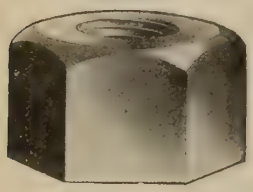
Mfrs. of HUBS, SPOKES and BENT GOODS

We manufacture a complete line of parts for WAGONS, CARTS, SLEIGHS, BUGGIES and CUTTERS. We also carry a large and complete stock, and can furnish dry material promptly. We make a specialty of making HEAVY STOCK for Wagons, Carts and Sleighs, also STRAIGHT HEEL SHAFTS and S. B. POLES in all sizes.



We use strictly first-class material, and good workmanship. Send for prices for your requirements.

Quebec Agent: J. A. BERNARD, 21 St. Peter St., Quebec, P. Q.



COLD PRESSED NUTS

Finished, Semi-Finished, Case Hardened, Polished, Plated, etc.

Cap Screws *Thumb Screws*
Set Screws *Machine Screws*

SPECIAL DISCOUNTS TO THE TRADE

Canada Foundry Company, Limited

Head Office and Works: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland



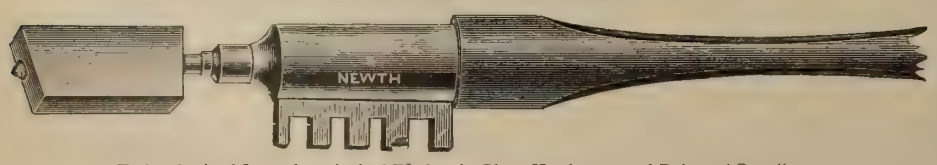
Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

GENUINE Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY Limited, - TORONTO, ONT



VORTEX HOT BLAST COAL STOVE

For Soft Coal, Lignite, Hard Coal, Wood, and lighter fuel.

For Sale by

E. T. WRIGHT & CO.

HAMILTON, CANADA

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.

Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

Cable Address, "Grautoff London," Liebers Code.



Starr Skates

and

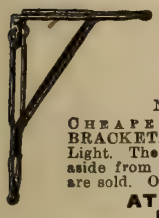
Mic Mac and Rex Hockey Sticks

will be in greater demand than ever this winter — because they are being extensively advertised.

You get the benefit of this good advertising when you stock them.

Write for 1907 catalogue.

Starr Manufacturing Co., Limited
DARTMOUTH, N.S., CANADA.
Branch Office, - Toronto, Ont.



Will Hold up a Shelf

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO.,
New Haven, Conn.,

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.
Emlyn Engineering Works NEWPORT, MON., ENGLAND

LEGAL CARDS

ATWATER, DUCLOS & CHAUVIN
Advocates, Montreal
Albert W. Atwater, K.C., Consulting Counsel or City of Montreal. Chas. A. Duclos. Henry N. Chauvin.

WM A. McLEAN.
Barrister, Solicitor, Etc.
Head Office, Guelph, McLean's Block.
Branch Office, Acton, Town Hall.
Corporation, Solicitor, Etc.

ROBINSON & GREEN
Barristers, Solicitors, Etc.
John A. Robinson, John R. Green, Solicitors for the Imperial Bank of Canada, the Southern Loan & Savings Co., St. Thomas, Ont.



Model '93 Large Caliber Rifle. When the crash of the fleeing buck and doe makes your heart jump and brings your gun with a jerk to your shoulder,

and your eye follows those good *Marlin* sights as you lead the white flag for a shot, it's a comfort to know the gun is going to do its part.

Marlin Model '93s are sure-fire and accurate. All *Marlin* rifles are simple, strong, easy to carry and have that balance which makes you shoot well. *Marlin* '93 rifles are made in calibers .25-36 to .38-55. They are getting the best results everywhere at big game, from Virginia deer to Kadiak bear.

The barrels are of "Special Smokeless Steel," the best obtainable, and are rifled deep and severely tested.

The working parts are all of drop-forged steel blocks cut to simple patterns. All *Marlin* parts are interchangeable.

The *Marlin* solid top is accident insurance of the best kind. The *Marlin* side ejection throws the shell aside, not into the line of sight or into the eyes.

These and many other valuable Marlin features are fully explained in our handsome Catalog. Sent FREE upon receipt of six cents in stamps.

Remember all *Marlin* Rifles are proved and tested for safety. Safe, sure and strong! What more can we say to the hunter of big and dangerous game?

TO ALL DEALERS HANDLING FIREARMS:

The above is one of seven advertisements be used by the Marlin Company in their 1906 advertising campaign. These advertisements will be inserted in a list of magazines selected for their QUALITY, known to be bought and read by a class of people financially able to buy Marlin repeaters and having a total guaranteed circulation per month of 5,000,000. Estimating five readers to a magazine, this will give a total, for seven months, of 25,000,000.

In addition, Marlin goods are advertised in farm papers, hardware papers, sporting goods papers and in many miscellaneous publications.

In our advertisements we ask for six cents in postage stamps. This means that a person must furnish paper and envelope, a two-cent stamp for mailing, include six cents and take the time and trouble necessary to write us a letter. Our object is to cut out catalog collectors, young boys and girls and people who are not interested enough to invest ten cents and the time and trouble necessary.

We reason that if a person is interested enough to do this, it is worth our while to go after him seriously and earnestly, and on all inquirers answering these advertisements and spending ten cents on us, we spend more than twenty cents.

We send each and every one a 136-page catalog illustrated with hundreds of engravings, having a beautiful cover in colors and containing a large amount of general information interesting and instructive to all shooters whether they use Marlin repeaters or not.

We send also a copy of our 96-page illustrated testimonial book and a personal letter in which we refer them to the nearest dealer that we know of who carries a good stock of Marlin goods and is enterprising enough to follow up an inquirer and try to sell the man a Marlin repeater.

We also send to the dealer the name and address of the party inquiring, thereby putting the dealer and the consumer in direct communication one with the other. We also follow up the customer and urge him to buy through the dealer.

Our advertising campaign each year brings us thousands of inquiries and makes us a great deal of expense and trouble, as you can readily see, but we believe that it pays us and it will pay you if you will take part in it.

If you are interested please write us and give us full particulars as to exactly where you stand on Marlin goods. If you are with us we want to know it and send you some of this business. Write us to-day and tell us whether you want to be on our dealers' list or not.

The Marlin Firearms Co., 91 Willow St., New Haven, Ct.

OUR LINES ARE SELLERS !

Why Not Write for Particulars ?

CABLE ADDRESS "SUPERIOR"

FARLEY WORKS, SHEFFIELD, ENG

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

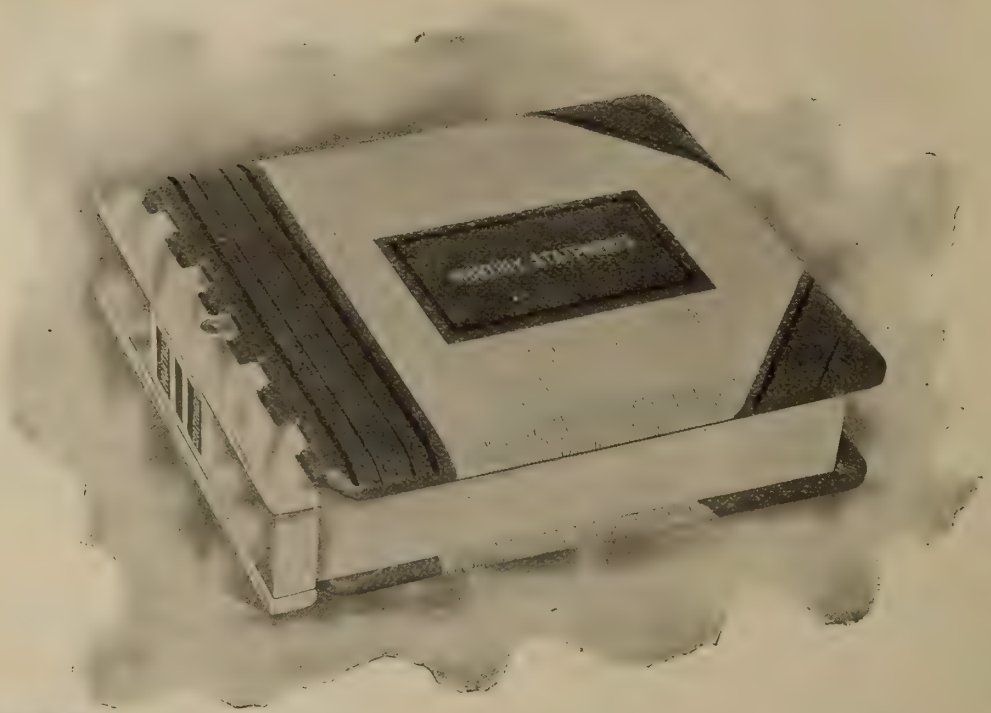
We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL

TELEPHONE M. 5576

THE COPELAND-CHATTERSON

NEW RETAIL SYSTEM



IT TAKES experience to successfully design a bang-up system for business. We have the experience because we introduced the first successful perpetual labor-saving system. It's some years back now, and we've been improving every minute of the time since.

We have evolved a special system for taking care of bookkeeping in a retail store. One book doing the work of three; one writing charging up the goods and at the same time preparing your customer's Statement, to be despatched at any time desired. The Ledger leaf opposite the Journal entry. The book indexed by tabs, and containing only active accounts. Another book, the Transfer Binder, containing all dead matter indexed in the same manner as the Current Binder. Then there are Recapitulation Sheets, etc.

This system saves fifty per cent. in clerical work, and enables you to send, on the first of the month, and without effort, your customer's accounts. Rendering bills promptly means quick returns. This alone would pay for the outfit.

Write us for particulars.

THE COPELAND-CHATTERSON CO., LIMITED

DEVISERS AND MANUFACTURERS OF SYSTEMS FOR BUSINESS

GENERAL OFFICE: TORONTO, ONT. WORKS: BRAMPTON, ONT.

MONTREAL, Liverpool, London and Globe Bldg.
OTTAWA, 14 Citizen Building
WINNIPEG, 141 Bannantyne Ave., East
LONDON, ENG., 43 Cannon St., E.C.
EUROPEAN FACTORY: STROUD, GLOU., ENG.

Too Expensive For My Business!

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO.

Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

■ ■ ■ ■ ■ ■

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

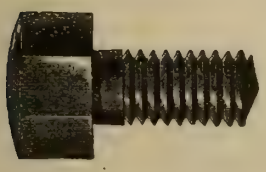
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Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

BUSINESS SYSTEMS
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84 SPADINA AVE.
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The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

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Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.



CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



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NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

Don't Forget the Name...
NEWMAN'S INVINCIBLE FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
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SILICA BARYTIC STONE CO.

OF ONTARIO, Limited
Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

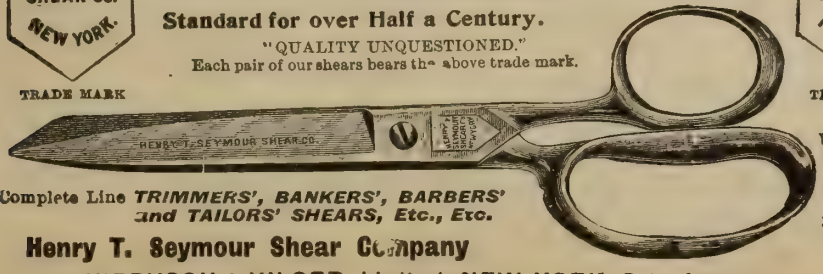
Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

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HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

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Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

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ARMSTRONG BROS. TOOL CO.
Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.
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GALVANIZING AND TINNING
THE CANADA METAL CO.
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207 ST. JAMES ST., - - - MONTREAL

Strapping for Binding Cases.

Plain Hoop Iron, Oil Finish;
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Box Board Fasteners.

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.

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Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns, Also **Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons,** etc., etc., etc.

Canadian Agent: **J. B. GIBSONE, P.O. Box No. 478, MONTREAL**

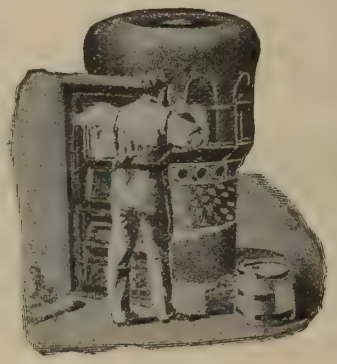
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have any repair work to do, use

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

Try one barrel on approval.
Others have done so, and now sell Sterne's cement.

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GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

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Selling to the Hardware Jobbers Only.

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ALEXANDER GIBB

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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

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Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day

you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods? They include a rare variety of money-makers. That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.

Look at our list of Agencies. It will pay you to get acquainted.

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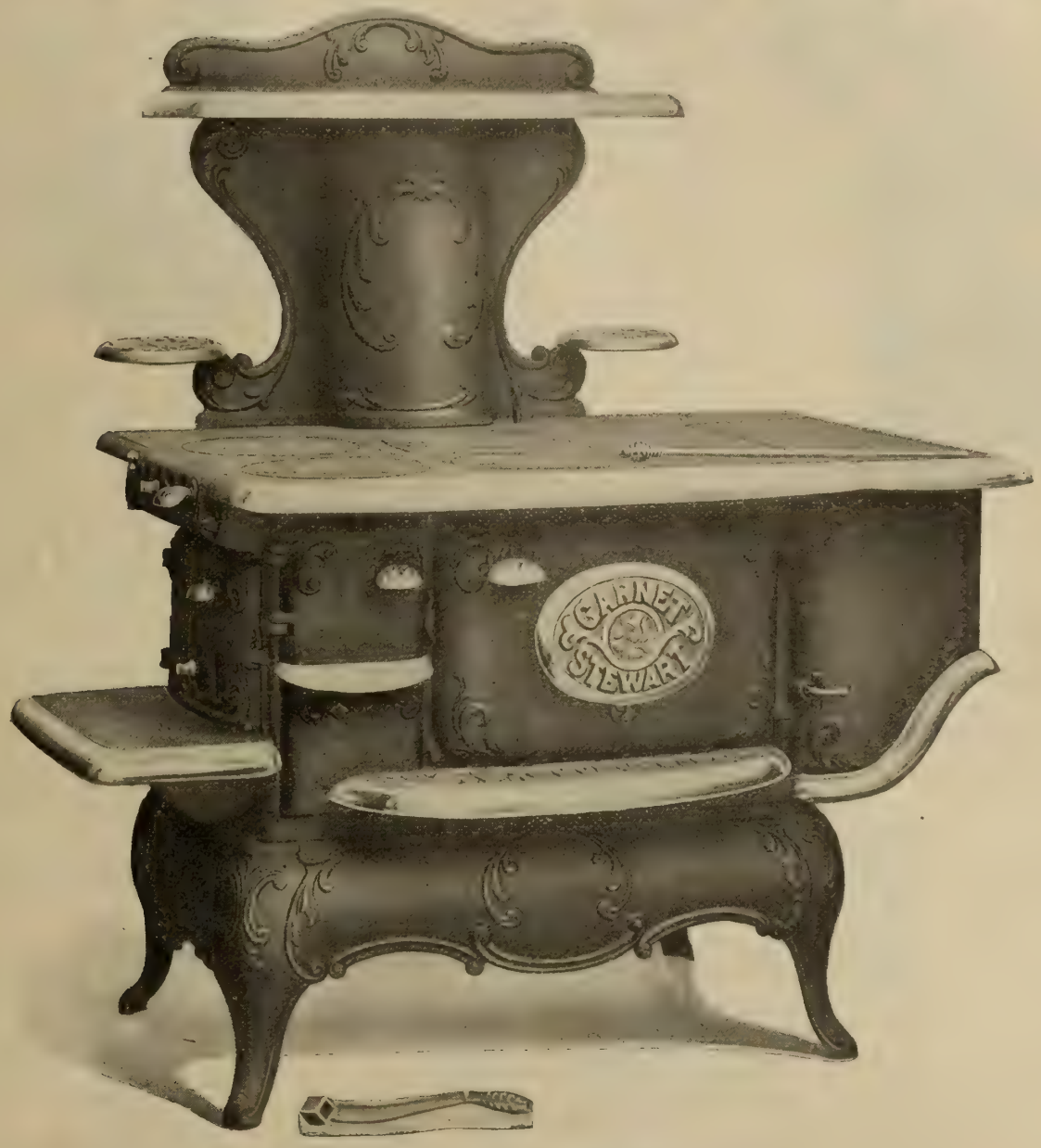
Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works, Limited, Windsor Ont.
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"Good Cheer" Ranges



THE "GARNET"

Plain but not severe. Just enough ornamentation to give it the most artistic appearance of any range in the market. Prospective buyers will not pass by your door if the "**GARNET**" is on view inside. All loose nickel—readily removed when range is to be polished, and such an easy one it is to keep bright and clean. Square oven, 18x18x12. Fine firebox, with all cast linings. Grates, etc., removable without disturbing linings or waterfront. A splendid operator in every way, and, in fact

IT'S JUST RIGHT

The JAMES STEWART MFG. CO.

LIMITED

Western Branch:
Foot of James Street, WINNIPEG, MAN.

WOODSTOCK, ONT.

One Woman said "it is the best cooker I have ever seen."



Patented

OUR "FAMOUS" QUICK-SELLING TRI-USE COOKER

Can be used in various ways, viz., as a double boiler for cooking cereals of all kinds, as a steamer for vegetables, puddings, stale buns, bread or cake, or as two separate saucepans, etc.

Sufficient room has been allowed for the steam to circulate between the two saucepans and under the outer cover into the inner saucepan, thus cooking the food by steam, making it appetizing and more easily digested.



Patented

The Tri-use Cooker is a great seller and every one of your customer's should have one. Introduce it and follow results.

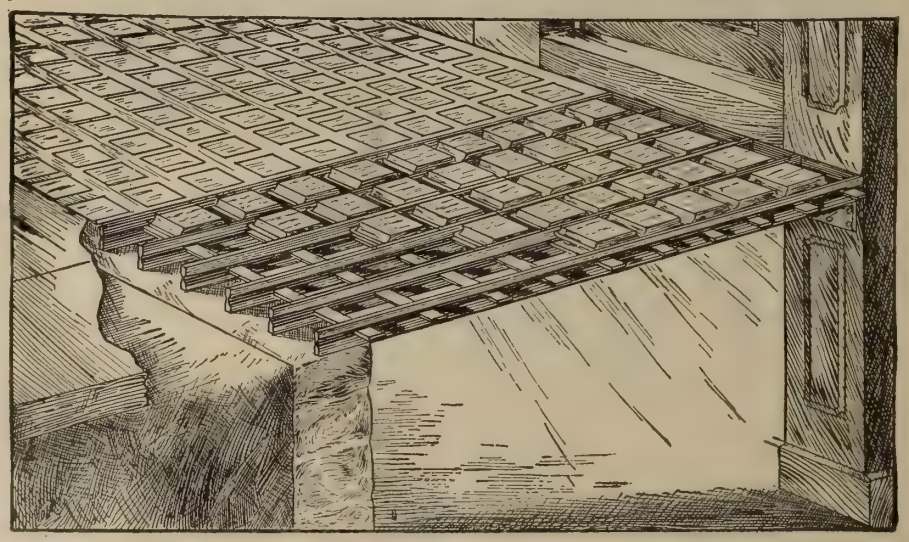
THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON

"EVERYTHING FOR THE TINSHOP"

SIDEWALK PRISMS

Plain Lens Plain Prisms Wired Prisms



The Paschall Interlocking Sidewalk Prisms

The Paschall Interlocking System of Steel Beam Construction for Sidewalk Prism is Unequalled

Because on account of its structural formation it has greater strength for its weight than any other known sidewalk construction

The grooved bar and cement interlock in such a manner that any separation of iron and cement is impossible.

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THE HOBBS MANUFACTURING COMPANY, LIMITED

LONDON WINNIPEG TORONTO



IT CUTS NAILS

Our new Neat of Saws contains a Compass, Keyhole and Metal Cutting Blade—fitted to an adjustable handle.
Indispensable to every Carpenter, Plumber, Electrician, Gas Fitter—or where nails are in the way. At your Dealers or write for Saw Sense Booklet. Tells all about it.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited

WOLVERHAMPTON

GENERAL HARDWARE AND METAL MERCHANTS

"AURORA" Galvanized Sheets,
Canada Plates, Black Sheets,
Tin Plates, Coil Chain.

JAMES BARBER, Era Works, Sheffield

HIGHEST GRADE OF
TABLE AND POCKET CUTLERY,
RAZORS, CARVERS, Etc.

Canadian Representative

J. H. ROPER

82 St. Francois Xavier Street, MONTREAL

—Your two classes of customers—

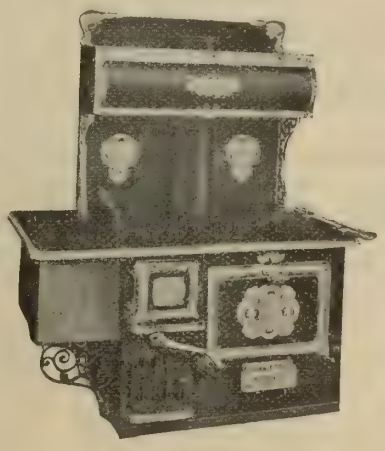
Your store can sell the Oxford Chancellor Range to both kinds of customers—

The people who have to make every cent count, and

The people who care more about quality than about price.

Close buyers take the Oxford Chancellor because they can't find so much range value for the price as you can give them in the Oxford Chancellor, with its asbestos lined extra-heavy sheet steel double riveted body, its roomy oven, its patent handy grate, its many practical labor and fuel saving ideas, and its very moderate selling price.

And other buyers,—people to whom price doesn't matter so much,—



They buy the Oxford Chancellor by choice for its handsome design, its substantial construction and its up-to-the-minute improvements.

You can afford to sell the Oxford Chancellor to any class of trade and you can't afford to sell a cheaper steel plate range—

You can't afford to for three good personal reasons.

You'll hear the three if you'll write us a letter.

The Gurney Foundry Company
Limited

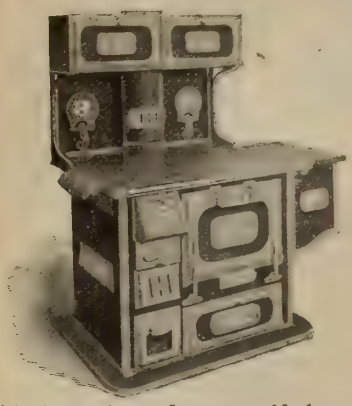
Toronto Winnipeg Vancouver Hamilton

The Gurney Massey Co., Limited, - Montreal, Que.
The Gurney Standard Metal Co., Limited, Calgary, Alta.

WE also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and Complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of cooking and heating apparatus, Plumbers' Supplies.

120

MORE FOR THEIR MONEY



That's what you can with confidence assure your customers that you are giving them when you talk

The Joy Malleable Range

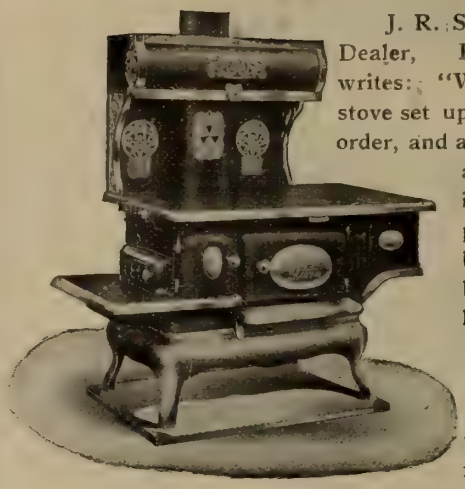
to them. Weigh it up, if you doubt our word; then add the difference per pound between Malleable and Grey iron, and between "Wellesville Polished Steel" and the other kinds, and see for yourself that you are actually giving double value, dollar for dollar of price, and then at least thribble value in length of service. Talk value and lasting qualities and price sinks into insignificance.

JOY MFG. CO., 32 Humberside Ave., TORONTO

TEES & PERSSE CO., Western Distributors, Winnipeg

CHAS. H. FOX, Agent for British Columbia, Vancouver

Even Baker Good Heater



J. R. Sproule, Hardware Dealer, Penetang, Ont., writes: "We now have your stove set up and in working order, and are pleased to be able to say that it works with complete success, it being an even baker and a good heater."

Here is a dealer who had enough faith in

The Empire Queen Range

to give it a practical test, with the result shown. Many other dealers who likewise have tested it, are now enthusiastic agents. Why not **YOU**.

The Canadian Heating & Ventilating Co. Limited,

OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE TRADE MARK

Big Profit for Dealer
Big Saving for Customer

ARK-EL-ITE Asbestos Stove Lining sells at **$1.80** per case or **15c.** per pkge. You retail it at **25c.** per pkge.

This lining is in powder form ready for use after mixing with cold water.

The most convenient article on the market.

Put up in 6 lb.—Cardboard pkges—12 to case.

BENJAMIN MOORE & CO. LIMITED

Successors to

The FRANCIS-FROST CO., Limited

Toronto, Canada

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

AEOLIAN VENTILATORS

They have been tried all over Canada, and have never failed to give complete satisfaction.

Montreal, June 15th, 1903

Messrs. J. W. HARRIS CO., Limited, Montreal

Dear Sirs,—In answer to your request, we take very much pleasure in saying that we have your system of ventilation installed in our Church for several years and it has given us entire satisfaction.

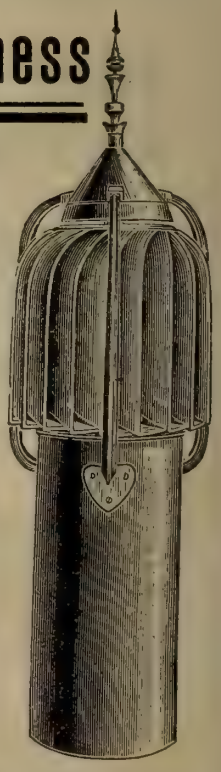
Fre. MARIE RAYMOND, O. F. M.

Write us for terms.

THE J. W. HARRIS COMPANY, LIMITED

Successors to LESSARD & HARRIS, Contractors

Montreal



THE AEOLIAN VENTILATOR

(Can be supplied in copper, if so desired.)

The Universal Steel Range is constructed to suit the requirements of the Canadian Trade. **BUILT LIKE A STEAM BOILER AND WILL LAST A LIFE TIME.** It has all the requisites suitable for a Farmer's Range. Will burn a 29-inch stick, and both the fire box and fire box door are unusually large to admit of rough and coarse wood. Lots of room on the top and in the oven to do the busy morning's work.



Made with
18 and 20-inch Ovens

Both sizes
Burn 29-inch Wood

This Range with coal will cook and bake perfectly and no trouble to retain a fire day and night. When this Range is connected to Hot Water attachments the grates and all other linings can be removed without disturbing the water front.

The linings can be changed from Coal to Wood or vice versa in five minutes without the removal of a bolt.

Now Mr. Dealer is not this a grand feature, for in most of Ranges to change the linings from Coal to Wood is an awful job, particularly after it has been in use for some time. In the Universal Favorite the woman of the house can change the linings herself so simple and perfect is the arrangement.

The Universal Favorite has more REAL features of Merit and more good talking points than any other Range on the market.

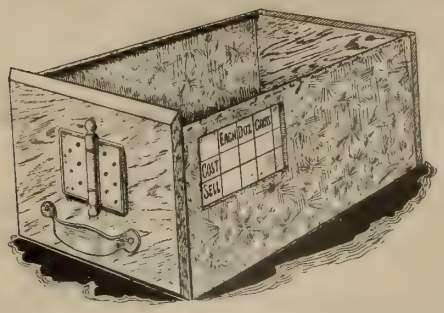
Manufactured by

FINDLAY BROS. CO., LIMITED

Makers of the smoothest and finished Stoves in Canada

Western Agents: Rattray, Cameron Co., WINNIPEG

SOME GOODS SELL THEMSELVES



that is if they are properly displayed. Articles like wrenches, floor-spring hinges, expansion bolts, squares, rules, automatic awls and screw-drivers, etc., should be accessible to customers ; not hidden away in packages. Keep them in view if you want to sell them.

The best salesman is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you. They will suggest articles customers had not thought of buying

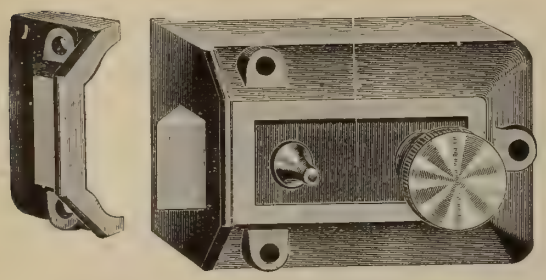
The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

WRITE FOR PRICE LIST AND FULL DESCRIPTION.

Cameron & Campbell, Sole Manufacturers, **Toronto, Ontario**

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.



COAL HODS

JAPAN AND GALVANIZED

Every size and style

Japan Stove Shovels

In six styles



We ship promptly

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

THE ATLANTIC CITY CONVENTIONS

American Hardware Manufacturers and Jobbers Hold Interesting Conventions at Atlantic City, N.J.

The tenth annual convention of the National Hardware Manufacturers' Association, and the twelfth convention of the National Hardware Association, were held at Atlantic City, Oct. 17, 18, 19.

The opening meeting of the association was held Wednesday morning, Oct. 17. In his opening address President Wright referred to the unprecedented prosperity of the country from the Atlantic to the Pacific. He drew attention to the new law governing transportation, giving equal rights and privileges to all shippers. The delays in transportation were a serious inconvenience and loss, and were as expensive as they were unnecessary, and he recommended the matter of a reciprocal demurrage proposition that will penalize the transportation companies for undue delay in deliveries on the same basis that jobbers are held responsible for delays in releasing their cars.

Retail Association Commended.

He spoke of the great work the National Retail Hardware Association were doing, and of the very cordial relations existing between the wholesale and retail associations.

The catalogue houses were given full consideration, and the statement was made that the work they as an association had been doing was beginning to tell, as was shown by the two large failures during the last year, and also by the fact there were no new companies being formed.

At the close of the president's address Mr. T. H. Newman, manager of Caverhill, Learmont & Co., and president of the Canadian Wholesale Hardware Association, and Mr. Jas. Hardy, secretary of the association, were introduced and spoke as follows :

President Newman's Address.

Mr. President, Ladies and Gentlemen, —On behalf of the Canadian Wholesale Hardware Association, I desire to extend my sincere thanks for your very kind invitation to attend this, your twelfth annual convention. I had the pleasure of addressing a few remarks to you at the last convention in Washington, and also of an introduction to President Roosevelt, of whom I shall always retain the most pleasant recollections. He impressed me at the time as a man of high culture and great ability, well fitted to fill the position to which your great nation has called him.

Our association in Canada has continued its work during the last year with considerable success. At the present moment Canada is enjoying a period of prosperity which is likely to continue for some time at least. The rapid settlement of our great Northwest and development of our railway systems are in a large measure accountable for our present prosperity.

Might I presume to take up a few moments of your time, giving you some figures which will illustrate the growth of Canada's foreign trade ? Total imports, $294,000,000; total exports, $256,000,000—or a grand total of foreign trade, $550,000,000. Imports from the United States into Canada, $180,000,000; exports to the United States, $83,000,000. Imports from Great Britain, $70,000,000; exports to Great Britain, $127,000,000.

It is generally believed that Canada is the third largest customer which the United States has. This is very easily accounted for. Our close proximity to your great country is one reason why we purchase so much, and another reason, perhaps more important one, is that the manufactures of the United States are suited to Canada's requirements.

I doubt very much if any nation in this world possessing a population of six and a half million can show a larger foreign trade than Canada; our internal trade is growing with leaps and bounds. Canada is becoming rapidly a manufacturing country, and goods formerly imported from other countries are being made at home.

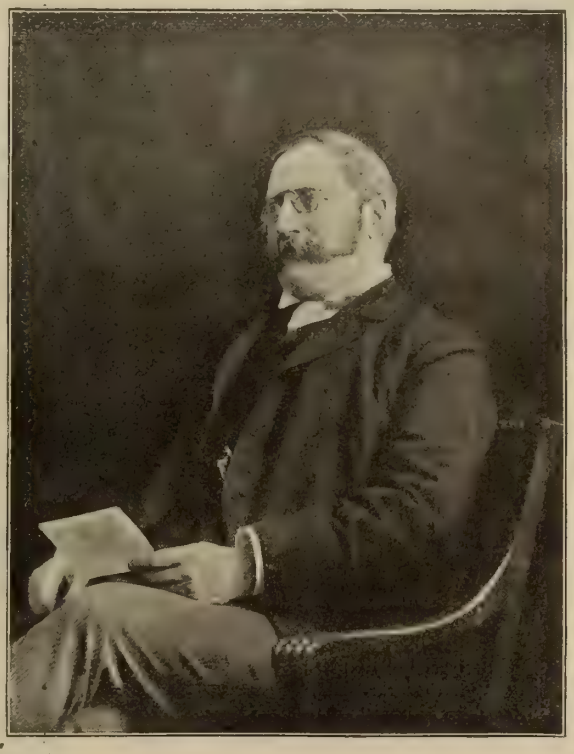
One more illustration of the growth of trade, namely, bank clearings. A few years ago the City of Montreal occupied thirteenth place of all the cities of this continent. To-day she ranks eighth, being exceeded only by the following cities : New York, Chicago, Boston, Philadelphia, St. Louis, Pittsburg, San Francisco.

I cannot close these few scattered remarks without referring to the very cordial relations existing between the United States and the British Empire. Long may it continue, is the wish of we Canadians. I am one of those who believe earnestly that Providence has destined the United States and Great Britain, the great Anglo-Saxon nations, to christianize by trade and commerce the outlying portions of the world, insuring the peace of the world. Under the protection of the Stars and Stripes and Union Jack, these flags entwined together, the symbol of peace and liberty all over the world.

Secretary Hardy's Address.

Mr. President, ladies and gentlemen : It is a pleasure, I am sure, to again attend your convention and convey as I have to do officially for the Canadian Hardware Association their thanks for the cordial reception and the kindness the members have always exhibited on every occasion to visitors from our association.

President Newman has dealt very fully with the figures as to what Canada is doing. I would like to get down just for a moment to what you may consider dollars and cents. You are all interested in dollars and cents, and I would like to point out that a great deal has been said about the United States being the natural market for Canadian farm pro-



MR. T. H. NEWMAN, of Caverhill, Learmont & Co., Montreal, President Canadian Wholesale Hardware Association.

ducts, yet per head of population Americans bought only a little over 9 cents' worth of Canadian farm products during the year 1904, while Canadians per head of population bought from the United States over three dollars and fifteen



MR. JAMES HARDY, of Jenkins & Hardy, Toronto, Secretary Canadian Wholesale Hardware Association.

cents' worth of the same kind of farm products. One Canadian consumed more United States farm products than thirty-four Americans did Canadian. Most every one interested in this matter will admit that the reason for this is that the United States has a high protective tariff, while Canada has a low one. Canadians bought from the United States in the fiscal year 1904 540 times as much bacon, thirteen times as much butter, five times as much cheese and over thirty times as many eggs as we sold to them, this notwithstanding the fact that they have a consuming market fifteen times as large as ours.

Gentlemen, I think that applies with equal force to hardware. Whilst we buy 540 times as much bacon, I think the proportion of hardware would be considerably higher than that. I think if you want to do more business with us you better come over and put a plant up there and become one of us. There is no doubt you will reap an ample reward. We are progressing, as you are all aware, very fast. We hope to progress a little further and better in the future.

With respect to the future meetings of this association, we would like to see you come to Canada. We think we can take care of you in Toronto, the finest city in the world. Most of you—a great number, at all events—have been there. We have been coming here for a number of years and receiving the greatest hospitality and kindness and we would like to have a chance to return the favor. Ladies and gentlemen, we would be glad to see you all in Canada and we know when we get you you will want to stay with us.

Cash Discount.

This question was discussed at some length. Recently certain manufacturers have attempted to reduce the profits of both jobber and retailer by changing their terms from 60 days with a discount of 2 per cent. off for cash in ten days, to 60 days and in some cases 30 days with 1 per cent. for cash ten days. Investigations proved that it would be a great hardship to deprive the retail trade of the cash discount as it in turn allowed it to its customers who paid within a specified time. Manufacturers are not asked to reduce their selling price but simply to figure the cash discount in the cost of the goods just as they do what they expend for raw material, labor, possible losses, freight, administration expenses, salaries, and other items too numerous to mention.

No fault is found with them for pursuing this course but that it is unjust, unkind and ungenerous to attempt to force the trade of the country to buy goods without a discount or with 1 per cent. discount for cash 10 days when both jobber and retailer are compelled to give the cash discount on their sales of 2 per cent.

The majority of manufacturers seemed to agree with this reasoning and it is not at all probable any change will be made in cash discounts.

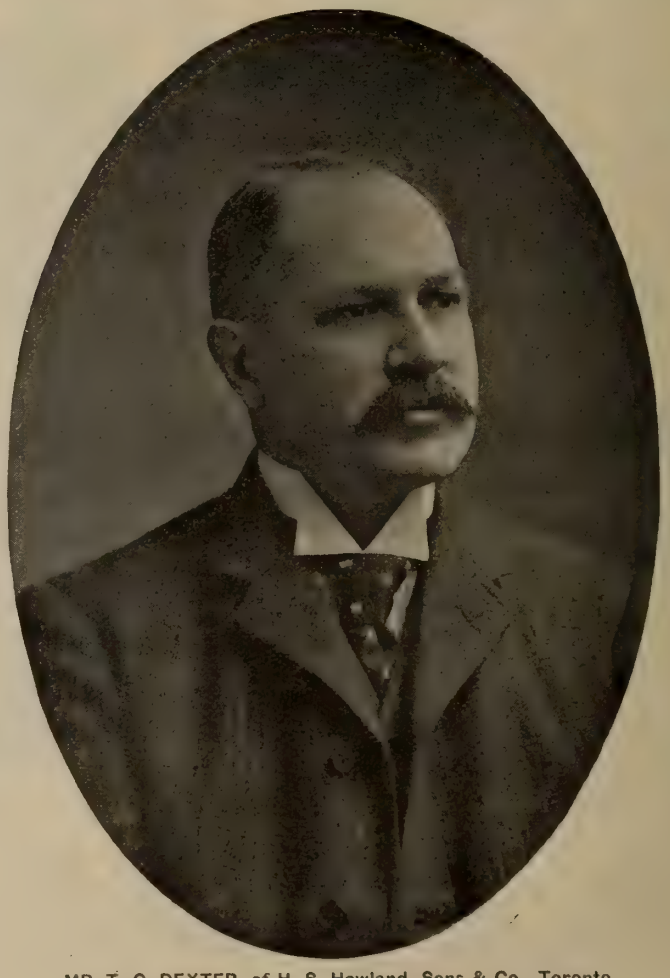
An interesting address was also delivered by President Bush, of the National Retail Hardware Association of America, which will be reproduced in a future issue.

In conversation with a representative of Hardware and Metal, Mr. T. G. Dexter, manager of H. S. Howland, Sons & Co., and vice-president Canadian Wholesale Hardware Association, who was present at the convention, stated that he thought it would be in the best interests of the hardware trade in Canada if hardware manufacturers and jobbers could get together once a year and discuss matters which are either too trivial to mention in correspondence or too large to be broached unless they could be thrashed out thoroughly. A better understanding, he thought, would be reached with regard to the best method of putting new goods on the market, and the manufacturer would realize that he will get the largest profit and at the same time put his business on the firmest foundation by protecting both wholesaler and retailer.

Mr. Dexter's idea is that a hardware branch of the Canadian Manufacturers' Association should be formed and meet annually with the Canadian Wholesale Hardware Association.

Mr. Dexter expressed himself as heartily in favor of the suggestion made by Mr. Bush, president National Retail Hardware Association of America, that manufacturers should pay more attention to the giving of information to clerks which would enable them to explain the quality of the goods they were selling. This information could be given by regular advertisements in the trade press and by folders which could be enclosed in each package of goods.

Altogether Mr. Dexter said the convention was a great success. The Canadian delegates were royally entertained and it was a great pleasure to meet personally the heads of a large number of firms with whom we have been doing business for years.



MR. T. G. DEXTER, of H. S. Howland, Sons & Co., Toronto, Vice-President Canadian Wholesale Hardware Association.

ADVERTISING HOLIDAY GOODS EFFECTIVELY

With the approach of Christmas season the hardwareman and sporting goods dealer begin to put on extra steam so that the store will look extra nice and sales will be extra large.

The first attention will be given to the buying, next to the arranging, and then to the advertising.

Ready for Advertising.

It will be assumed that the merchant has his stock of Christmas goods in, has them attractively arranged in his store window and is ready for "outside" publicity.

Ostensibly the advertising goal to reach will be to place the goods as attractively in the newspapers as they are in the store. This looks like an impossible task—but it isn't.

In the store the customer is influenced more or less by demonstration that appeals to the eye. In the newspaper the customer is influenced altogether by argument that appeals to the Buying Department of the Brain.

How to Do It.

How then can you get this appealing argument before the people who may not of their own accord call at the store? By simply putting art and argument persuasion and plausibility prices and particulars on paper.

Take a sheet of foolscap paper, rule a space off in the centre and begin to write for your weekly. Take a look round your store and be impressed with what fact stands out the most prominent—"I am ready for Christmas business."

There you have the heading for your advertisement which, considering the season, ought to be very generous in size.

Having secured the heading you pass on to the opening sentences in the solid matter, which, of course begin to deal with the persons addressed. You presuppose all your readers are buyers, but you have no ground for presupposing they are your buyers. If that was the case there would be no necessity of your advertising.

Some Facts.

You also are aware of the fact that at Christmas time people like to see as well as buy, or, in other words, the telephcne business will be small. Then the point you will strive for in your ad will not be to sell the goods as the result of the advertising, but to bring the people out tc see your goods, and then to sell as a result of your display and range of goods.

It will be a good move to quote a representative list of articles for the reason that a great number of people don't know the variety of ware a town hardware dealer keeps. They might be apt to go to the jeweler for their cutlery and silverware, or write away to a big house for a carving set. These consumer-illusions must be dispelled.

So after the heading the ad might go on to say: "You will be wanting a pocket knife for Willie, a pair of skates for Annie, a hockey stick for Charlie."

"Then you may consider the advisability of carving the turkey up with a new carving set."

"Of presenting a fishing tackle to Dr. ———."

"Of securing a rifle for Arthur, who is coming home Christmas Eve."

"Of giving Auntie May a set of asbestos sad irons, or a new carpet sweeper."

"Of purchasing for the home an oil heater."

"I have pocket knives, skates, hockey sticks, carving sets. fishing tackle, rifles, carpet sweepers, asbestos sad irons, oil heaters, etc., in great variety of quality and prices."

Inducements to Buy.

As other dealers can also say what is said above, the next point to consider is that of a "drawing card." What will make the people come to your store in preference to other stores with almost identically the same goods? Talk won't do it; sentiment won't do it; money will do it. Offer a premium!

Then the next part of your ad might read:

"All those who make purchases of ten dollars or more at my store Christmas weeks will be allowed a discount for cash."

Next comes your name, address, and name of town, which should be in bold type but not too large to overbalance the remainder of the advertisement.

AN IDEA THAT PAID.

During the closing days of 1905 a hardware dealer in the south had five hundred monthly statements printed with the following announcement at the head:

1905. 1906.

A Merry Christmas
A Happy New Year
Please return the compliments
of the season.
James R. Colville & Son.

Direct results were traced to this little bit of inexpensive advertising. Why not try it for 1906-1907!

I am Ready for Christmas Business

YOU will be wanting a Pocket Knife for Willie, a Pair of Skates for Annie, a Hockey Stick for Charlie. Then you may consider the advisability of carving the turkey up with a new Carving Set. Of presenting a Fishing Tackle to Dr. Wingate. Of securing a Rifle for Arthur, who is coming home Xmas Eve. Of giving Auntie May a Set of Asbesto Sad Irons. Of purchasing for the home an Oil Heater. I have Pocket Knives, Skates, Hockey Sticks, Carving Sets, Fishing Tackle, Rifles, Asbestos Sad Irons, Oil Heaters, Etc., in great variety of quality and prices.

ALL THOSE WHO MAKE PURCHASES OF TEN DOLLARS OR MORE AT MY STORE XMAS WEEKS WILL BE ALLOWED A DISCOUNT OF 3 PER CENT. CASH.

W. FELLOWES

Handow Ave., KARN, ONT.

BUSINESS BRINGING HINTS.

A sporting goods dealer out west writes to this department and says, among other things, that he finds the package slip and window bulletin very useful in the store, and that printing the weather forecast in his ads draws a great deal of attention to the wares he has for sale.

He also uses the want card, i.e., keeps cards in his store for dotting down the names of goods asked for which he didn't have in stock.

LAMPS FOR HOLIDAY TRADE

With the coming of electricity into common use for lighting purposes there have also come new styles and designs for fixtures, so that each succeeding year has eclipsed the previous one in the creation of striking and novel designs. But the old coal oil lamp has not been forgotten by those who have lavished their art and taxed their ingenuity in the endeavor to bring out new designs in lamps and their accessories. In coal oil lamps, one of the newest lines to be brought on the Canadian market is the beaded fringe, reception lamp. They are made in different styles, but each one is a handsome and useful ornament. A particular feature of these lamps is the glass beaded fringe which is suspended from the shade. These fringes are made in clear and tinted glass, and have a softening effect upon the light without materially lessening its power. These fringes are about four inches in length, and do not add any emcumbrance either in appearance or weight.

RETURNED
Oct/29/06.
to Owner
Cut Book No. 56
Page No. 85
a.a.w.



A Recent Design of an Inverted Gas Light.

These lamps are made in styles adaptable to the furnishings of any room. The Dutch style is quaint and artistic, with its delicate tints, and its painting typifying the peasant life of Holland. For an odd piece, or for a room furnished in the Dutch style which is now so popular, this lamp gives a grace and finish that few pieces of furniture give. Then there are the Art Noveau and the Rookwood, which are adaptable to any drawing or reception room, giving out a soft, mellow light from their colored shades and fringes. The Cathedral or Mission design stands alone in uniqueness of color and style. It is a deep, rich red, plain and simple in ornamentation. Its color scheme can best be described by calling it tesselated. Irregular black lines divide the red squares. For a den, or a room furnished in the Mission style, this lamp would have a beautiful effect when lighted.

Considering the value of these lamps the price is not excessive, and some of the cheaper styles could well be stocked by the country store, particularly in the Christmas season. From four to twelve dollars is the range, and for the smaller price some nice lamps can be had.

But not only are new designs in lamps being brought out largely this year; new methods of lighting have also been evolved. Experiments with a new lighting system have been carried out in Scotland in which kerosene oil is used. The oil is stored in a tank, which is attached to the base of the standard carrying the lamp. In the top of this reservoir is a cylinder filled with compressed carbonic acid gas, with a small oil container at the bottom holding from one-half to two gallons of oil, which automatically flows thereto from the larger receptacle. A reducing valve connects the oil container with the carbonic acid cylinder, and a small tube leads to the burner, which has a vaporizer consisting of a jet and an air-mixing chamber, while the burner is fitted with an incandescent gas mantle. The oil is forced from the oil container to the vaporizer through the small tube by the pressure of the carbonic acid gas. On reaching the vaporizer the oil is converted into gas and passes through the flame spreader where it combines with the air, and thence to the incandescent mantle. The lamp is economical in consumption, a light of 200 candle power being obtained for 45 hours with a consumption of one gallon of oil. The light is said to be clear, bright, and of great penetrative power.

Care of Lamps.

The care of lamps is a simple thing, yet many serious conflagrations have been caused by the explosion or upsetting of a lamp. Cleanliness is the surest safeguard in the care of lamps, as it is only a dirty, congested lamp that is ever known to explode. A burner that is kept clean radiates heat, while a dirty burner conducts the heat to the lamp. If the wick is too small the flame will travel down the tube; if there is a leak at the collar, escaping gas ignites, and if the burner has been removed for the purpose of filling the lamp after it has been burning the gas within the globe expands and may reach a nearby light.

New Cylinder Lamp.

In gas lighting one of the newest lamps out is the Humphrey nickel cylinder lamp. The cylinder ventilator gives added draft and promotes combustion efficiency, as well as keeping out moths and dust or anything that tends to injure the mantles. This lamp requires no match or taper to light it. There is a minute gas jet burning continually which ignites the main jet upon pulling one of the small chains. This small jet becomes extinct when the large light starts up, but ignites again by the action of putting out the large light. For stairs, hotels and public buildings this is an admirable lamp.

Inverted Lights.

The inverted gas light is constantly growing in public favor and the wonder is that it was not brought into more general use before. One of the chief advantages of the inverted gas mantle is that there is no shadow thrown from it, and hence no necessity of adjusting in order to get the direct rays of the light. Then there are decorative results possible with the inverted light that cannot be had with the regular light. This point can be appreciated more in the cluster lights, and grouped lights for large rooms. The accompanying cut shows one of the pretty effects of the inverted lights in a very popular style of hall or reception lanterns suspended from the ceiling with a chain.

WINDOW DISPLAYS OF CHRISTMAS GOODS

That the window display is one of the best and least expensive advertising mediums at the disposal of storekeepers is forcibly borne out by the wonderful improvement in the art of window trimming noticeable during the last few years, and to-day no storekeeper can afford to overlook this avenue of income.

Some hardware merchants contend that goods deteriorate when exposed in window displays, or that they have no knack of window trimming, and no one in the store possesses that ability. It is true that goods are damaged in window displays, but not to any great extent if they are properly cared for, and the displays are changed frequently. Personal inability to trim windows on the part of the merchant is a lame excuse, and the fact that there is no one else in the store with a knack of window trimming is the worst subterfuge of all. These excuses are deceiving the merchant himself, for they are causing him to lose hundreds of dollars' worth of trade which he might obtain by means of good, attractive displays.

The dealer who is getting along without good displays, both in his window and inside the store, is like a one-legged man hopping along without a crutch. If he is prosperous he can become more so by using this splendid medium of advertising. If his business is not in a thoroughly good condition the chances are that his failure to take advantage of such opportunities is to a great extent responsible for it. If the business is not large enough to employ a man especially for this work, it is usually not difficult to find some one with ability in this direction who is willing to act as a clerk as well.

Poor Displays are Harmful.

Careless displays and slovenly windows do incalculable harm to a business, and are worse than no displays at all. They keep people out of the store who would be brought into it by the right kind of an effort. Besides that, they give the impression of careless management, which creates a feeling of distrust in the public mind. If there is any one thing a merchant needs more than anything else to attain success it is the confidence of the public.

No matter how good a display may be it should not be allowed to stand for more than a few days. Frequent changes prevent the damaging of goods by exposure and they make the effort far more profitable. Timeliness is another important feature. The display should have direct bearing upon the needs of the public at the time it is shown. The judgment of the merchant himself and the trade conditions prevailing in his locality make the best criterion for determining the nature of the showing.

Though most hardwaremen dislike to do it, they could learn very much from the methods of the modern department store in this direction. These establishments pay large salaries to men who do nothing else but trim windows and do interior decorating. After all, the modern department store is nothing but a big, old-fashioned country store in which everything under the sun is sold. The difference lies in the system and methods which characterized the management.

Inexpensive Advertising.

Many merchants regard advertising and window dressing as items of expense rather than as an investment of a few dollars or a few hours' work in the hope of a reward in increased business. If advertising or window dressing does not bring these results there is something wrong and it will pay to adopt a new system, putting more life into the work and making a closer study of the wants of those whose custom you are endeavoring to secure. In the average small town there is ample room for an enterprising hardware dealer to win a reputation for having the most attractive window displays in town. Encourage clerks to develop their ability as window trimmers and the window will soon become one of the most profitable sections in the store building.

Plan Holiday Displays Now.

There is no season of the year when the windows can be made to produce better returns than during the Fall and Christmas season. These are the times when money flows most freely, and instead of waiting for customers to decide that they require a certain article it is good business policy to bring the goods before the people in a suggestive manner and make them wonder how they can get along without the latest and most modern articles in the hardware line.

To be effective a window display must be well planned in many cases weeks ahead of the season when it is desired. A rough sketch should be drafted showing some novel arrangement of seasonable goods, the idea being to catch the eyes of passers-by, to arrest their attention and cause them to stop and examine the display, and then by the judicious use of show cards to invite the possible customers inside the store where a fuller line of the goods displayed can be seen.

Good displays require many hours of careful work to prepare, and it is safe to assume that Messrs. Karges and Wetmore gave the better part of their spare time during the evenings for a month in working out the detail and gathering the material with which to construct the novel displays shown in the accompanying engravings. Mr. Karges, for instance, says he was working on the model of the battleship



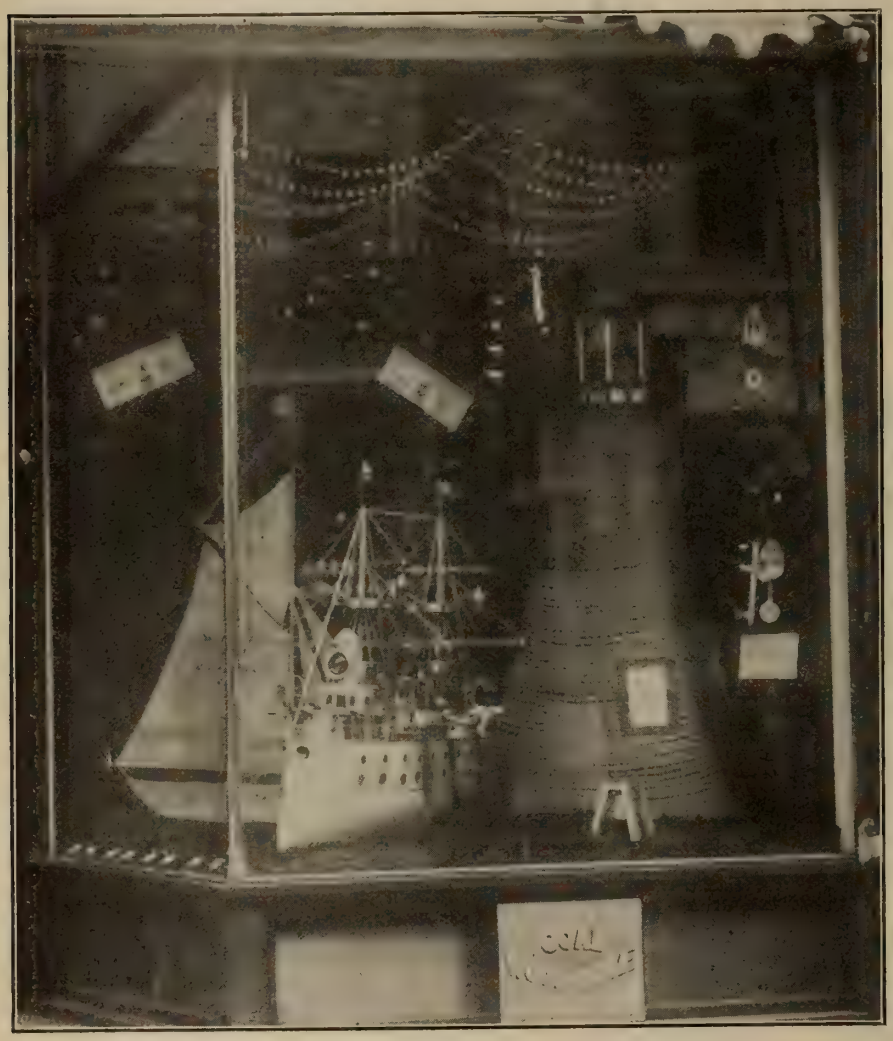
"The Home of Santa Claus" Window, Dressed by S. S. Wetmore, Halifax, N.S.
Awarded Second Prize in Hardware and Metal's Window Dressing Contest a Year Ago.

for about a month, making it entirely from articles stocked in the store.

Last Year's Prize Windows.

A year ago we offered prizes for the best displays, and made awards to the three reproduced this week. While all have exceptional merit in certain respects, none came up to the real standard of a good Christmas display, the subjects being too general and their connection with the Christmas trade too far fetched to be really effective as holiday trade winners.

Mr. Karges' display, while being composed of purely hardware goods, had the holiday and Winter lines



Holiday Window, Dressed by Albert Karges, Woodstock.
Awarded First Prize in Hardware and Metal's Window Dressing Contest a Year ago.

(skates and sleigh bells) as fillers in for the background rather than making such seasonable lines as the central features of the exhibit. He states, however, that the display attracted large crowds each evening for the week that it was shown, and sales were easily traced as direct results of the display. The display was made in the right hand window of Gardiner Bros. hardware store at Woodstock, Ont., the arrangement being described as follows :

Novel Lighthouse Display.

"The background was tarred felt neatly tacked on a wooden frame, with a sailboat painted on it with aluminium paint, with the words on the sail, 'We Make a Sale Where Others Fail.' The ceiling was draped with sleigh and hand bells, and on the side is arranged dog collars, dog chains and skates. The body of the lighthouse was made of rope wound around a wooden frame, with a suitable shaped top. It had three red glass windows, and a flash light inside, which shined every five seconds and lighted the window thoroughly. The boat was built entirely of hardware, the body being a wooden frame work covered with aluminum paint. Inside the holes on the sides was red glass and one electric light lighted the whole body. The rail was made of long round headed brass screws with a chain fastened from one to the other. The cabin and searchlight was lighted by electricity. The masts were jointed gun cleaners with mouse traps and funnels as turrets. The cross pieces were one and two-foot rules with guy ropes of seine twine. The life-boats were attached to the hangers by pulleys and ropes. On the turrets and deck were mounted all kinds of revolvers. Bull rings took the place of life preservers, while two large boring machine augers were used as propellers.

"The left-hand window contained a display of cutlery and silverware, the two sides and bottom being covered with green felt, making an excellent background. The word 'Variety' was spelt out in tea spoons. One hundred styles of can knives was stacked up by means of corks in the front of the window, and the bottom of the window was covered with carving sets, ladies' companions and case goods of all kinds."

The Home of Santa Claus.

Mr. Wetmore's Arctic scene was certainly seasonable and must have attracted a great deal of attention in the metropolis of the Atlantic seaboard, where the picture would be realistic to many who know the terrors of the North Atlantic in mid-winter. The display is undoubtedly a work of art, but it does not reach our conception of what a holiday window display should be as it did not show any hardware goods, and but for the signs might have passed for a dry goods or bookseller's display. It was well calculated to catch the eyes of passers-by, but would not so easily reach their pocketbooks.

In the northeast corner was represented the North Pole, backed by an illuminated aurora behind a pole flying the English ensign, protected at the base by a British lion, surrounded by icebergs tipped with gold and viewed through ice cliffs, on which are seen the advertisements of A. M. Bell & Co., Halifax, in whose windows the display was made. Immediately in front were Esquimaux huts, partially buried in snow, while at a short distance to the right stood Santa Claus' factory of crystal illuminated by electricity and bearing the sign, "Santa Claus' Toy Factory," and surrounded by numerous cases of toys, etc., to be forwarded to the station on North Pole Railroad in foreground called Halifax Junction.

The electric locomotive hauling freight cars of North Pole Railroad marked "Toys," "Dolls," left the factory, traveling south on brink of Ice Cliff and through Ice Tunnel to Zeigler Station, 360 miles from North Pole, thence down the incline to the sea level, passing the log cabin on the left covered with snow and numerous skins stretched on sides, brown bears being in the neighborhood.

In the centre of the foreground the train crossed the water channel on a steel bridge, with ice floes passing beneath. Attached to the bridge was the sign, "Bathing from off this bridge strictly prohibited." On the left of the foreground stood a modern brick station house of the North Pole Railroad. On the side track stood some freight cars waiting to be hauled through Ice Tunnel to Halifax. A locomotive was tracked at the water tank on left of station. After reaching the junction the electric train climbed an incline toward the North Pole and factory, passing another hunter's cabin on the right.

In the centre, between the bridge and ice cliff, were many icebergs, at the base of which were herds of seals, pelts, blood, etc., showing signs of slaughter. On the outskirts was to be seen a Polar bear studying the sign, viz., "Polar bears are warned not to obstruct train on N.P.R.R. bridge," and sea lions reading the sign, "Sea lions are cautioned not to walk on track."

The roof of the scene consisted of lattice work in silver tinsel, diamond and square, from which hung brilliants and letters in gold and snow—"The Home of Santa Claus."

The Hunter's Cabin.

Not exactly a Christmas window, but closely approaching to it, was the display made by A. R. Auger, Okotoks, Alberta, a thriving town in the foothills of the Rocky Mountains. The difficulties under which Mr. Auger worked can be judged by the old-style window frame and absence of plate glass, and his effort, therefore, is worthy of special mention. It represented a typical western bachelor's shack, the inside being lined with white building paper. For the fireplace he made a wooden frame and covered it with heavy paper, this being painted to resemble bricks. For the fire he had a small open box covered with screen wire and red tissue paper. In the box was placed a 16-candle power electric light, and over the paper a layer of borax and coal. At night, the light shining through the borax made it look like red coals, and the effect was perfect. The only other light in the window was a wax candle on the table.

The stocking hanging over the fireplace is a reminder of Christmas Eve, while the other contents of the shack, scattered over the floor and hung on the wall, were all typical of what could ordinarily be found in a hunter's shack in the mountains, the rifle, fishing rod, boots, cayuse pack straps and belly band, hatchet, etc., also being lines which could ordinarily be found in a hardware supply house in such a district.

This Year's Offer.

Our offer this season comprises five prizes, but the conditions are more restricted, as in making the awards preference will be given to displays of goods suitable for holiday presents, such as silverware, razors, cutlery, sporting goods, house furnishings and hardware specialties. Care should be taken to avoid reflection in the photographs and a brief description of how the display was constructed should be forwarded along with the photograph. Where possible, also, we desire samples of Christmas advertisements in local papers, referring to the goods shown in the window displays, and a splendid fountain pen will be awarded to the competitor sending the best advertisement.

Six Prizes in All.

Hardware merchants and clerks cannot do better than make a study of window dressing. The man whose store has display windows has to pay higher rent and taxes than the man whose place of business is in an upstairs or back alley location. The window should pay for itself and it will if given a proper chance. The prizes we offer below are merely a flee bite in comparison to the possible results of every merchant's show window. The prizes include:

First prize—$6.00.

Second prize—$4.00.

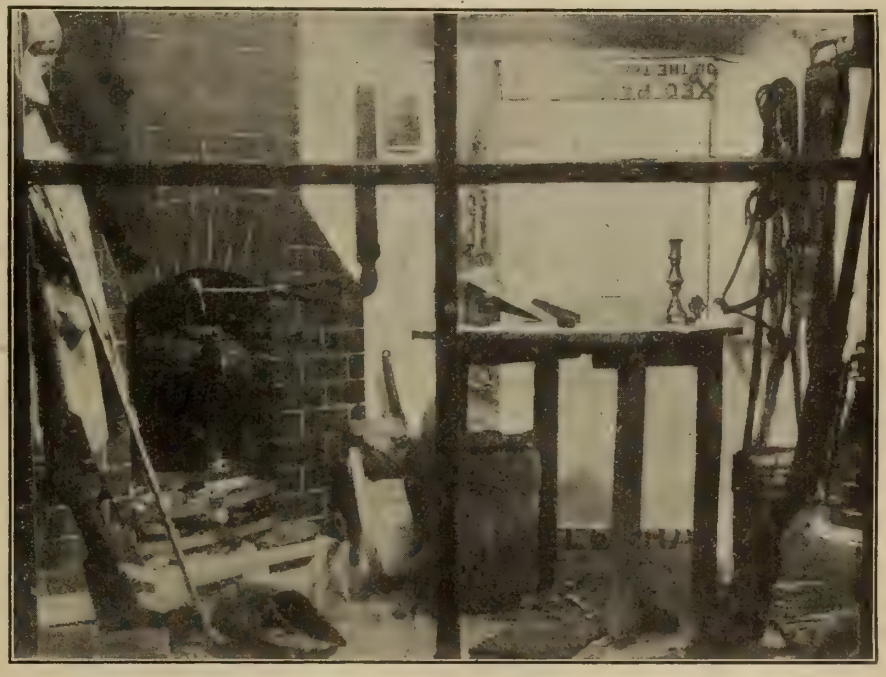
Third, fourth and fifth prizes, a year's subscription to Hardware and Metal.

Special prize for best Christmas advertisement—Fountain pen.

WINDOW DRESSING AS AN ART.

Window displays have reached an importance in the economy of advertising and store management which makes it a necessity to observe the principles which make a trim the means to an end. Time was when anything that could be done by way of a window trim to bring a crowd of curious people about the window was done. It was thought that great, dazzling, showy windows made the merchant's name known far and wide, but it was gradually found out that the majority of people were attracted to these windows out of curiosity, and went away without ever giving a moment's consideration to the merchant's name who so generously catered to idle curiosity. The same law of idle curiosity brings a crowd about the gaudy and elaborate window display, and as soon as that curiosity is satisfied they march away with no further concern about the window of the merchant. If to gather a crowd about a store window is the sole object of the display, that can be done at much less time and by placing some grotesque figure of a man or an animal in the window, and the effect as a seller of goods would prove as profitable.

The old theory of showy displays has given way to a most modest and useful system of window trims, and the trim that fails to make an impression upon the people of the class of goods presented fails in its purpose. The merchant no longer caters to idle curiosity, but prepares his window trims to bring him customers. It is trade he wants, and his trims must appeal to that class capable of giving him trade. One soon tires of display and beauty that brings no profit. The window display, therefore, must be made a strong advertisement, and that can be done by selecting from a few lines the best and by giving them a strong position in the display. Composite trims offer good advantages, as it frequently happens that allied pieces, though of different lines, greatly help to bring the whole into a strong light with striking effect. It is not the quantity of goods in a window, but the quality that commands most attention. In composite trims, therefore, keep in view the utility, and use such articles only as will accomplish that purpose.



Hunter's Shack Window, Dressed by A. R. Auger, Okotoks, Alberta.
Awarded Third Prize in Hardware and Metal's Window Dressing Contest a Year Ago.

WRITE YOUR OWN SIGNS.

There isn't any reason why merchants generally should not write their own signs. An entire outfit, including large and small letters, ink, rollers and everything needful for writing price cards or for writing show window cards, can be obtained at very low prices. With one of these combinations you can put price cards on everything in your stock, write show cards and call attention to many different articles. Price tickets are a great addition to window decoration. These combination sets are easily handled with good results, the only skill required on the part of the operator being the ability to draw a reasonably straight line and to stamp the figures or letters evenly.

EXPLANATIONS IN ORDER.

In a recent issue of the United States Consular Report, issued by the Bureau of Manufacturers, complaint was made by a Boston concern regarding delays in the delivery of goods shipped to Canada.

"The trouble is on the Canadian side," says the Consular Report. "A package shipped from Washington not long ago, with the charges prepaid to a point in Canada that could be reached in 16 hours, and where there is a custom house, was delayed one month in delivery without any explanation. In the same way American newspapers and magazines were two and three days behindhand in delivery at the same point. It looks as though it may be intentional to discourage purchases on this side."

Kynoch, Limited, ammunition manufacturers, of Birmingham, England, have decided to adopt the metric system both in weight and measure and monetary dealings. Keen interest is shown throughout the country as to the result of the experiment.

NOVELTIES FOR THE HOLIDAY TRADE

Christmas brings out novelties in every line of trade, and this year the hardwareman is provided with a few, at least, of the little articles which, while not being absolutely essential to the hardware trade, help to make his windows interesting and increase his sales.

Most hardwaremen around this time of year add to their stock a line of children's sleighs. As far as actual novelty goes, it is next to impossible to create anything absolutely new in sleighs. There is a certain recognized form for a sleigh, which in the main is inalterable. But improvements or alterations in the mode of construction or decoration of this form are always being made. As a consequence, this year sees a greater range than ever of handsleighs. The great call seems to be for something cheap, and it is this trade to which the Canadian manufacturer has hitherto confined himself almost exclusively. This year, however, Canadian makers have produced sleighs which are equal to, if not better than, those imported.

Along with sleighs for the children when outdoors, it seems natural to mention something for their indoor amusement. A new variety of the old-time swing has made its appearance this season. It is lightly constructed, but very strong, and is so made that the stand can be folded up and the car removed, if desired. Children up to ten or twelve can use this swing, which ought to sell well. It retails at about $3.

Self-Opening Knife.

In the smaller line of novelties one of the very newest things is the "self-opening knife." This is something distinctly novel, and it is now possible to open your penknife without removing your glove—which may have been possible before, but which was at least not pleasant. With the new knife, all you have to do is press the button and it does the rest. In quality and style there is lots of choice—from bone to pearl, at prices ranging from $4.25 to $9.60 per dozen. On the same plan as the knife, but with the necessary differences in construction, is the "self-opening cigar cutter," to which the same remarks apply—with the exception of the prices. These range from $3 to $5.75 per dozen. There is a considerable proportion of the population that objects to breaking its finger-nails when it wants to use a knife, and the instrument which obviates this ought to have a good sale.

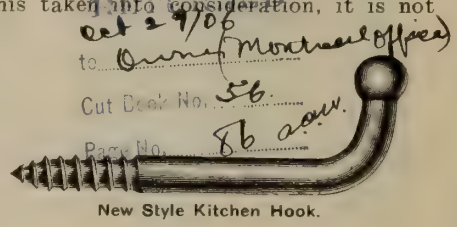
Connected with knives there is something else which, although not entirely new, deserves mention. This is the Boker display cabinet, which helps along sales in great style. The cabinet contains different numbers and styles of knives, which rest on a plush-covered background and are covered by a removable glass front. The case may be laid flat or placed at the angle which will best draw attention, having a support at the back for this purpose. A slightly different case is also made for razors. The main beauty of these "silent salesmen" is that they cost nothing, being provided free by the jobbers with each half-dozen knives or razors, as the case may be.

Cheap Watches Sell Well.

That hardware dealers throughout the country have at last realized the value of low-priced watches as a side line is evinced by the large sales that timepieces of this kind now enjoy among the trade.

Robt. H. Ingersoll & Bro., of New York, announce that they have sold more Ingersoll watches this year than ever before, and that a large and ever-increasing proportion of their sales are among hardware merchants.

The great demand created for these watches by persistent advertising has awakened dealers to their possibilities, and they have found that with the assistance of the selling helps supplied by the manufacturers, that very little salesmanship is required to dispose of the watches. They sell themselves, as it were, and their low cost and uniform selling price assure the dealer of a fair and certain margin of profit. With all this taken into consideration, it is not



New Style Kitchen Hook.

surprising that these watches are received with such good favor by the enterprising hardwaremen.

The dealer who, at the end of the year, can show an increased business and a large profit is considered "lucky," but it is not luck at all—there is no such thing—it is just plain, common horse sense, and ability to see your opportunity and to take advantage of it.

Silverware Sells Well.

While there are few striking new things on the market in silverware, the demand for case goods, flat and hollow ware is steadily on the increase amongst hardwaremen and it looks as though the housewife is looking more and more upon the hardware store as her supply depot for housefurnishings. When she wants table cutlery she goes to the hardware store which carries pocket cutlery rather than to the jewelry store, which is more of a palace of luxuries in the form of watches and jewelry. This year the sales to hardware dealers are far ahead of any previous season and jobbers say the west, particularly, is absorbing a tremendous volume of silver goods.

Such case goods as carving sets, manicure sets, pearl knives, etc., can be displayed to good advantage in hardware store windows and it is his own fault if the dealer does not make a large turnover on this class of goods during the holiday season. A large cabinet, such as is made a specialty of by some silver goods manufacturers, can be made a feature of the exhibit and during the present prosperous condition of the country little difficulty should be experienced in making good sales if the window display and newspaper advertising is properly conducted. Flat and hollow ware sell equally well and should be stocked liberally by dealers who intend making a specialty of this line.

Winter Sporting Goods.

The Canadian manufacturers of skates and hockey sticks have had greater demands made upon them than last year, and, as in previous years, these lines, along with guns and air rifles will figure largely in the Christmas trade. Racing skates of the tube pattern are winning their way into greater favor also and the prevailing fad for roller skating in the large cities will probably help to develop the speed end of the skating game. Some of the roller rinks will remain open during the Winter as competitors of the ice rinks, the profits on the rollers being greater to the rink managers.

The Handy Things Company, Ludington, Mich., are introducing two novel side lines in sidewalk and coasting skates. The runners are wide and as they do not cut deep into the snow, they are suitable for use on sidewalks when rinks are not available for the young folks. The O. K. ice creeper made by Norlund & Co., Williamsport, Pa., is another line which will sell well during the Winter. Other novelties gotten out by American manufacturers include the folding skate made by the Martin Skate Manufacturing Company, Boston, Mass., and a Christmas tree holder, made by the Rhinelander Manufacturing Company, Rhinelander, Wisconsin.

With so many novelties and holiday lines to choose from the average dealer will do well to stock up with a variety of lines even in small quantities, if the expected trade does not permit placing orders for a fair stock of each line. During the holiday season the dealer who is able to suggest a variety of articles for the choice of present givers is the one who is most likely to carry over the smallest stock and bank the largest amount of gift money.

NOVEL KITCHEN HOOK.

The Dominion Wire Mfg. Co., of Montreal, have recently added to their line of bright wire goods the kitchen hook shown in the accompanying illustration. They are made in one size only in galvanized, coppered and japanned finish. For good serviceable wear the galvanized hook will no doubt become most popular finish. The usefulness of an article of this kind in any kitchen is apparent, and the advantage it possesses over the ordinary square or cornice hook will no doubt insure for it a place in every well-appointed hardware stock in the country.

HARDWARE TRADE GOSSIP

Ontario.

Samuel Larue's saw mill at Mountain, Ont., has been burnt out.

John Vance, plumber, Hamilton, visited Toronto on Tuesday.

T. J. Speight, Georgetown, called on Toronto plumbing supply houses this week.

J. C. Northcote, of Rice, Lewis & Son, has returned from a business trip to Winnipeg.

J. Goldbery has bought back his tinware business in Ridgetown, from Solway & Bery.

C. C. Ballantyne, of the Sherwin-Williams Co., Montreal, was in Toronto on Thursday.

The Wilcox Mfg. Co., makers of building hardware, London, Ont., will erect a large addition this Fall.

The blacksmith and wagon shop of Andrew Shaw, Kent Bridge, Ont., was damaged by fire recently.

Morgan White has left Paris, Ont., to accept a responsible position in Bond & Co.'s hardware store, Guelph.

Robert Munro, president of the Canada Paint Co., Montreal, made a business trip to Toronto on Wednesday.

D. A. MacNab, of MacNab Bros., Orillia, spent a few days in Toronto amongst the hardware jobbers this week.

Wallace Flanagan, of Fraser's hardware firm, Galt, will return to his home in Paris, to fill a vacancy in Sinclair's store there.

Maxwell Purdy, of Murvale, left on Oct. 11th for Longhead, Alta., where he intends going into the hardware business with his brother.

James Jackson, of the claims departmen of Lewis Bros., Montreal, passed through Toronto on Thursday on his return from a trip to Brantford on sick leave.

Wilbur K. Darch, junior partner in the firm of J. Darch & Sons, London, was married at Strathroy on Oct. 17, to Miss Pearl A. Hooker, formerly of London.

Bernhardt & Gies have purchased the hardware business of McMurtry & Bernhart, at Preston. Mr. Gies is a plumber and that branch will be added to the business.

It is expected that Murray Hendrie, who has been secretary-treasurer of the Dominion Canister Co., Dundas, will be elected president of the concern, as W. E. Woodruff is said to be about to retire.

Frank Soule, of Soule & Christie, Cowansville, has purchased a block of land adjoining their present quarters, and next Spring the firm will have additional showrooms and warehouse space.

The case of Adam Sielings, Walkerton, v. R. I. Henderson, Toronto, charging the latter with having obtained $1,400 by false pretences in connection with the Henderson Roller Bearing Co., was dismissed.

Albert Karges, of the James Stewart Mfg. Co., Woodstock, was a visitor in Toronto during the week. He had just returned from a trip to Cobalt and reports a very active demand for stoves in the Temiskaming district.

R. O. McDonald, of W. G. Whyte & Co., hardware dealers, Arnprior, is retiring from the firm, and will shortly return to Ottawa. Thos. Griffin, who has been conducting a store at Sand Point, will replace him in Arnprior.

The Canada Steel Goods Co., Hamilton, have built a large plating addition to their mill, and will manufacture fancy butt hinges in high-grade finishes such as old copper, bronze brass, antique brass, dull brass, bower-barff, etc., a class of goods formerly imported for the Canadian trade.

Quebec.

H. A. Drury, manufacturers' agent, Montreal, spent a day in New York during the week.

Mr. Wegman, of Yale & Towne Manufacturing Co., New York, was in Montreal recently.

W. E. Ramsay, manager of the Pedlar People's Montreal branch, spent a day in Quebec this week.

H. B. Brainerd, president of the Dominion Cartridge Co., Montreal, has returned from a western trip.

H. J. Fuller, president of the Canadian Fairbanks Co., has returned to Montreal from Hot Springs.

Mr. Noble, of the New Canadian Co., contractors, Paspebiac, was purchasing supplies in Montreal this week.

S. B. Graham, of W. R. Humphreys & Co., cutlery manufacturers, Sheffield, Eng., was in Montreal this week.

Mr. Owen, of Owen Bros., general merchants, Montebello, Que., paid a short business visit to Montreal recently.

N. P. Lalonde, general merchant, of St. Placide, was among the hardware buyers to visit Montreal this week.

M. S. Springer, representing the Belleville Lock Co., Belleville, visited the Montreal wholesale trade this week.

James Davidson, president of the Thos. Davidson Manufacturing Co., Montreal, spent Thursday in Toronto.

Mr. Hollis, representing the Lufkin Rule Co., Saginaw, Mich., was a caller on Montreal hardwaremen a few days ago.

C. C. Ballantyne, general manager of the Sherwin-Williams Company, Montreal, spent Wednesday of this week in Cleveland.

As the result of an explosion in the works, the varnish factory of A. Ramsay & Son, Montreal, was damaged by fire on Monday.

D. Ransom, of D. Ransom & Son, general merchants, Dickinson's Landing, Ont., visited Montreal this week in the interests of his business.

N. C. McKim, purchaser for C. A. Jones & Son, hardware dealers, Tamworth, Ont., was noticed at the wholesale warehouses this week.

W. C. Rankin, representing the Carborundum Co., of Niagara Falls, N.Y., called at the Montreal office of Hardware and Metal on Wednesday.

T. H. Newman, of Caverhill, Learmont & Co., has returned from the annual convention of the National Hardware Association, held in Atlantic City.

Clifford B. Dixon, manager of Geo. Phillips & Co., manufacturers of silverware, Montreal, was married on Monday to Miss Hazel Goudreau. Mr. and Mrs. Dixon left by boat on the same evening for Quebec.

W. H. Wiggs, of the Mechanics' Supply Co., Quebec, called on Hardware and Metal in Montreal this week. Mr. Wiggs, who, by the way, is making extensive additions to his place of business, reports trade in the Ancient Capital remarkably good. The chief difficulty is to secure goods at any price.

Western Canada.

Agar Bros., Edmonton, are erecting a hardware store at a cost of $5,000.

John Engelland has built and opened a new hardware store at Aberdeen, Sask.

George H. Hurlburt is erecting a hardware store adjoining his block at Wolseley, Sask.

John A. Thomson, hardware merchant, Elm Creek, Man., spent Thanksgiving in Winnipeg.

The Hartney Hardware Co. has sold its hardware business at Hartney, Man., to W. A. Sturdy, of Revelstoke, B.C.

G. L. Vrooman, of Lethbridge, is going into the jobbing business in that town, with L. C. Burnap as his partner.

J. G. Hooper, hardware dealer, Arcola, Sask., has opened a new shop, which is neat and complete in every detail.

The new townsite at Pincher Station is being boomed. L. Kribs, of Frank, has erected a building and will put in a complete stock of shelf and heavy hardware.

NEW RADIATOR PLANT.

Plans have been prepared and ground will soon be broken for the new radiator plant to be established in Toronto by the Warden King and Cluff Bros.' interests. A splendid site has been secured in the northwestern part of the city with good railway shipping facilities, and by next Fall the plant will be in running order.

The establishment of radiator works, to be operated in connection with the Montreal plant, where Daisy boilers, soil pipe and other heating goods are made, will place the Warden King Co. in a splendid position to save their customers' wants. Some interesting features will be incorporated in the new radiators about which the trade will be advised later.

NEW ENAMELWARE FACTORY.

Thomas S. Baker, general manager of the Ontario Steel Ware, Limited, Toronto, has returned from a trip through the Eastern States. While away he visited the largest enamelware plants in order to secure the latest ideas in kitchen ware. Work on the enlargement of their plant on Brock avenue, Toronto, is rapidly proceeding and the company will in another month be able to fill large orders for their new wares.

HARDWARE AND METAL

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NEW ADVERTISERS.

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A RISING MARKET.

The hardware dealer who has not been a subscriber to Hardware and Metal or who, if a subscriber, has not been paying strict attention to our market reports during the past few weeks has not been alive to his business interests. Careful reading of the market reports would repay many times over the small annual expenditure of two dollars to cover a year's subscription to the paper.

Some dealers imagine they can rely upon the traveling salesmen for their market tips—and it cannot be denied that many salesmen do give valuable information regarding market tendencies and by so doing strengthen their own and their house's position by conserving their customer's interests. But that this is a source of information which cannot be relied upon at all times is evident from the fact that the traveler must consider his employer's interests first and when stocks are low and the market rising the salesman cannot be expected to urge customers to buy.

Hardware and Metal predicted a rise in stoves and furnaces in the issue of October 6. Some of the stove foundries are at their wits' ends to get enough pig iron to keep their plants working, while those fortunate enough to have stocks of pig are careful in husbanding it while the market is climbing and the metal already costing $6 per ton more than it did a year ago. Could the stove salesmen under these conditions be expected to encourage a buying movement by advising the trade of a probable advance? Most assuredly not. The trade paper must be relied upon for such information.

Our prediction of October 6 in regard to stoves and furnaces has been followed by the advance of five per cent. announced this week, registers and radiators being also included. Hot water boilers have not yet been advanced but the high price of iron and the difficulty experienced in getting molders even at the high wages now paid makes it certain that boilers will follow iron pipe and the other heating goods advances. The light buying last Winter has been followed by heavy purchases this Fall and one large foundry reports that their stocks are now lower than they were a month later a year ago. Under these circumstances a marked shortage is probable if the warm Summer is followed by a heavy Winter. And as keen observers of market conditions express the opinion that high prices will continue until December, 1907, dealers will be making no mistake in at once placing orders to cover all their requirements for the Winter season at least.

Another article which we have predicted higher quotations on is white lead, and although the past month has seen stationary prices we repeat that white lead and mixed paints must advance very shortly. Pig lead is a scarce article on both European and American markets and the closing down of the British Columbia smelters because of the shutting off of coal supplies owing to the Fernie strike is not calculated to ease matters off to any extent. The increased cost of lead, zinc and turpentine makes the situation a critical one for manufacturers and they can only cover themselves by further advances.

With tin plate slated to advance 25 cents per box on November 1 and all copper prices withdrawn, higher prices on kitchen utensils and similar products are in sight. Canada plates also are now selling at much less than jobbers can lay in new stocks at.

Attention has already been drawn to the advances on wire goods, hinges, butts, nails, spikes, wringers, etc. With iron and copper developing even greater firmness these will be followed by increases on other hardware lines and tools manufactured from these metals.

From the foregoing it will be seen that the hardware dealer will do well to watch closely the market quotations we give every week. Not only must he buy well in advance of his requirements under the new conditions arising out of the scarcity of metals following the general prosperity, but he should lose no time in marking up advances on such lines as cost more to procure from manufacturers.

LANTERN WAR ENDED.

It will be good news for the trade to learn that the unprofitable war engaged in by the Canadian lantern manufacturers is now over and prices will go back to a point where a living profit can be looked for on this line.

The war taught one good lesson—that the interests of manufacturer, jobber and retailer are identical and that a disagreement between manufacturers will have its demoralizing effect upon both the jobbing and retail branches of the trade. The price cutting war indulged in by the manufacturers during the past year or more brought down prices to almost one-half their former position, this naturally resulting in poorer goods being manufactured.

Another effect of the open market was the sale of stocks of lanterns at cut prices to grocers and other tradesman who made their profits on their staple lines and could afford to use lanterns as a bait and sell them at very close margins. Naturally this had a bad effect on the retail hardware dealer, particularly as the public were given the impression that there were enormous profits in lanterns, when retail prices could be cut in half in some cases.

Although the manufacturers, by getting together and arranging to sell their entire product through a central agency, and by having the smaller factories devote their attention to subsidiary lines of manufacture, will be able to overcome the ill effects of the late war, during which they must have lost considerable money, the retailer will not be able to forget the incident so quickly. Until present stocks are exhausted, and, in fact, for a long time after, the retail trade will find it difficult to bring prices back to a point where they can secure the margin necessary to cover the cost of doing business.

Price-cutting wars hit the retailer hardest of all, but the local dealers can, through their retail associations, largely offset the resultant evils if they use their organized power in a fair and equitable manner.

WINNIPEG LEADS.

Winnipeg business men showed last week that they are thoroughly alive to their civic responsibilities and that they realize the absolute necessity of inducing capable business men to stand as candidates at the approaching municipal elections. The Board of Trade took the initiative and called a meeting to which were invited representatives from various business and professional organizations in the city. An enumeration of the bodies represented shows the importance of the gathering. In addition to the

Board of Trade representatives there were present at the meeting delegates from the Grain Exchange, the Medical Association, the Real Estate Exchange, Winnipeg Builders' Exchange, Printers' Board of Trade, Manufacturers' Association, Bankers' Association, Western Wholesale Brokers' Association, Northwest Commercial Travelers' Association, Licensed Victuallers' Association, and the Trades and Labor Council.

This gathering comprised many of the leading business and professional men of the city and they met with a common purpose. It was admitted on all sides that a crisis has been reached in Winnipeg's civic administration and that the business of the city has grown so large that it is absolutely necessary for capable business men to stand as candidates for the mayoralty and the Board of Control.

As mentioned in this paper in a previous article, there is a strong movement in favor of the candidacy of Mr. Jas. H. Ashdown for mayor. This meeting of business men passed a resolution promising Mr. Ashdown their support and appointed a committee to wait upon him and endeavor to secure his consent to stand as a candidate. Mr. Ashdown has consented to stand if his nomination is supported by a sufficient number of business men and ratepayers, and there is every reason to hope that he will be the next mayor of Winnipeg. If so, the city is assured of a capable, progressive administration of its affairs.

Winnipeg business men are setting an example to the business men in all the cities and towns of Canada. In too many places the business men shirk their civic responsibility, with the result that municipal business is badly managed. Winnipeg business men have been as neglectful as the business men in other cities, but they have learned by experience and they are now setting an example to the business men in all parts of Canada.

CREDIT BETTER THAN CASH.

James J. Hill, president of the Great Northern Railway, has sold the iron properties of the railway to the New York Steel Corporation for $400,000,000. Being the principal stockholder of the Great Northern, the deal places him well forward as one of the richest men of the world. Mr. Hill had a talk with a newspaperman afterwards.

"This was a tremendously big transaction," the interviewer commented. "You are quoted as saying there were at least 700,000,000 tons. How much is there?"

"How can I tell? There's a great deal of ore. It has been estimated at between 400,000,000 and 600,000,000 tons."

"Enough to last the world a long time?"

"Yes, enough to last the world a long time."

"How does it feel, Mr. Hill, to be one of the richest men in the world? What are you going to do with all that money? A yearly income, after ten years, of $14,230,000. Or don't you care for money? I have been told that your only realization is developing the Northwest."

"No, I don't care for money. I have had all I want for a great many years. There is something a great deal better than money."

"And that?"

"Credit. Plenty of credit. It is a great thing to have. I am glad to have plenty of credit."

Mr. Hill just hinted that this would be his last financial transaction, the heaviest, he admitted, that he had ever been engaged in, and that he had it in mind to retire from a strenuous business career.

"I'm getting perilously near three score and ten," he remarked, "and I don't want to die, like the trooper's horse, with my shoes on."

THE METAL SITUATION.

The action of the Bank of England in advancing discounts slightly weakened the market in some of the more speculative metals recently, but a complete recovery has now been effected, and in the case of copper, prices have again gone up. The fact is that the demand for this metal is so keen, and stocks so light, that it requires no artificial assistance to maintain the high level of prices. Indeed, as has been mentioned in our columns, the efforts of producers to evenly distribute shipments and thus prevent anything like a corner, though successful for a time, could not last, and the market broke away from this restraint.

On the English market pig lead is easing a little, but conditions are still firm in Canada, and no change has been made in last week's quotations. The other ingot metals do not show any change in conditions, but continue firm.

Consumers of pig iron can see little hope of bettered conditions during the Winter. The United States are taking more foreign iron every day and stocks in Great Britain which have been very light for a considerable time are still further depleted in consequence. As a result of this situation, English prices have advanced three or four shillings during the week just past, and it must be expected that stocks which were purchased for Winter sale on the Canadian market will command higher figures.

As previously stated by us, the Canadian furnaces are all booked ahead for long periods, and offers are coming to hand for deliveries covering the first 6 or 9 months in 1907.

It is hard to see where these price advances on so many metals in daily use are going to end. In the case of pig iron, copper and others, which are used as a large proportion in numerous articles, the scarcity of material and consequent high price will no doubt continue until there is a curtailment of consumption. This will probably occur when consumers find that they cannot pay the prices demanded, and decide to do without the goods.

Tin plates have been going up steadily in the Old Country, but prices on this side have not been revised for some time. Jobbers, however, will soon have to meet the changed conditions, and it is said that advanced prices equivalent to 25c. per box will be declared at the beginning of November.

We have for a couple of weeks foreseen a general advance in galvanized iron. Some jobbers had raised the prices of their special brands, and makers were constantly advancing quotations on import orders. The effect of this was seen this week, when a general advance of 15c. was made by jobbers.

The market on the whole has lost none of its strength, and there are many who are looking for further advances in many lines.

BUSINESS ETIQUETTE.

The manager of our London office recently received an inquiry from an English advertiser as to the status of a Canadian firm who answered one of his advertisements and placed an order amounting to some $50 or more. Although this was the first transaction, no remittance was enclosed nor references given, and the letter was mailed without the necessary stamp, so that excess postage was demanded on delivery.

We have reason to think that the firm who sent this order is a desirable customer, but we question if the order referred to will ever be filled. British houses look askance at such breaches of business etiquette and courtesy, and we have known cases where such letters have been exhibited to other houses as examples of unbusinesslike Canadian methods.

Surely in asking credit a buyer should endeavor to make the best impression possible on the manufacturer from whom goods are required.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Barb Wire—Advanced 10c.
Plain Twist Wire—Advanced 10c.
Old Material—Several advances.
Pig Iron — Londonderry, $23.00; Carron No. 1, $24.50; Carron special, $23.50; Summerlee No. 2 selected, $23.50; Summerlee No. 3 soft, $22.50.
Copper—Ingot, 24c.; sheets, 31c.
Merchant Steel—Several advances.
Copper Boilers—Advanced.

TORONTO.

Enamelware—Advances on "specials."
Brass Goods—General advance on valves.
Radiators — Quotations about 10 per cent. higher.
Stoves and Furnaces—Advanced 5 per cent.
Turpentine—Quoted 2 cents higher.
Mixed Paints—Advance predicted.
Wire Fencing—Advances on barb and plain twist.
Tin Plates—Advance 25c. per box, Nov. 1.
Canada Plates—Present prices to advance.
Galvanized Sheets — Queen's Head quoted higher.
Copper Kettles, etc.—Advance probable.
Copper Range Boilers—Now net list.
Sheet Copper—Scarce and very firm.
Shelf Hardware—Advances on some lines of tools, locks, etc., to be made.
German Cutlery—An advance predicted.
Pig Iron—Advances on some brands.
Old Material—Copper and brass higher.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Oct. 26, 1906.

In spite of mild weather, the shipments of Fall goods have continued very large this week. Dealers are apparently anxious to avoid the close of navigation rush as much as possible, but the difficulty of securing goods from manufacturers is, in many cases, keeping the jobbers from shipping booked orders.

Barb wire and plain twist wire have advanced ten cents this week, and band steel is now being quoted at $2.45 base. These are the only price changes of any moment, though the market all through is very strong, and values are likely to be still further enhanced, especially in copper products.

AXES—Sales are large, and trade conditions extremely satisfactory. We quote as follows: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — Our prices remain as follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Although in some parts of the country prices have gone up, Montreal jobbers are still quoting: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES AND STALL FIXTURES—Good shipments of these lines are still being made. Quotations remain: Cow ties, discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS—Business continues good. We are still giving prices as follows: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—The expected advance in copper rivets and burrs has not yet materialized, though that metal continues to go higher. We still quote: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Trade is normal. We still quote as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS— Discounts as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.; Felisterhead, brass, 25 per cent.

BOLTS AND NUTS—No relief of any account has been experienced from the shortage reported some time ago. We quote: Carriage bolts, ⅜ and under, 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—We quote discounts: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—There is less price cutting than usual, and the market is steady. We now quote $2.15 per keg base, f.o.b. Montreal.

CUT NAILS—Business remains on about the same plane as at our last report, and we continue to quote: $2.20 base, f.o.b. Montreal.

HORSESHOES — Shipments are going out briskly. Prices remain as follows: P.B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs extra.

BUILDING PAPER—As the close of navigation approaches, business is picking up. Prices are unchanged.

CEMENT AND FIREBRICK—A big business is being done by the local dealers. Our quotations are as follows: "Lehigh" Portland in wood $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Jobbers are shipping large quantities. The lumbering season will soon be on, and consumption in large lots will then begin. We quote as follows: 5-16 in., $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT— We still quote: **Shot,** packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION—This season's trade has been phenomenally brisk. We quote: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Oct 26, 1906.

Advancing prices have stimulated trade greatly and orders for all lines for prompt delivery are very large. Consequently jobbers are working nights to get out shipments and are keeping well up except on lines where manufacturers are behind.

Wire fencing, both barb and plain twist, has advanced ten cents and wire nails are much firmer. We now quote $2 with a rebate of ten cents but as orders for the western trade are large and buying is more active since prices began to strengthen, it would not be surprising to see the manufacturers arrange upon a scale of prices which would allow a fair margin of profit. In the States another

advance of $1 per ton has been made on wire nails, etc. Advances on shovels and blacksmith's vises have also been made across the line.

Bolts and nuts keep very scarce but it is announced that the Canadian Drawn Steel Company, Hamilton, whose plant has been working on cold rolled shafting, will also produce bolts, rivets, upsets, forgings and structural iron after November 15. The Brantford Screw Company will also be making bolts and larger sizes of screws very shortly.

Cheap German cutlery is to advance from 3 to 7 per cent., according to a well advised buyer, and with copper prices flying skyward higher prices on brass lamps and lighting fixtures can be looked for. Advances on all small shelf goods, such as locks and tools, varying from 5 to 25 per cent., are also understood to be under way. Practically every line produced from iron, copper, lead or tin can be figured on as likely to advance during the next month or so.

AXES AND HANDLES—A good season is looked for and sorting is being largely done.

CUTLERY AND SILVERWARE — The shipments of both cutlery and silverware are very large, and dealers are stocking heavily for holiday business. Advances on cheap German cutlery are expected.

SPORTING GOODS — All shooting goods and football supplies are selling well. Skate shipments are being made in fair quantities.

CHAIN—We continue to quote : 1 inch, $6.60 ; 5-6 inch, $4.55 ; 3-8 inch, $3.95 ; 7-16 inch, $3.80 ; 1-2 inch, $3.65 ; 9-16 inch, $3.55 ; 5-8 inch, $3.45 ; 3-4 inch, $3.35.

RIVETS AND BURRS—Prices hold firm and demand is keen.

SCREWS—The expected advance in set and cap screws has not yet been made.

BOLTS AND NUTS—Stocks are light and prices firm. Relief is looked for by the establishment of new plants at Brantford and Hamilton.

TOOLS—A heavy trade has been done in mechanics' tools and the demand is still brisk. Advances are being made on some lines.

SHOVELS—Demand is brisk and dealers are sorting in snow shovels. Advances have been made in the States.

LANTERNS — Cold Blast lanterns are now quoted at $6.50 per dozen. Shipments of lanterns, lamps and all lighting goods are extraordinarily large. Higher prices can be looked for on brass fixtures.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote : 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING — Barb and plain twist fencing have advanced ten cents. Galvanized and coiled spring wire holds firm at the advanced prices.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31 ; gauge 11, $2.37 ; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—We quote $2.10 base, with a ten cent rebate. The market is firmer and further advances are probable.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows : P.B. base, $3.65 ; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80 ; No. 1 and smaller, $4.05 ; snow, No. 2 and larger, $4.05 ; No. 1 and smaller, $4.30 ; light steel shoes, No. 2 and larger, $4.15 ; No. 1 and smaller, $4.40 ; featherweight, all sizes, 0 to 4, $5.75 ; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra ; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—Call for horse blankets is becoming general and shipments are fairly large. Bells are not so active.

STABLE FITTINGS—This line is being included in most sorting orders and cow ties are in good demand.

BUILDING PAPER—Trade has livened up as a result of the cool weather.

CEMENT—We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30 ; American low-grade, $23 to $25 ; high-grade, $27.50 to $35.

HIDES AND WOOL—Chicago is weaker, but locally there is little change in the situation.

Hides, inspected, steers, No. 1		0 12½
" " " No. 2		0 11½
" " cows, No. 1		0 12½
" " " No. 2		0 11½
Country hides, flat, per lb., cured		0 10¾
Calf skins, No. 1, city		0 13
" " No. 1, country		0 12
Lamb skins		0 80
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb.		0 25
" " extra		0 27
Wool, unwashed fleece	0 15	0 16
" washed fleece		0 25

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 26. 1906.

New developments this week are few, but on all sides is heard the complaint of slow deliveries and the difficulty of meeting the requirements of the trade. The demand continues very keen in all the commercial metals, production generally being away behind the present consumption.

Copper has moved up again since our last report, the current quotations being 24c. for ingot and 31c. for sheets. The feeling in the trade is still bullish, and it would seem as if this metal would climb to a still higher price in the immediate future. Many of the oldest metal men state that they have not known so strained a situation in the copper market.

The pig iron situation is becoming more acute every day. In the United States the consumption exceeds domestic production, and orders for British iron are becoming more numerous and pressing. The fact that three or four leading American furnaces have been compelled to close down for repairs will still further boost the demand for foreign pig. Under these circumstances English producers are naturally asking higher figures, the advance during the past week being from 4 to 6 shillings. Consequently, it must be expected that stocks which have been purchased for Winter sale and delivery will command a higher price on the Montreal market.

COPPER.—Once more the market is higher and the price is stiffly held at our figures: Ingot copper, 24c. to 24½c.; sheet copper, base sizes, 31c.

INGOT TIN—There is no change to report this week, and we still quote : 46c. to 46½c. per lb.

ZINC SPELTER—Market conditions are the same as at our last report. We quote $7 to $7.25 per 100 lbs.

ANTIMONY—We are still quoting 27½c. to 28c. per lb.

PIG LEAD—This metal has recovered from a temporary break and the ruling price again is $5.15 to $5.25 per 100 lbs.

PIG IRON—Montreal prices are following those in the Old Country, and we are advancing quotations this week. Leading brands are now quoted as follows: Londonderry, $23; Carron, No. 1, $24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES—We still quote : British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote : Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6½c. to 7c.; Jowitt's best, 11c. to 11½c.

GALVANIZED IRON — We are still quoting the following prices : Queen's Head, 28 gauge, $4.50 to $4.75; 26 gauge, $4.35; 22 to 24 gauge, $3.80; 16 to 20 gauge, $3.65; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 and 24 gauge, $3.65; 16 to 20 gauge, $3.50; Gorbal's "Best Best," 28 gauge, $4.25 to $4.50 ; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.40 to $4.65. In less than case lots 25c. extra.

BLACK SHEETS—No change has yet taken place. We continue to quote as follows: 28 gauge, $2.50; 26 gauge, $2.45; 22 and 24 gauge, $2.30; 20 gauge, $2.25; 17 and 18 gauge, $2.25; 8, 10, 12 and 14 gauge, $2.55.

CANADA PLATES—Our prices remain: 52's, $2.60; 60's, $2.65; 75's, $2.75; full polished, $3.75 to $4; galvanized, 52's, $4.25; 60's, $4.50.

TIN PLATES—The expected advance has not yet materialized. Our quotations are: Cokes, base size, 1C 14 x 20, $4; charcoal, base size, 1C, 14x20, $4.25.

TERNE PLATES—Our prices are: $6.85.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Last week's advance is firmly held. Prices: 2½ lbs., 6¼c. by the roll; 3 lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

MERCHANT STEEL—As a result of continued advances in primary markets, local producers have raised their prices on some lines, and we now quote the following: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

BAR IRON—We are still quoting $2.10 base, f.o.b. Montreal.

OLD MATERIAL — Copper is very scarce and prices have advanced in sympathy with the new metal. Rubbers are also up, and are likely to go higher. Dealers' prices are: Light copper, 16c.; heavy red brass, 15½ to 16c., yellow brass, 12c.; light brass, 8½c.; lead, 3¾c.; zinc, 4c.; machinery cast scrap, $15.50; wrought scrap, $14 to $15; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubber, 8c. to 8¼c.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Oct. 26, 1906.

Business has eased off in the metal markets owing to the high prices asked for the leading metals. Copper ingots at 24 cents per pound are practically unsalable except to buyers who must have the stock for present use. The greatest scarcity this week is in sheet copper, which commands almost any price for prompt delivery.

Lead is very firm at $5.25 and stocks are very light. Tin keeps firm at unchanged prices, but an advance in tin plate is looked for on November 1, single boxes to be 25 cents higher. On Canada plates the retail trade is getting the advantage of low prices, as while we still quote $2.65 there has been about 10 cents of an advance in foreign markets and jobbers cannot buy for what they are now selling at.

Pig iron is getting firmer each week and there is a marked scarcity both in Europe and America. In Canada the advances of the past few months have caused advances of 5 per cent. on stoves, furnaces, radiators, etc., as well as on enamel ware. Bar iron continues firm and scarce while advances are being made on forged and refined iron and merchant, tire, sleigh shoe and spring steel.

In old materials copper and brass lines have advanced.

PIG IRON—The market continues very firm with material more scarce than ever. Our prices are: Radnor at furnace $33; Hamilton at furnaces, No. 1, $23; Londonderry, f.o.b. Toronto, No. 1, $24; Middleborough, $23.50; Summerlee, $25.

BAR IRON—The market is firm at $2.20 base, f.o.b. Toronto, with discount of 2 per cent. net cash.

INGOT TIN—Business being done is as good as could be expected. We quote: 45c. to 46c. per lb.

TIN PLATES—Advance of 25 cents per single box to be made on Nov. 1. Our quotations are as follows: Cokes, base size, 14 x 20, $4 to $4.25; charcoal, base size, 14 x 20, $4.50 to $5.

GALVANIZED SHEETS — Stocks are light and buying good. Canada plates and black sheets are firm.

BRASS—Business is active and it is difficult to obtain deliveries. We quote: 23c. to 24c. per lb.

COPPER—Ingots are quiet owing to nigh prices but sheets are scarce and almost any price asked can be secured. We quote prices as follows: Ingot copper, $24 per 100 lbs., and sheet copper $30 per 100 lbs.

LEAD—Stocks continue scarce and the market firm and active. We quote as follows: $5.25 for imported pig and $5.50 for bar lead.

ZINC SPELTER—The market is quiet and prices unchanged. We quote: 7¼c. per lb. for foreign and 6c. per lb. for domestic. Sheet zinc has been advanced 25 per cent.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.65; tank plates, 3-16 inch, $2.50; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—Trade is active at 27c. to 28c.

OLD MATERIAL — Dealers' buying prices are: Heavy copper and wire, 16½c. per lb.; light copper, 15c. per lb.; heavy red brass, 14c. per lb.; heavy yellow brass, 12c. per lb.; light brass, 8½c. per lb.; tea lead, $3.40 per 100 lbs.; heavy lead, $3.60 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $12; No. 2 wrought, $5; machinery cast scrap, $15; stove plate, $11; malleable and steel, $6; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

United States Metal Markets

From the Iron Trade Review, Cleveland, Oct. 25, 1906.

The scarcity of both pig and crude steel, combined with a car shortage steadily growing more acute, has developed another critical condition in the industry. Already the closing down of some new plants is reported, and others are operating on such a narrow margin of raw materials that they may be forced to suspend at any time. On the other hand, furnaces are experiencing great difficulty in securing enough cars to meet the needs of their suffering customers, and, in some instances, are actually being forced to store considerable tonnages in their yards. In the Pittsburg district finishing plants, for the same reason, are beginning to exhaust their storage facilities and may be forced to close.

The question of raw materials for next season is now of paramount interest to the iron industry. The past week has made it practically certain that for 1907 Bessemer ore will sell at 75 cents advance over this season's prices, and non-Bessemer ore at 50 cents advance. In fact, some sales have already been made by one interest at this level, and the formal opening of the ore buying movement is expected shortly.

Excited into activity by the continued heavy buying of the H. C. Frick Coke Co., leading independent consumers have again entered the market to complete their 1907 requirements. The Frick Co. which is the largest producer, has now purchased an aggregate tonnage equal to about 50,000 tons per month throughout the coming year. Only five more ovens are now operating in the Connellsville region than there were a year ago.

Some belated relief from present conditions is promised through the announcement that the Inland Steel Co. is to erect two additional 50-ton open-hearth furnaces and a bar mill. Work has been begun on another furnace in the Buffalo district, the Inland Steel Co. is planning an additional stack, and two good-sized furnaces will probably be built in the Ironton, O., district.

U. S. Iron and Metal Trades

From the Iron Age, Oct. 25, 1906.

There is urgency for spot pig iron all over the country, but it is probably most acute in New England, where melters have been forced into the market to secure metal at close to $25 per ton, in spite of the fact that they have unfilled contracts with furnace interests at very much lower prices. There has been an advance all along the line and in all sections of the country.

Exactly what tonnage of foreign iron

has been contracted for is very difficult to estimate. One cargo of close to 5,000 tons of Middlesborough iron has just arrived, and is nearly all sold. Another interest has three cargoes afloat, while the fact that what available freight room there was for some time to come on the regular liners from Glasgow and Middlesborough has been taken indicatee that considerable quantities are to come forward. This foreign pig iron is selling at about $1 per ton below the prices at which domestic iron is selling for prompt delivery, but the foreign markets seem to keep pace with our advance, so that the spread between foreign and domestic prices is not nearly as large as it was during the last import movement.

Steel is scarce all over the country, and some eastern billets have actually been sold in the Pittsburg district for $32, delivered.

There have been some further large sales of steel rails, including 85,000 tons additional for the New York Central, thus nearly doubling the former purchase for 1907. The Texas & Pacific has contracted for 30,000 tons and the Northern Pacific for 10,000 tons additional. An order has been taken for 10,000 tons to go to Manila, and there is pending a lot of 30,000 tons for the Guayaquil & Quito road. The Canadian Pacific is in the market for a large tonnage, while it is expected that the Delaware & Hudson and the New Haven roads will place their orders at an early date.

Lake shipbuilders have ordered 30,000 tons of material with Chicago and Pittsburg mills, the quantity being about equally divided between shapes and plates. The demand for structural material for buildings has been rather light for some time past and the mills are in a position to make prompt deliveries. There has just been placed, however, by the City Investment Co., of New York, an order for 14,000 tons of shapes and a Pittsburg shop has taken 4,000 tons for the new plant of the Standard Steel Car Co., at Hammond, Ind. Bridge work is coming out quite freely. The Northern Pacific road has placed 8,000 tons and has 10,000 tons more to give out. The Rock Island wants from 4,000 to 5,000 tons and the South & Western road about 20,000 tons of bridge material.

The expected announcement of an advance on sheets and tin plate, which is to be made to-day, has not yet come to hand.

London, Eng., Metal Markets

From Metal Market Report, Oct. 24, 1906

PIG IRON — Cleveland warrants are quoted at 58s., and Glasgow standard warrants at 57s. 6d., making prices as compared with last week 1s. higher for Cleveland warrants and 11d higher for standard warrants.

TIN—Spot tin opened easy at £199 15s., futures at £199 5s., and after sales of 300 tons of spot and 520 tons of futures closed weak at £198 for spot, £198 for futures, making price compared with last week 5s. higher on spot, 15s. higher on futures.

COPPER—Spot copper opened weak at £99, futures £98 15s., and after sales of 200 tons of spot and 700 tons of futures, closed weak at £98 2s. 6d. for spot, and £98 2s. 6d for futures, making price as compared with last week £1 15s. lower on spot and £1 10s. lower on futures.

LEAD—The market closed at £19 10s., making price as compared with last week 7s. 6d. lower.

SPELTER—The market closed at £28, making price as compared with last week unchanged.

N.S. Hardware Trade News

Halifax, N.S., October 23.

The hardware trade is still booming, jobbers reporting business unusually brisk. The firms in this city are now filling orders for fishing supplies, and the orders from the Magdalen Islands, Cape Breton and Newfoundland are quite large. This is the season of the year that these fishermen purchase their supplies so that they will be all prepared for the Spring fishing. The principal supplies purchased and the prevailing market prices are as follows: Pure manilla rope 15½c., British manilla 12c., corkwood $2.75 per 100 pounds, bale net cork $3.35 per 100 pounds, cotton nets $4.25, barked and mounted $6; net twine, 14-6 28½c., 12-6 27½c.; cotton seine twine, 22½c. base.

The canning factories throughout the province are now buying their supplies for next season. During the Winter they manufacture the cans. I. C. coke 14x20 is quoted at $3.90 per box, ingot tin at 47c., and English pig lead at $6.50; lobster marline standard 20c. per pound, extra fine 21½c.

Owing to the great scarcity of pig iron in these parts the price has been advanced. Jobbers complain that they cannot get sufficient pipe from the mills in Canada to fill the most pressing orders, and several of them have had to import stock from the United States, paying the extra duty of 30 per cent. The greatest scarcity is in 1¼ and 1½ inch black. One jobber received a rush order for 1,000 feet of the above and he had to refuse it, as he could not deliver the pipe in the specified time. It is claimed that the demand for the smaller sizes in Western Canada is the cause of the shortage on the local market. There is no immediate prospect of any relief in the situation.

A meeting of the shareholders of the Robb Engineering Company, of Amherst, N.B., will be held this week for the purpose of considering a proposition for the amalgamation of the business of the company of that town with that of the Robb-Mumford Boiler Company, of South Framingham, Mass., and the general impression is that the shareholders will vote for the amalgamation. D. W. Robb is managing director of both companies. The Robb Engineering Company occupies a leading place among the manufacturers of the Dominion in the special lines of boilers and engines. The products of its workshops go to every part of Canada and to many foreign countries. A few years ago D. W. Robb and other representative American and Canadian capitalists organized the Robb-Mumford Company, and purchased the plant of Kendall & Son, of Cambridge, Mass. The plant was moved to South Framingham, and splendid workshops with the most modern kinds of machinery were erected, and the industry is now regarded as a model plant. The business of both concerns has grown enormously, and it is now felt that for economic and many other reasons that amalgamation is desirable. The plans for the merger have already been drafted and only await the ratification of the shareholders.

London Hardware Trade News

London, October 24.

The hardware business in London was never better than at present. Building operations continue to advance rapidly and the good weather that has prevailed up to the present week has resulted in more building than has usually been the case at this time. Besides the demand for houses has increased materially and contractors cannot build new dwellings fast enough. This with numerous factory extensions has been felt by the hardware and metal trade. Payments are being better met also and the general prosperity is having a good influence on trade generally.

One of the only two Londoners interested in the 1,000 per cent. dividend paying Temiscaming mine is Mr. Geo. Taylor, the hardwareman of this city, who now spends all his time at New Liskeard, Cobalt and the north, where the Taylors have other hardware stores.

Mr. Stephen Drew, for many years one of the department managers with the Hobbs Hardware Co., of this city, has recently resigned to take a position with the Cowan Hardware Co., also of London.

The Wortman & Ward Co., manufacturers of agricultural implements, churns and washing machines, have been increasing their business and their staff of workmen and they are now asking the City of London for a fixed assessment at $25,000.

The McClary Manufacturing Co. are putting in the foundation for another large storehouse. When about a year ago the company erected a three-storey building, 250 by 100 feet, they expected they would be satisfied for ten years. But business has so increased that they have decided to put up a five-storey building of the same dimensions and convert the present warehouse into a building for manufacturing. Speaking to Hardware and Metal a few days ago Col. Gartshore stated that during the past year the increase in business would amount to 20 per cent. He said that at the present time there were over 1,000 workmen engaged in the stove-making and metal industry as represented by the McClary firm and the prospects were that next Spring the staff would be further increased.

BELLEVILLE ROLLING MILL RUNNING.

In view of the great scarcity of bar iron recently, it is interesting to know that the Belleville Rolling Mill started to roll this week. Extensive repairs and additions have been made to the mill since the Toronto and Ontario Rolling Mills Co. took over the plant, and with their new equipment of machinery and furnaces will be able to supply a superior grade of bar iron. D. Eppelsheimer is the new general manager and T. Moore general sales agent. The company's staff are well known and the trade can look for prompt attention to orders from them.

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Oct. 26, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

Advances in pressed spikes, copper rivets and wringers, are the only price changes worthy of special note this week. Business continues active in all general lines.

LANTERNS—Prices are firmly maintained at the following quotations: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices have been advanced and our quotations are now as follows: ¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Copper rivets have been advanced and revised quotations will be noted below: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅜, $1.60, ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—The revised prices are as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 10 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 15; Diamond, 50; Granite, 60 p.c.

CORDAGE—Manila rope is steady at the recent advance. We are still quoting as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION — Prices: Cartridges, Dominion R.F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33⅓; C. F., pistol, 5 p.c.; C. F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL—Prices are Bar iron (basis, $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—The high price of $5.60 per cwt. is still firmly maintained.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

LEAD PIPE—The price has been advanced to $7.80.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels, f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —Revised turpentine prices will be noted in quotations that follow. General business in paints and oils continues quite

active. We quote: White lead, pure, $7; bladder putty in bbls., 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg, 96c.; Calgary, $1.03; Lethbridge, $1.03; Edmonton, $1.04. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

REPRESENTATIAE WANTED.

WANTED—An experienced man of education and good address, able to contract and promote work properly in architectural bronze-work. He must be able to deal with architects, contractors, and be thoroughly posted in all the business pertaining to obtaining orders and producing of the goods. A good salary will be paid such a man, and any correspondence will be treated confidential. Address, Box 564, HARDWARE AND METAL, Toronto. [43]



SUPERB EMPIRE

The Perfect Cooker

We draw the attention of the **Western Trade** to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a Western stove factory for Western people only.

The Western Stove Makers

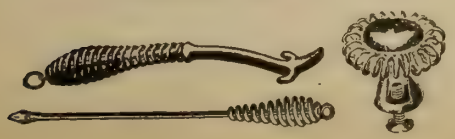
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MANUFACTURERS OF

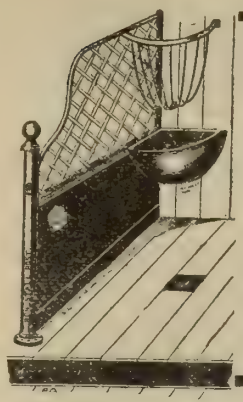
EMPIRE STOVES & RANGES

Fort William, Ontario.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.



Dennis' Iron Stable Fittings

Sanitary, Indestructible, Economical

A good line for the hardware dealer.

Send for New Stable Fittings Catalogue and Price List "A."

DENNIS IRON & WIRE WORKS, Ltd.
LONDON, - ONTARIO

BRONZING SEASON

means bronze business, and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

THE WINNIPEG PAINT AND GLASS CO., LIMITED
Warehouses—CALGARY, EDMONTON ***WINNIPEG, CAN.***

Everything for the Painter



Wire Glass

This is the season of the year when buildings are being completed—Wire Glass will be needed for Skylights, Metal Frames, etc.

Wire Glass is now almost universally used instead of Rough Rolled Plate on account of the ultimate economy. It may crack but the wire mesh keeps it intact and just as serviceable as ever.

Wire Glass is practially indestructible.

Special prices in case lots—write for them. Samples furnished on request. You may have an enquiry any day, better be prepared.

G. F. STEPHENS & CO., Limited
WINNIPEG, CANADA

VARNISH FACTORY FIRE.

A rather serious fire occurred in the varnish factory of A. Ramsay & Son Co., Montreal, on Wednesday last, doing considerable damage to the melting room and the thinning room. Damage was also done to the pumping and filtering plants, as well as to some of the large oil storage tanks. Some of the employes engaged in the thinning room at the time were slightly hurt. The main large tank building, which stands apart from the factory proper, was entirely saved, as well as the gum storage house, which also stands apart. The fire brigade was well handled and close attention was paid to the tank building. Messrs. Ramsay & Son Co. inform us there will be no stoppage to business, the storage tanks being well supplied from which all varnishes will be drawn for orders as usual. As soon as the insurance is settled the work of rebuilding on a more extended and improved scale will commence.

STOVE ADVERTISING SUGGESTIONS.

Stove advertising is a class of publicity that well repays study. It is a good field for activity because there is a constant demand for stoves; but it is one thing to advertise and another to advertise in the most profitable way, says the Hardware Trade. Sometimes in preparing stove advertisements merchants overlook the salient points.

There are quite a number of illustrations employed that are next to useless. The poor quality of the illustration is itself sufficient reason for its rejection, but the drawback in many cases is the plan of illustrating, not the quality of the illustration. What is the object in illustrating a whole stove? Most people know what stoves look like without giving them pictures on paper reduced in size.

No merchant would now think of illustrating a spade in his advertisement, though there was a time when it was proper to do so. Spades are pretty much similar in design and pretty nearly uniform in dimensions, though there may be variations in quality. You cannot show the quality of wares by illustrations, that was never the intention. While stoves are approximately similar in size and style, there is a vast difference in interior constructions. These differences are what should be illustrated, not the doors and legs and lids, which, for all practical purposes, are the same to the buyer.

Some stoves have special attachments; illustrate these attachments. Other stoves have specially constructed ovens; illustrate these ovens. Other stoves, again, have fuel-saving grates; illustrate these grates, and so on. One thing illustrated, and illustrated well, with explanatory details lucid and complete, will have more selling force than a general illustration, which tells nothing, does nothing, but takes up space that has to be paid for.

Another point which merchants sometimes forget is that women (as a rule) not men, buy stoves. The argument which convinces a man will not necessarily convince a woman. A man, too, may drop into a store by chance and make a purchase. A woman generally plans the thing, figures it out to cents. It is obvious that advertisements to appeal to women must not only have facts, but facts that they can quickly revolve in their minds and quickly weigh. References to the names of the makers, general excellences, etc., are of secondary importance in these cases.

If it is a coal range that is being advertised emphasis should be placed on the two most important things, from a woman's standpoint — the oven, the grate. If it is a small gas stove, the number of burners, the space the stove occupies—everything in connection with these particular parts should be laid bare in clear, simple terms.

When it comes to the kitchen women are just as close buyers, and as cute as horsetraders. No merchant would think of trying to sell a horse on the ground of its being chestnut in color and having a good mane. The merchant would know that the chief points would be those concerning the horse's teeth and feet. What teeth and feet are in a horse deal, when a man who "knows" is buying, ovens and grates are in a stove deal when a woman who "knows" is buying.



ARCH. MACFARLANE,
Manufacturers' Agent, Montreal, who was married on Thursday.

ARCH. MACFARLANE MARRIED.

One of the most popular of Montreal's manufacturers' agents became a benedict on Thursday, when Arch. Macfarlane married Miss Jessie McMurtry, daughter of Mr. and Mrs. S. A. McMurtry, Tower avenue, and grand-daughter of the late Hon. A. W. Ogilvie.

The ceremony was performed by Rev. John McKay at Crescent street church, Montreal, and was largely attended by friends of the bride and groom, both of whom have been very popular in Montreal society.

On returning from their wedding trip Mr. and Mrs. Macfarlane will reside at Hampton Court. Hardware and Metal is only one of many who will wish them a happy and prosperous wedded life.

HON. W. J. STAIRS' WIDOW DIES.

Mrs. Stairs, widow of the late Hon. W. J. Stairs, ex-M.L.C. of Halifax, passed away last Friday in her eighty-fourth year, at Halifax. The daughter of the late John Morrow, she early married, having a large family. Her father was secretary of the Government Commission which first started railroad construction in Nova Scotia, building the Nova Scotian Railroad, which afterwards became the Intercolonial. The sons surviving are Messrs. Edward, managing director; and Gavin L., of Wm. Stairs, Son & Morrow; George, director of the Nova Scotia Steel Co., and manager of the Consumers' Cordage Co.; and James W., all at Halifax; and Herbert, of Hillston, N.S. A daughter, Mrs. (Rev.) A. J. Townend, of Southsea, Eng., also survives.

Mr. E. G. Stairs, of Toronto, is a grandson, another being Master John Stairs, student at Upper Canada College. Other relatives include Mrs. J. MacDonald Oxley; Mrs. R. C. Browne, and Mr. Arthur G. Troop, of Toronto, as well as John W. Stairs, of the Toronto Nut & Bolt Co. of Swansea.

SOURIS BUSINESS CHANGE

The stock and good will of the Souris Hardware Co., Souris, Man., has been bought by McLean & Stirling, and the business will be continued by the new firm at the old stand. Mr. McLean has carried a grip for ten years for the J. H. Ashdown Hardware Co. and consequently he has a wide circle of acquaintances among the western trade, who will be interested to know of his new move. Mr. Stirling is a Souris man and the new firm commences business with every prospect for success.

GILLETTE RAZORS IN CANADA.

An interesting addition to Canada's manufacturing industries, is the recent establishment on St. Antoine street, Montreal, of a plant to make Gillette safety razors for the trade of this country.

This move has been made in order to comply with the Canadian patent laws, as well as to avoid the duty, and the entire Dominion is now being supplied with razors "Made in Canada." These are made from a blue print standard, and are, in every respect, identical with the goods manufactured in the firm's Boston factory, both as to design, workmanship and quality.

At present, the capacity of the Canadian plant is decidedly limited, as compared with the home factory, and larger premises are being sought. Even so, an average daily output of 235 sets and 4,000 blades is being maintained. The demand is rapidly increasing and the contemplated enlargements will be necessary.

The process by which Gillette safety razors are made is a most interesting one. All the work, in order to ensure perfect precision, is mechanical, so that very blade and every handle is treated in exactly the same manner. It will be seen that, especially in tempering the steel blades, the utmost care must be

exercised, and, if this were entrusted to ever so skillful a workman, there would beyond doubt, be a large percentage of them imperfectly tempered. Consequently, this process is carried out by a most ingeniously constructed machine which mechanically times the blades in tempering, and produces a uniform quality. As nearly all the machines are of special design, it has been found necessary to manufacture them in the Boston factory of the firm.

The raw material from which the blades are manufactured comes in the form of thin steel bands, from England, Sweden, or the United States. From these bands the blades are stamped and cut by a special machine. At this stage they are quite soft and can be bent double without breaking. They are next taken to the tempering machine, where they are picked up one by one, sent through the various processes of tempering as described above. When the blades drop from this machine they are very brittle, and their broken edges will scratch glass. They next go to the annealing oven, after which they are polished in revolving cylinders. They are now ready for the sharpening operation which is carried out on two machines. The first of these gives an edge similar to that of the ordinary pocket knife, while the second puts on the razor edge. Both are composed of a number of small rollers to which a composition resembling emery powder is applied, and which revolve alternately to right and left, to sharpen both edges of the blades. These latter are held against the rollers by a special arrangement which shifts when the direction of the rollers is changed. So far as possible, this process gives the same effect as stropping by hand. Both the machines are mechanically timed, so that, throughout the entire process, the blades are all treated exactly alike. They now go to the inspectors who test each individual blade on human hair, examining a considerable percentage through a microscope. Those which pass the inspectors (and in the Canadian factory they amount to 92 per cent. of the whole) are then wrapped and sealed.

The handles are made of brass in three pieces and go through many stages before they are ready to be put on the market. The most interesting process is that by which the teeth are sawed in one of the pieces. The machine which does this work was also manufactured in the Boston works, and is so constructed that both sides of the handle are filed simultaneously, and the brass filings dropped, without touching any oil, into convenient receptacles.

At present, the electro-plating of these handles is let to another firm, but arrangements are now being made for taking up this part of the work as well in the Montreal factory.

The Canadian manager, A. A. Bittues, was also instrumental in establishing a branch factory in London, Eng., last Winter. He reports that both these new plants are doing remarkably well, being hard put to supply the demand.

THE "HAYES" PATENT STEEL LATH



NO CRACKED WALLS

NO FALLING PLASTER

Everybody knows that Metallic Lathing is better than wood

Most people know—do you? That of all Metallic Lathing, "HAYES" PATENT gives best results. It requires less mortar, can be applied more quickly and easily, and has greater rigidity than others.

It holds the mortar firmly, is fire, water and vermin-proof, and gives enduring satisfaction. These are some of the reasons why practical builders everywhere commend it.

Let us give you further information. Actual tests and comparisons have proved all these claims.

The METALLIC ROOFING CO., Limited,

WHOLESALE MANUFACTURERS, TORONTO.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

GALVANIZING

WE HAVE THE

Largest Plant in Canada

AND ARE IN A POSITION TO DO

The Largest Work—The Best Work – The Cheapest Work

We run two pots continuously, by which we are enabled to give *Special Work* advantages both in

QUICKNESS and QUALITY

As we are large users of *Galvanized Goods*, we can afford to

Quote Lower Prices Than All Others

Ontario Wind Engine & Pump Co., Limited

Atlantic Ave., - TORONTO

FOUNDRY AND METAL INDUSTRIES

Work on the new premises of the Dominion Pipe Co., in New Westminster, B.C., has commenced.

Welland has passed a by-law furnishing sites and sewerage to the Canada Forge Co. and the Supreme Heating Co.

The new shops of the Perth Bolt & Forging Co., Limited, Perth, Ont., are rapidly being completed. And the company hopes to be running in December.

The Smith's Falls Malleable Castings Co., of which W. H. Frost is the head, has purchased the Rideau Malleable & Foundry Co., and the two concerns will be amalgamated.

Commissioner of Industries Thompson has been successful in securing another industry for Toronto. The United Zinc Co., of Boston, will establish works on Adelaide street, near York street, and will employ about twenty men.

Work is now progressing on the establishment of a large plant for the treatment of ores mined at the Bogart pyrite property near Tweed. Sixty men are now at work and the number will be increased to 200 shortly. A C.P.R. siding is being constructed to the mine.

The Canada Foundry Co., of Toronto, has been awarded a large portion of a 20,000-ton contract for structural steel by the C.P.R. The steel is for bridges in Ontario. The Dominion Bridge Co. also secured a part of the contract. The Canada Foundry Co. bested bids of a number of large American companies.

The Canada Forge Co. have begun the construction of their buildings at Welland, the contractors being the Welland Construction Co., who also have the construction for the buildings for the Ontario Iron & Steel Co., having been working on them for some time. The Forge Co. will construct two buildings about 50 x 100 feet each, to be completed by November 15; other buildings will be added. They will begin manufacturing early in January. Electrical power will be installed at once, using about 75 horsepower. The capital of the company is $100,000.

How do your paint sales this year compare with those of last year?

PROFIT is what you are looking for in your paint business. If your business does not grow profits do not grow. It does not pay you to handle paints or any other lines without a comfortable margin of gain.

The growth and the profits of your paint business depend on two things—the line you carry and the way it is pushed. Unless you have the right goods and unless they are brought to the attention of the buying public in the right way, you will have little to put down on the profit side of your ledger.

The Sherwin-Williams Line of Paints and Varnishes is the line for you and the line for any dealer who wants the best trade and the best profits. It is a line that includes the highest standard products for every painting and varnishing purpose. The goods are known the world over for quality, service and satisfaction. The Sherwin-Williams Co., too, puts all the advertising resources of its organization behind its agent and helps him build up a trade that is permanent and profitable. There is no question about the increase of his paint business year by year with such a line and such assistance.

Look over your business for the past year and your prospects for the coming one—then write for our proposition. You will want to know more about it.

THE SHERWIN-WILLIAMS CO, PAINT AND VARNISH MAKERS
Canadian Headquarters and Plant: 639 Centre Street, Montreal.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnepeg, Man.

1736

TORONTO AND BELLEVILLE
ROLLING MILLS
LIMITED.
BELLEVILLE, - ONTARIO.

BAR IRON
PROMPT SHIPMENTS
QUALITY UNSURPASSED.

Metals are Advancing!

All wholesale buyers should get our prices on

Ingot Tin, Pig Lead, Ingot and Sheet Copper, Zinc Sheets, and Spelter, Antimony, Etc.

FULL STOCK CARRIED

A. C. LESLIE & CO.
MONTREAL

HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

"MIDLAND"
BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

PRICE and QUALITY
are two vital elements in
GILBERTSON'S
COMET
GALVANIZED SHEETS

That means they are soft, smooth, and easily worked, that they are flat, well galvanized and that they are lower in price than other high grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Agent: Alex. Gibb, 13 St. John St., Montreal.

Paint, Oil and Brush Trades

THE MODERN PAINT FACTORY.

The twentieth century paint factory is a highly specialized and wondrously diversified institution—in fact, it might be regarded as a dozen or more manufacturing plants, a storage warehouse and half a dozen financial, literary and mercantile institutions under one management, rather than as a single institution, says a contemporary.

At the very heart of the establishment rules the industrial chemist, whose work in analyzing, comparing and testing supplies and trying formulae by chemical and physical tests, like Tennyson's brook, "goes on for ever." Speaking in terms of modern slang, the "whole proposition" is "up to him." It is for him to know, on the one hand, whether this or that oxide, chrome or what not, is stronger and more economical to use than another, and on the other hand to determine what effect exposure to the elements, water, acids, alkalies, gases, etc., will have upon the finished products of his house. He must also know the composition and character of competing products and their behavior under service conditions in comparison with similar products of his own house. Thus the testing department of a large paint factory is far more extensive and more thoroughly equipped for chemical and physical analysis and test than the laboratory of a commercial chemist.

The Manufacturing Department.

The paint-making plant proper is rather a series of factories than a single factory. Each division of the industry has its own department and equipment, and often its special building. One complete outfit of tanks, dry mills, mixers, paint mills and canning devices is devoted to the mixed paint department; another to paste paints; a third to carriage and wagon colors, a fourth to enamels, etc.; while these separate outfits are supplemented by separate special equipments, such as putty chasers, lead mills, etc.

The packing and shipping departments are subject to similar specialization, and in a number of plants this is supplemented by a tin can factory and a box factory. Some large factories have also linseed oil mills and color-making plants in conjunction with them, while others include varnish factories.

The printing and advertising department of the modern paint factory has the equipment and diversification of an up-to-date commercial printing establishment, with the addition of a number of special devices, such as the color-card machines, which paint, cut and attach the little sample squares on the family mixed paint color sheet.

The Selling End.

The sales department, which commonly has supervision of the printing and advertising departments, is as carefully organized as an army, and in a properly regulated establishment it is possible at any moment to ascertain from automatically duplicated records the location of any salesman, his sales for any day, month, or year, their comparison with previous corresponding periods, gross and net profits, expenses, percentage of expenses to profits—in fact, all possible particulars regarding the salesman and his work. Complaints regarding goods are handled in the same systematic manner, those that can be adjusted by correspondence being referred to the proper department; those which can be handled by the salesman being referred to him, while those which require expert investigation on the spot are referred to traveling specialists, who, like the reserves of an army in action, are held in readiness to throw their support to any part of the line. Every member of this flying battalion could, if he wished, tell stories of human mendacity, perversity and stupidity that would cause David to repeat deliberately the remark which he made in his haste. But in case of doubt the paint manufacturer, even if he knows himself to be clear of blame, always "makes good"; it is part of the expense incidental to the maintenance of the value of his "goodwill."

When we realize that paint must be made to suit every variety of climate with the utmost possible diversity of building material and service, and that in all these climates and conditions paint is used for purposes of decoration and preservation, it is not remarkable that the composition of paints should vary greatly, nor that one brand of paint should find preference over another in a given locality. The remarkable aspect of the whole subject is that so many brands of paint should find such general favor. As a matter of fact, manufacturers generally do recognize these conditions and vary their formulae accordingly; whereas the ordinary painter has a traditional routine, derived originally from English and German practice, to which he closely adheres if he is honest, and from which he deviates only to the detriment of his patron.

Quantity of Raw Materials Used.

Paint making in the United States is one of the most highly specialized and organized of modern industries. For its raw materials it draws upon the mine, the chemical laboratory, the field and the forest. Of the 20,000,000 to 30,000,-

(Continued on page 48.)

NO WONDER

there has been such an increase in ELASTILITE VARNISH sales. Nothing remarkable about it though when you consider the quality of the varnish at such a reasonable price.

In tins only from ½ pints to 1 gallons. For outside or inside. "Wears on the job, not off it."

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

STOCKS AT

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.
WINNIPEG, MAN., c/o. MASON & HICKEY.

A TRIAL ORDER

—will prove that we have no superiors in the making of

PIANO, ORGAN AND CABINET VARNISHES

If you have never carried these varnishes, now is a good time to commence. There is a steady demand for such-like goods, and you are entitled to a share of the business. We will send you samples with pleasure. Drop us a line.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

WE KNOW IT'S GOOD

and, if we could make it any better, we would do so. We personally test every bit of material that goes into

Jamieson's Floor Enamel

Pigments and all other materials are all the very best we can buy in the markets of the world. The greatest skill and care are used in grinding and mixing. Consequently, we are making in our **Floor Enamels** the best possible floor covering that can be used ; and yet, they do not cost much more than the ordinary class of floor paints.

These are talking points which move the goods from your shelves, Mr. Dealer

Be sure to stock up with

Jamieson's Floor Enamels

in all popular colors

Made only by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim for them **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied. Established 1815

CANADIAN AGENT
GODFREY S. PELTON
201 Coristine Building Montreal

A. Shaw & Son
52 Rahere St., E.C., London

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

SHELLAC

MARX & RAWOLLE
NEW YORK
Manufacturers

BLEACHED and ORANGE
Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**
Tel. Main 2661 P. O. Box 14. MONTREAL FOR QUOTATIONS

THE WAY A PAINT STANDS

"the ravages of time" is the point on which consumers want to be satisfied. You only need to tell them that the only white lead used in

"ANCHOR" LIQUID HOUSE PAINTS



TRADE MARK

is "Brandram's"

B. B. GENUINE

to settle this point.

What paint would be likely to stand more wear than the paint made with the white lead that has been the world's standard for nearly two centuries.



BRANDRAM-HENDERSON

LIMITED

Halifax, St. John, Montreal, Winnipeg,

CANADA

Paint and Oil Markets

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 26, 1906.

Conditions in the paint and oil trade are still very buoyant, and manufacturers seem to their utmost capacity to keep pace with specifications.

No single item can be picked out as being more strongly in demand than the rest, as the situation in general is a very favorable one. In fact, so keen is the inquiry for all classes of paints, colors and varnishes, that makers have great difficulty in keeping up their supplies of raw material, especially in view of advancing markets, both at home and elsewhere.

The nominal prices for red lead have, for some time past, been subject to occasional cutting. During this week, however, the market has firmed up to a considerable extent, and some firms announce an advance of 25c. On the whole it will be found that the old nominal quotations are the ones which will now be strictly adhered to. The same remarks apply to dry white lead and litharge.

LINSEED OIL—The market remains firm and steady. We quote as follows: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE — Another jump has brought prices very close to last year's level. We quote: Single barrel, 95c. per gal.; two barrels or over, 94c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6.50 to $6.75; No. 1, $6.15 to $6.40; No. 2, $5.80 to $6.15; No. 3, $5.55 to $5.80, all f.o.b. Montreal.

DRY WHITE ZINC—An advance has taken place and we are quoting as follows: V.M. Red seal, 7½c. to 8c. Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—A great demand exists for this product. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—Decidedly firmer conditions now prevail. Some dealers have marked up their prices, but for the most part the following are obtainable: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

GUM SHELLAC — This week's quotations still remain as follows: Fine are constantly advancing, but Canadian jobbers quote the following prices: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH—Firm conditions continue, and there will no doubt be an advance before long. Meanwhile we quote: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c.

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20¼c. in barrels.

WINDOW GLASS — The market is somewhat weak, but the following quotations are fairly well maintained: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, October 26, 1906.

Turpentine has scored the only advance of the week, the rise amounting to two cents, and bringing quotations up to 97c. per gallon, with very little more to climb before the dollar mark is reached. This is early in the season for prices to be so high, as new stocks cannot be marketed before May of next

A few more of our

TRADE MAGNETS and TRADE RETAILERS

The Martin-Senour Porch and Deck Paint
"Stands the Weather."

The Martin-Senour Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour Carriage Paint
It's "superfine," everything said.

The Martin-Senour Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT
100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited

"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL

2514-2520 Quarry Street CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited
HALIFAX, N.S.

RAMSAY'S VARNISHES



NO STOPPAGE TO BUSINESS

The fire which occured in parts of our Varnish works last week, will not prevent in any way the flow of Ramsay's Varnishes.

The Unicorn Varnishes
" Crescent Star "
" Universal "
" Kaurine "
" 400 Hardoil "

and all other kinds in large storage tanks were untouched.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Classical Metal Ceilings

ARE A NECESSITY IN EVERY STORE.

They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

We would like You to Get a Copy of our Beautiful Catalogue.

Metal Shingle & Siding Co.

PRESTON, Ontario LIMITED

WE OWN AND CONTROL THE INCREASINGLY POPULAR "ELEPHANT" "PRISM" "STAG" AND "KING EDWARD" BRANDS OF READY MIXED PAINTS. WIDELY SOLD AND THE MOST SATISFACTORY PAINTS MADE ANYWHERE

THE CANADA PAINT COMPANY, LIMITED

NOTE: THESE VALUABLE TRADE MARKS ARE REGISTERED AT OTTAWA TO PROTECT OUR CUSTOMERS AND OURSELVES FROM FRAUDULENT IMITATIONS.

year. Reports from the south say the current crop is being readily absorbed at fair values, consumers having adjusted themselves to natural conditions. It is argued that prices are legitimately much dearer than in former years, the natural outcome of the fact that, while the world is growing and trade always enlarging, the crop of naval stores remains always and of necessity of unchanged dimensions. Weather conditions this season have been unusually adverse, heavy rains having prevailed throughout the pine belt almost continuously during the Spring and early Summer, the period of greatest production.

Linseed oil is held firm and prices are likely to stiffen during the Winter. Seed is selling well in England, and although prices should be at their lowest just now expected shortages are keeping them stiff.

White lead has not advanced again, but as there is a scarcity of pig lead and prices are keeping near record figures there is every indication of another upward move. In fact, one large buyer on Wednesday said: "Lead is going to be $7 per hundred in the very near future."

Paint manufacturers consider the situation to be a critical one at present. With white lead two cents higher than a year ago, zinc a cent higher, turpentine up in the nineties, and linseed oil holding quite stiff, they see heavy increases in manufacturing costs, and are not anxious to book orders for nest season unless market conditions change. Dealers will make no mistake, however, in placing orders early as we can safely predict material advances in prices on white lead and mixed paints before New Year, and possibly considerably sooner.

Manufacturers have had a very busy season following the heavy bookings of white lead on account of the imposition of the 35 per cent. duty a year ago. In the light of past events and present conditions, it appears that the establishment of such a high duty was hardly necessary.

WHITE LEAD — Ex Toronto, pure white, $6.55; No. 1, $6.17½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.25; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic sheet, 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $ 1.75; barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—70c. to 80c. per gallon.

BRIDGE PAINTS—75c. to $1 per gallon.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

THE MODERN PAINT FACTORY.

(Continued from page 44.)

000 bushels of flaxseed grown annually by Northwestern farmers, it accounts for a very liberal half; of the 300,000 to 500,000 barrels of turpentine drawn annually from the southern pine forests, it consumes at least a quarter; it accounts for at least a quarter of the 320,000 to 325,000 tons of pig lead annually turned out by the large production of zinc ore, besides vast quantities of iron ores and special products of factory and furnace.

No other country in the world approaches the United States in the magnitude either of its paint consumption or of its paint factories. Our people have learned, in the practical American way, that the best way to preserve and beautify a structure is to paint it, and that the paint factory is a cheaper source of supply than the lumber yard or the planing mill; consequently those who have learned this lesson paint early and often, and where the painter does not interfere they go to the paint factory for their supplies. Everything considered, they are well and economically served, and cannot go far wrong if they look to the reputation of the manufacturer rather than to half-digested theories of the subject for their guidance.

BERRY BROTHERS' VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE, ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO

D.C.CO. 303 SAV. D.C.CO. 32 S&W. D.C.CO. 30/30 WIN.

MR. JOBBER:
BUY DOMINION AMMUNITION

1907 will witness the greatest demand for DOMINION SHOT, SHELLS and CARTRIDGES that you have ever experienced.

Don't make the mistake of stocking imported shells, for you will find them harder to sell in the future than the past.

THE DOMINION CARTRIDGE CO. are creating a demand for their product among dealers and consumers—a demand that is built on the strongest foundation — quality, advertising, satisfaction and a natural preference for Canadian-made products.

Consider our NEW proposition before closing with outside manufacturers.

Dominion Cartridge Company, Ltd.

4 Hospital Street, MONTREAL

Foreign Agencies:

UNITED STATES
ENGLAND
AUSTRALIA
NEW ZEALAND
JAPAN
ARGENTINE
MEXICO
BRAZIL

D.C.CO. 38/55 WIN. D.C.CO. 32/40 MARLIN D.C.CO. 32 WIN SPEC.

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Portage La Prairie will endeavor to secure electrical power from Winnipeg.

The Moose Mountain Lumber & Hardware Co. are erecting new premises in Kisbey, Sask.

The Montreal Street Railway is considering an increase in its capital from $7,000,000 to $9,000,000.

The Oliver Motor Car Company, recently formed to manufacture the Oliver trackless car, has located in Sarnia.

Messrs. Mason, Sturgeon and Davidson of Peterboro, have purchased land in Hastings, Ont., on which to erect a radiator factory.

The Shipway Iron, Bell & Wire Manufacturing Co. will shortly make application for a charter, and will establish works in Niagara Falls.

Port Colborne has carried a by-law granting exemption from taxes to the Great Lakes Portland Cement Co. and the Canadian Portland Cement Co.

The Ideal Cylinder Snow Plough Company has been incorporated by the Ontario Government. The capital of the company is $100,000, and the head office will be in Toronto.

The Roxton Mill & Chair Manufacturing Co., Roxton Falls, Que., has dissolved. J. H. Poirier, J. A. Beaudry, Louis Plouffe and Alfred Langevin have taken over the business.

Extensions amounting to $175,000 to the plant of the American Locomotive & Machine Co., at Longue Pointe, Que., will add 500 men to the works, and will give a capacity of five locomotives per week.

For the first time since the commencement of the decline of the bicycle business, the annual report of the Canada Cycle & Motor Company shows an increase in sales over those of the previous year.

The International Portland Cement Co., of Hull, will double its present plant in that city, giving it a capacity of 4,000 barrels daily. They are also completing a mill in Exshaw, Alta., which will make their total daily output 6,500 barrels.

The large increase in the business of David Spencer's departmental store, Victoria, B.C., has necessitated the purchase of enlarged premises, and the Williams block in that city is being remodelled, at a cost of $15,000, to add to the old warehouse.

Whalen & Boweman, who have signed an agreement with the Town of Fort William to build a $50,000 dry dock and ship-repairing yard, are said to be contemplating the establishment there of a $250,000 ship-building plant instead of merely carrying out their first intention.

The annual statement of the Lake Superior Corporation for the year ending June 30, 1906, shows that the company has during that time earned 1 per cent. on its total capital of $40,000,000, which is considered to be a very favorable report when compared with previous years.

Fifteen years ago Portland cement was almost entirely imported from Great Britain and the continent, but during that period the development of the manufacture in Canada has been such that fears of over-production have arisen. This week an inquiry was received at the Ontario Bureau of Mines from Glasgow, Scotland, as to whether Portland cement can be obtained here. The price mentioned, however, of 30 shillings a ton, or about $1.25 per barrel, is only about half the ruling price here.

Four new industrial concerns propose to locate in Goderich shortly, if their propositions receive the approval of the ratepayers. Two will not be voted on at present, but the most important, perhaps, that of the Goderich Wheel Rigs Co., will come up at once, the by-law being published in the local papers this week. Some of the important features are that the authorized capital of the concern will be $250,000, that they will employ by the end of a year at least one hundred hands, and that this is to be the sole Canadian factory of the concern, and a duplicate of the parent plant, the Lloyd Manufacturing Co., Minneapolis, Minn. The goods manufactured will be baby carriages, express wagons, rattan goods — in fact everything of that nature, practically the only manufacturers of these in Canada at present being the Gendron Co., Toronto. They ask the municipality for a loan of $50,000 repayable in twenty equal annual payments, without interest, and the usual privileges.

BUILDING NOTES.

Haileybury is building a $10,000 club house.

A new hotel is being built in Virden, Man., by James Huston.

Hattie Bros. are erecting a carriage factory at Stellerton, N.S.

A rink will be built at Stettler, Sask., at a cost of $3,500.

Mrs. Winter is erecting a $45,000 hotel on Water street, Vancouver.

C. C. Delbridge will erect a four-storey hotel in Kenora, Ont.

The Moose Jaw Carriage Works Co. is erecting premises in Moose Jaw.

The new Queen's Avenue Presbyterian Church, Edmonton, will cost $4,000.

The British Columbia Market Co. is erecting a $25,000 building in Vancouver.

A large Summer hotel for Sarnia is projected by J. R. Mann, of Dayton, Ohio.

Winnipeg's building permits for 1906, up to October 16th, amounted to $11,366,700.

The total amount of tenders accepted for the new public library, Toronto, is $237,216.

The Nena street Baptist congregation, Winnipeg, will erect a new church, to cost $30,000.

W. A. Noble is building a brick house on Delaware avenue, Hamilton, at a cost of $3,600.

The Town of Notre Dame de Grace, Que., has decided to erect a town hall, fire station, etc.

A new Industrial School to be erected near Cranbrook will cost between $30,000 and $40,000.

Galt's new collegiate institute will cost $75,000—$10,000 more than the ratepayers voted.

Pither & Leiser will erect a five-storey brick block in Victoria. Tenders are now being asked for.

The Royal Alexandra Theatre, now under construction in Toronto, will cost $150,000 when completed.

B. F. Ackerman & Son, Peterboro, are building a three-storey addition, 50 x 40 feet, to their harness factory.

Geo. Bruce has the contract for W. McC. Symington's new residence in Sarnia. The house will cost $3,500.

The Canadian Pacific Railway will erect a skyscraper on the northwest corner of King and James streets, Hamilton.

The contract for building the Melfort (Sask.) Hospital, which will cost in the neighborhood of $4,000, has been let to Sidney Smart.

Work has commenced on Ryan & Co.'s Calgary warehouse; it will cost $20,000. The enlargement of the Lincham Block has also begun.

The Waterloo County Country Club has awarded the contract for the erection of their new club house, near Galt, at a cost of $8,000.

Eugene La Horse, of Port Arthur, has purchased land in Strathcona, and intends erecting there a forty-room brick hotel in the Spring.

Toronto's building permits up to October 23 represent a value of $11,000,000. The total for twelve months last year amounted to $10,337,000.

The Bank of Nova Scotia has purchased the corner of Portage avenue and Garry street, opposite the Free Press, Winnipeg, for $125,000, and will erect a $200,000 office building.

It is reported that a Buffalo capitalist is behind a project to erect a 200-room hotel in London. The plans are said to call for a seven-storey building on the most modern lines, to cost $100,000.

Stratford's new Normal School will have three floors and basement, and will contain 36 rooms, besides a gymnasium and manual training department. The building is to be completed before September, 1907.

Tenders for the erection of Normal School buildings at Stratford, Peterboro and North Bay, are considered too high, and new tenders will be asked for. Pither & Leiser will erect a five-storey erecting a $25,000 building in Vancouver

The Chronicle Publishing Co. and the Bank of Commerce are erecting buildings in Halifax at a cost of $40,000 and $100,000, respectively. School buildings and alterations amount to $41,325; S. A. Hiseler is erecting a new house, to cost $3,500, and the Knights of Columbus are adding a storey to their hall, at a cost of $3,000.

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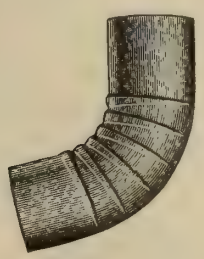
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The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

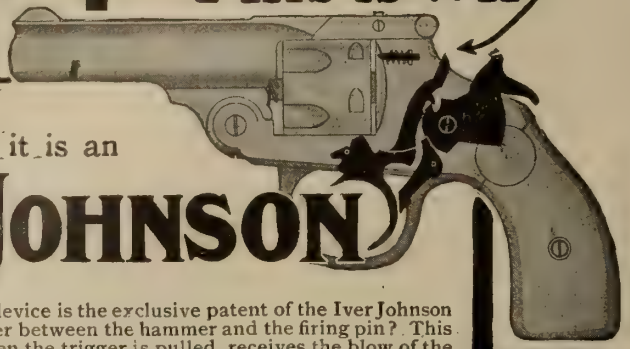
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Sign your name to a postal to-day and we'll send you full particulars and samples.

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Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

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ARTICLES WANTED.

WANTED—Tinsmith's outfit, second-hand, must be in good condition. The Sussex Mfg. Co., Sussex, N.B.

SITUATIONS VACANT

WANTED hardware traveler for Montreal hardware importing house, dealing chiefly in German hardware and cutlery. Good advancement for a capable and energetic man. All communications treated confidentially. Box 562, HARDWARE AND METAL. (42)

FURNACE MEN WANTED—Highest wages are offered to competent furnace men in the largest cities in the west; also splendid openings for mechanics with a general knowledge of steam fitting and furnace work. Apply to The Pease-Waldon Co., Limited, Winnipeg, Man.

TINSMITH WANTED—To go west; must be first class; good on furnaces. Steady man. Highest wages and steady job to right man. Box 555, HARDWARE AND METAL, Toronto. [41]

HARDWARE Salesman Wanted—Must be a pushing, courteous salesman with experience in the stove and tinware lines; references required; state age and salary. W. A. Hillhouse, Shelburne, Ont. [43]

SITUATIONS WANTED

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HARDWARE Business Wanted in good town of 10,000 or over, with good surrounding country; confidential. Box 563 HARDWARE AND METAL.

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Coarse, Fine and Superfine

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in Wood, Cotton, and Paper Sacks

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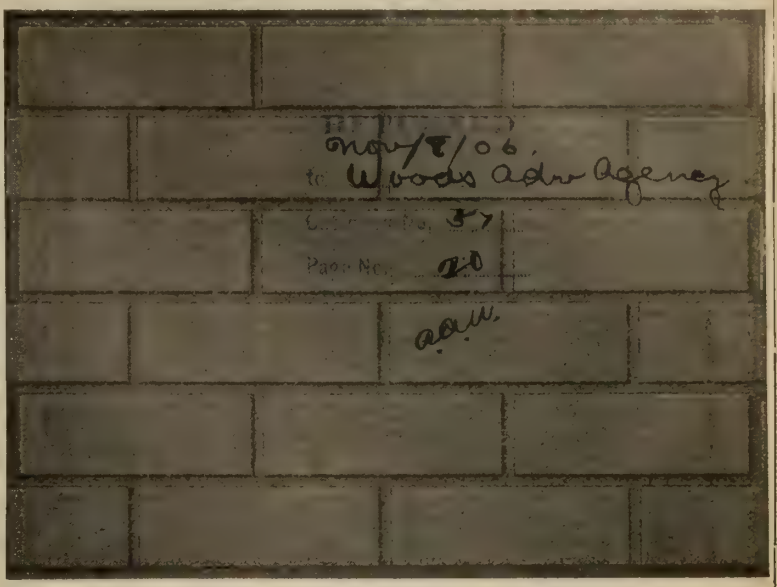
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All patterns and weights.

Send us a trial order.



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Western Distributing Agents, THE McCLARY MFG. CO., Winnipeg and Calgary.





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A Nice Mantel is a fine piece of Furniture.

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The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

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OF PORTLAND CEMENT

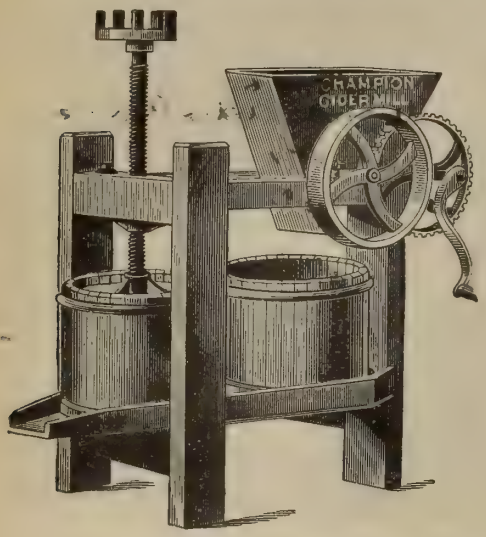
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OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

Cider Mills and Presses



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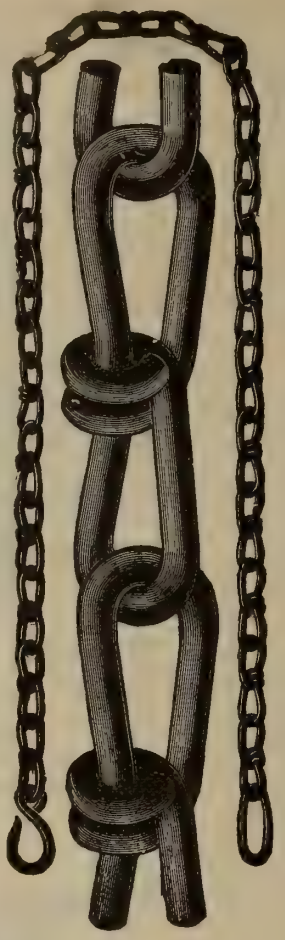
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Correspondence Solicited.

We send cuts with table of breaking strain, samples, etc., upon request.

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HAMILTON, ONT.
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Calgary Correspondent WANTED

HARDWARE AND METAL wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

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No. 0762—Tobacco Jar, with assorted scenes

Our line is very complete with new designs, both in

Flat and Hollow Ware

Have you received a set of our

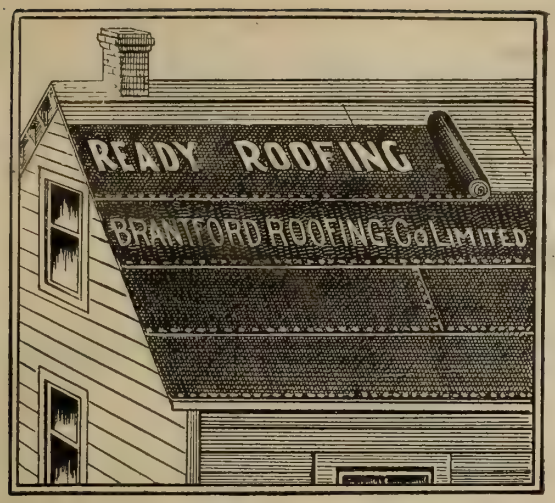
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if not write for them.

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Are in great demand. Shipments increasing daily.

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CHEAPER, BETTER THAN SHINGLES

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Samples, Prices, Circulars Free

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THE LEADER

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ITS STRONG POINTS:

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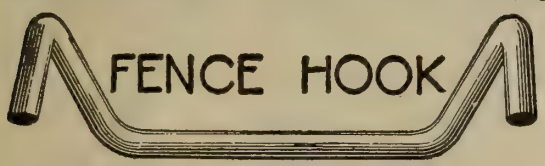
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GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

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Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

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American Shearer Mfg. Co., Nashua, N.H., USA

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A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap, easily applied,** and of **uniform** and **durable quality.** Its sales are constantly increasing.

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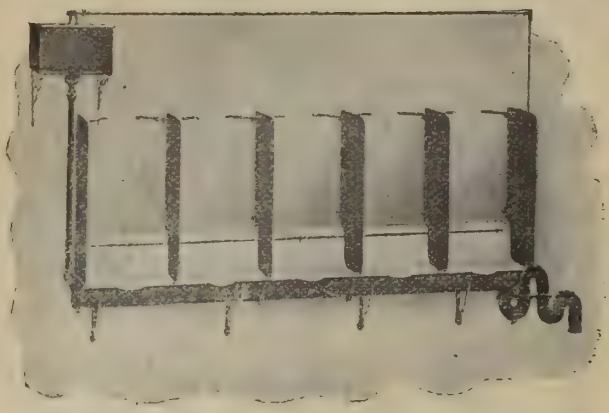


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Suitable for Public Institutions

The reputation of our goods is unequalled.

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HOME OFFICE and FACTORIES: PORT HOPE, ONT.

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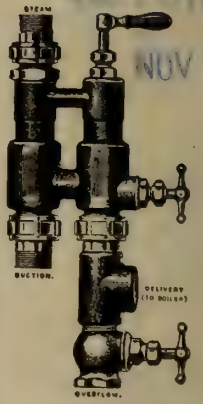
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They're used everywhere



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Gauge or "Try" Cock



The Genuine HANCOCK INSPIRATOR
The best Boiler Feeder on the market



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The successful dealer is the one who supplies his customers with reliable goods—The kind that gives satisfaction and holds his trade.

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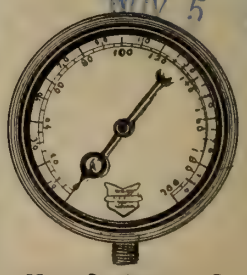
should be good weight—good material—good workmanship. It's the only kind we make. And the kind YOU should stock.

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J.M.T. Injectors
simple and efficient



Manufacturers of BOURDON and MORRISON'S Improved Steam Gauges.

Plumbing and Steamfitting

VENTILATION OF A MODERN GROCERY STORE

By M. J. Quinn, Ventilating Engineer with Cluff Brothers, Toronto.

There is no class of tradesmen whose success to such a large extent depends upon the absolute cleanliness of their premises as the grocer and the butcher, and at the same time there are perhaps none who, at different periods of the year, experience greater difficulty in maintaining the desired sanitary conditions. In Summer time, as a rule, the question of ventilation is not a serious one, because the windows and doors are left open, and in consequence with reasonable precaution there is little danger of air pollution.

In Winter time, however, conditions are altered, and while there is not likely to be as much decomposition of animal and vegetable matter as during the Summer, still such decomposition is always taking place and will in a short time charge the air with the results, which are of both a gaseous and organic nature.

Even though the odors in a shop are not the result of decaying matter, but are simply—as in the case of a grocery store—the blending together of the butter, soap, onions, etc., they are sometimes offensive, and, everything else being equal, the store in which these combinations are reduced to a minimum will receive the greatest amount of and the most excellent patronage.

It is commonly supposed that, except with the use of an expensive mechanical plant, it is impossible to accomplish any definite results in the matter of ventilation, and for that reason few attempts have been made along that line.

Fire and Ventilation.

It is true that where a building or a room is filled with people who are constantly vitiating large volumes of air that no satisfactory results can be obtained except through the medium of a mechanical system which includes a fan, with the necessary motive power, but in the case of a store it is entirely another question, and in most cases very satisfactory results may be obtained by the expenditure of very little money and the exercise of a little common sense (which perhaps is not as common as it is supposed to be) and a good judgment.

Has it ever occurred to you that wherever there is a fire lit in a building there is a splendid means of providing a large amount of ventilation providing, as was said, good judgment is used and the proper appliances are provided?

Let us take, for example, the case of a store heated by a hot air furnace connected to a chimney 12 inches square and 35 feet high. Under such conditions with a very moderate fire the movement of gases in the chimney would average at least seven feet per second and would perhaps exceed that velocity considerably, depending upon local conditions. However, at the figure named the quantity of air or gas passing up the chimney every hour would be 25,200 cubic feet. Now, in most cases, where does that air come from? Most likely through badly fitting cellar windows and doors, perhaps broken panes of glass, and very seldom indeed from a place where it might be drawn with advantage to the storekeeper.

The Illustration.

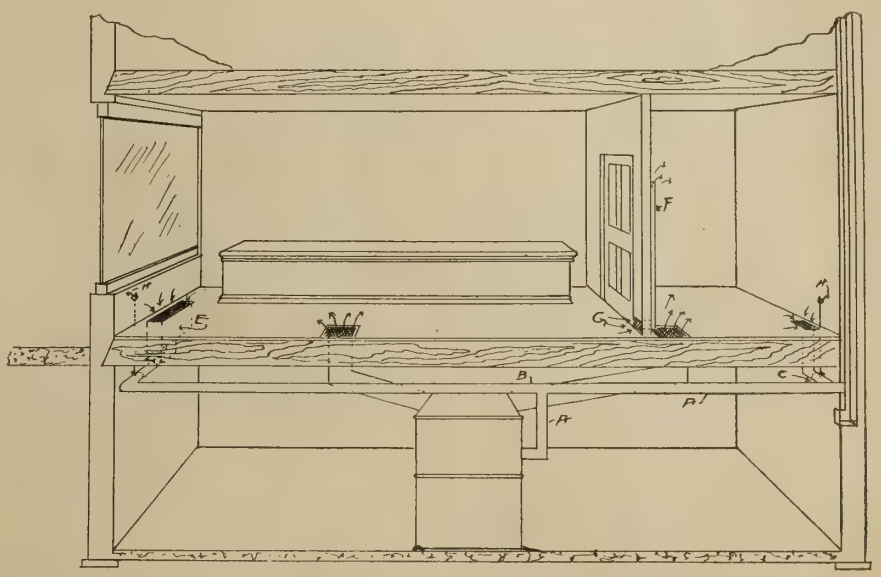
The sketch shown is intended to indicate one way of the many in which this condition of affairs may be remedied and some definite results obtained in the matter of ventilation. It will be seen that the building consists of a front shop and a rear storeroom (though of course the idea would work out in the same way in any size building) and a basement. The furnace, which in this case is hot air, is placed as near the centre as possible, and a hot air register is placed in each room (the cold air inlet to the furnace, which may be taken from within the building or from outside, is not shown).

The smoke pipe (A A) connects with the chimney at the rear of the building. Into this smoke pipe are run two connections (E) and (C), both fitted with a tight damper from which chains (H H) are run up through the floor and fastened on hooks.

Now, ordinarily, there is a flap damper in a furnace smoke pipe, which when opened allows the chimney to draw the air directly from the cellar, instead of through the fire, thereby checking the latter. In this case such flap damper is omitted, and the openings to cellar made as tight as possible.

Moving Cold Air.

Assume now that the fire is in condition to check; instead of opening a flap damper in the cellar we would simply pull one or both of the chains marked



(H), thereby opening the direct connections from the floor of the store above into the smoke pipe, and consequently into the chimney, and we at once set up a current from the coldest portion of the store, viz., the outside walls, which will remove cold foul air at the rate of perhaps 25,000 cubic feet per hour, which in most cases will provide ventilation sufficient to produce practically ideal conditions in a store.

It often happens that heat is neither required nor desired in the storeroom, while ventilation is most necessary. In such a case we would omit the hot air register indicated in the storeroom, and allow the cold air from the floor of the shop to pass in at (G) and up through pipe (F), and out through ventilating

register in opposite side of the room. It is desirable that the incoming air should be compelled to rise, for otherwise it might be drawn across the floor directly to the outlet without changing the air in the upper portion of the room at all.

Of course this system can be greatly modified to suit various circumstances. For instance, the space between two joists may be converted into a duct by nailing paper and boards across the bottom to make it tight and connecting same to smoke pipe at nearest point with a tin or galvanized iron sleeve.

Then again, a foul air pipe fitted with a tight damper may be taken from a cold spot in the shop and enter the under side of the ash pan so that all air passing through the coal or wood will be taken from some place where its removal will accomplish the most good.

The sketch, however, indicates a principle which the individual can, in most cases, work out to produce results at a very small cost.

HOT AIR HEATING FADS AND FALLACIES

Address delivered by R. S. Thompson, before the American Society of Heating and Ventilating Engineers, Chicago, Ill. (Concluded from last Issue).

This accounts for the fact that you will often find two men, using the same make of furnace, one of whom will declare it is the best in the world and the other is equally sure it is the worst. One is giving the furnace credit that belongs to the engineer; the other is placing on it blame which is due to the engineer.

It is a fallacy to suppose that leader pipes in the basement must have an inclination or "pitch" of one inch to the foot in order that the hot air may flow through them.

The ascensional force of hot air (if I may be allowed to coin a word) depends on the difference in elevation between the starting point and point of delivery. It will make no difference whether the air is carried six feet perpendicularly and twelve feet horizontally, or five feet perpendicularly and twelve feet at an inclination of one inch to the foot. What you gain in the pitch you lose in the riser. If I had to take my pipes off the side of the casing I would carry the casing up to within a few inches of the joists and carry the pipes horizontally under the joists. I would get the same total elevation by this plan as with a low casing and pipes inclined, but the elevation in the casing would be more efficient than in the pipes, because freer from friction.

But in practice I always use a flat-topped casing and take the pipes off the top because in this way I can make straight lines from furnace to register boxes and foot pieces, something it is rarely possible to do where you take your pipes from the side of the casing.

By running the leader pipes horizontally and close to the joists you leave plenty of head room in the cellar, if it is of reasonable depth, and they who manage the furnace or use the cellar will rise up and call you blessed.

As in this statement I am flying in the face of all tradition and precedent, I feel that I must back my assertion with a practical example.

Practical Example in Piping.

Last year in putting in a large job I was compelled, in order to reach a certain room, to carry the air through 88 feet of pipe. Sixty-nine feet of this pipe was horizontal and 19 feet perpendicular. The lay-out was as follows:

I started with a 22-inch pipe, which I carried 5 feet perpendicularly up from casing top. Then a 22-inch 90-degree elbow. Then 5 feet horizontally to the right. Then another 22-inch 90-degree elbow. Then 42 feet horizontally through a long hallway and out into a "social room." Here the 22-inch line ended and the pipe was capped. A few feet before the end I tapped this line with a 9-inch round pipe which heated two rooms in the second storey and a 3 1-2 by 12-inch pipe which heated one room on first floor. Close to the end of the 22-inch line I put in a 16-inch tee collar for a 15 x 20 inch register on first floor. In the cap on end of the 22-inch pipe I put a 9-inch collar; on this a 9-inch 90-degree elbow, with 6 feet of 9-inch pipe running horizontally to the left, where by a reducer and 8-inch round elbow I entered a perpendicular 8-inch round stack 12 feet high. This entered the bottom of an 8 x 10 inch square pipe which ran 16 feet to the right horizontally between the joints. The end of this pipe was closed, and I cut into the top a 3 1-2 x 14 inch pipe with a 12 x 15 inch register just above the baseboard.

The long run of 22-inch pipe being all exposed was leveled with a spirit level. You will notice that in addition to the 69 feet of absolutely horizontal pipe I had six 90-degree elbows, not counting the change in direction of air made as it came through the register.

You will notice also that the 16 x 20 inch first floor register was at the end of a 47-foot line of absolutely horizontal pipe.

In laying out this job I made the following calculations:

1. That the 5-foot rise from the top of the furnace would give sufficient force to carry the air to the end of the 22-inch horizontal line.

2. That as the capacity of the 22-inch line was considerably in excess of that of the three tappings, that the momentum of the air would when it struck the closed end, drive a considerable amount around the 9-inch elbow, and through the 9-inch horizontal pipe, on the principle of the hydraulic ram.

3. That the 8-inch perpendicular pipe would take care of itself and give the air a good push to start it through the 16 feet of 8 x 10 feet horizontal pipe.

4. That by giving this 8 x 10 inch horizontal pipe a capacity 60 per cent. greater than that of the riser by which it was fed I would make up for the loss of velocity.

All the five registers on this system worked well, and equally well, and none better than the one at the end of 88 feet of pipe.

In my own justification I must say that I did not in this case send the air around Robin Hood's barn and back again simply to give it exercise, but because in this case the line followed was the most direct which the construction of the building permitted.

I could give plenty of other instances, and in fact every job I put in is an instance.

I freely admit that if by the use of "pitch" angles can be materially reduced or distances materially shortened there is an advantage, but claim it is due to reduction of angles and distance, and that this will rarely justify spoiling the head room in a basement.

Plenty of "Know it Alls."

But my time and your patience would fail should I attempt to give all the fads and fallacies which in my opinion have been connected with hot air heating. The business has been far too largely left to unscientific men. Every man who has ever lived in a furnace-heated house thinks he knows all about heating with hot air. Every man who can handle a hammer and pair of snips thinks he is competent to put in a furnace. The popular impression has been that science and skill were not needed, and if the house were not heated it was the fault of the furnaec or the system.

We are as yet but in the infancy of the business. Sufficient data has not yet been obtained to reduce it to an exact science. In fact, as yet it can hardly be called a science at all. It is not strange that many believe that cheapness in first cost is the only thing the hot-air system has to commend it, and that cheapness in first cost is the only thing to be considered in having a hot-air plant installed.

ANSWER THIS QUESTION:

In your judgement is it essential that every closet connection to soil pipe stack should be provided with a Breaksyphon?

If not, illustrate by a rough sketch the conditions which would render unnecessary the use of a Breaksyphon, and give the reasons why it would not be required.

For the best answer received by December 1, we will send a cheque for $5.00 and to every one sending a satisfactory reply for publication we will give a year's subscription to Hardware and Metal. Send in a reply at once and answer the question as fully as possible.

The Plumbers' Union of Vancouver is protesting to the civic authorities that men who have not complied with the city's requirements concerning examinations and certificates are working in competition with those who have passed the examination and hold the certificate. This is against the city by-law, and will be looked into by the city engineer.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, October 26, 1906.

With copper prices going higher almost every day, finished materials are being advanced and will undoubtedly continue on the upward move for some time. Brass and copper goods are important items in the plumbing list, and it must be expected that goods in these lines will be considerably higher in the near future. During the week just passed one class of copper goods was advanced, our quotations showing increased prices in copper range boilers.

There is no other actual change to remark in the price of plumbing supplies, though the strength which is being felt in every branch of the metal markets is reflected here. Iron pipe is much firmer in tone than last week, although prices remain the same.

RANGE BOILERS—The phenomenal rise of copper is responsible for higher prices in copper boilers. An advance of approximately 10 per cent. has been made. As will be seen by referring to our list. Our quotations : Iron clad, 30 gallon, $5 ; 40 gallon, $6.50 net list. Copper, 30 gallon, $25 ; 35 gallon. $29.50 ; 40 gallon, $32 net.

LEAD PIPE—Last week's advanced quotations are firmly held, as pig lead continues its record-breaking figures. Our quotations : 5 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax: f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—The recently revised lists show higher prices discounts remain as follows : Discounts on nipples, ¼ in. to 3 in., 75 per cent.; 3½ in. to 6 in., 72½ per cent.; couplings, ½ in. to 2 in., 55 per cent.

IRON PIPE—Higher prices may be looked for. The market at present is very firm. The current prices follow : Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, black pipe, 1-4 inch, 62 per cent.; 3-8 looked for. At present we quote : inch, 62 per cent.; 1-2 inch, 71 per cent.; 3-4 inch and upwards, 73 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 per cent.; 3-4 inch, and upwards, 63 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 $36; 2 inches, $50. The discount for inch, $22; 1 1-4 inches, $30; 1 1-2 inches, black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — The demand is good for the season. We still give the following discounts : Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER — Primary markets maintain their strength, and solder prices are held firm, as follows : Bar solder, half-and-half, guaranteed, 25c. ; No. 2, wiping solder, 22c.

ENAMELWARE — We quote the following prices: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65, special $18.65; plate E11 and E21, 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, October 26, 1906

Although new lists have not yet been issued on brass goods we are able this week to quote new prices on J.M.T. and Jenkin's globe, angle and check valves, as well as J.M.T. and standard radiator valves and square head brass cocks. Copper range boilers are now net list and quotations have been withdrawn on copper bath tubs.

Enameled ware has also been moved up, the advances being chiefly on specials, baths, lavatories and sinks.

Radiators are subject to discounts about ten per cent. closer than the old list, and hot water boilers are slated to rise according to present outlook.

All these new prices will be found amongst the current market quotations on our back pages.

A rushing trade is being done by both plumbing and heating supply houses. Shipments are by no means prompt, although manufacturers and jobbers are doing their utmost to keep up with their orders.

LEAD PIPE — The discount on lead pipe is now five per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 5½c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote : Medium and extra heavy pipe and fittings, 65 per cent. off ; light pipe and fittings, 60 per cent. off ; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The shortage still continues. One-inch black pipe is now being quoted at $4.45, and one-inch galvanized at $6.10. Full list in current market quotations.

IRON PIPE FITTINGS — New lists are as follows : Cast iron elbows, tees, crosses, etc., 62½ per cent.; cast iron plugs and bushings, 62½ per cent.; flange unions, 62½ per cent.; nipples, 70 and 10 per cent.; iron cocks, 60 per cent.; Canadian malleable, 30 per cent.; malleable unions, 65 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain or nickel-plated, 65 per cent.; cast iron floor, 75 per cent.; hook-plates, 62½ per cent.; expansion plates, 67½ per cent.; headers of branch tees, 62½ per cent.; ring hangers, black, 75 per cent.; galvanized, 65 per cent., standard list.

GALVANIZED IRON RANGE BOILERS—We quote : 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75 ; extra heavy, $6.75 ; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75 ; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20 ; 82 gallon, standard, $21; extra heavy, $24 ; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47 ; extra heavy, $55. Copper range boilers are now net list.

RADIATORS—Quotations have advanced about ten per cent, as follows . Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance also.

SOLDER — Quotations remain very firm as follows : Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE—We quote as follows : Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25 : plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

PRICES ON KERR VALVES.

The Kerr Engine Co., Walkerville, have issued the following announcement, dated October 20 :

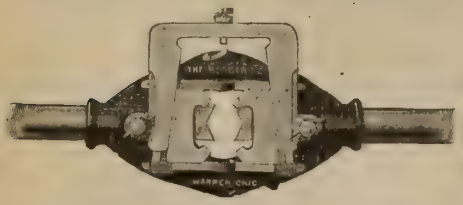
"Owing to the continued advance in the prices of raw materials entering into the construction of our goods we are obliged to again withdraw all quotations, and will fill orders placed with us at lowest prices possible under the conditions of the market. It is impossible to quote standing discounts at this time."

PLUMBING NEWS NOTES.

McGuire & Co. have secured the contract for the steam heating work connected with the new public library, Toronto, amounting to $15,600. J. E. Grey will install the plumbing, his tender being $2,464.

W. H. Walford, of the Ontario Lead & Wire Co., Toronto, went down to Montreal early this week to meet one of the boats from the Old Country. On its arrival on Wednesday a clergyman's services was secured and a han young couple united their fortunes for better or for worse. We wish them the former.

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

BERLIN, - ONTARIO

Selling Agents for Canada

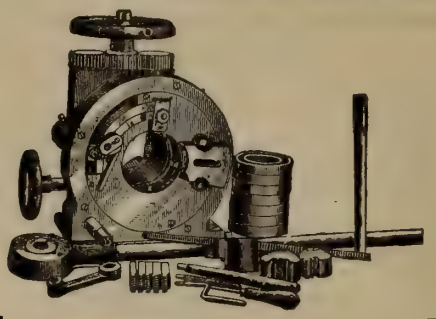


Time and Trouble Saved

by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong Stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe-fitters. Write for catalog and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St.,
Bridgeport. Conn.

A Certain Sense of Satisfaction



Goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

WHAT IS NICER

than to see your orders being filled on time?
To see those orders made up of "quality" goods?
To see those goods invoiced on an eminently fair basis?

☞ You see all this when you deal with me. ☜

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA



THOSE PERFECT THREADS

IN

Diamond Brand Fittings

compel Business to come your way.
YOUR WHOLESALER CAN SUPPLY YOU.

OSHAWA STEAM & GAS FITTINGS CO., LIMITED

OSHAWA, CANADA

100,000 TURNS

off and on a Glauber bibb, will not show the wear—the tough quality of the metal and the deep square threads are only two of the many reasons good enough for any plumber.

Two Bibbs Free

For every one sent you defective, and a 5 year guarantee.

We Make Good

Glauber Brass Mfg. Co.

Cleveland, Ohio

INSULATED PLIERS



No. 3999 x 8"

BRAND: **A★1** THE R. BERG HARDWARE Co.

In buying our pliers, branded **A★1** and manufactured by the **R. Berg Hardware Co.** you have the best possible guarantee to get a first-class tool.

REMEMBER, THIS BRAND INDICATES:

First in Quality; Highest Grade of Material; Best Workmanship

Not a pair leaves the factory without being properly tested.

F. W. Lamplough & Co.

MONTREAL

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

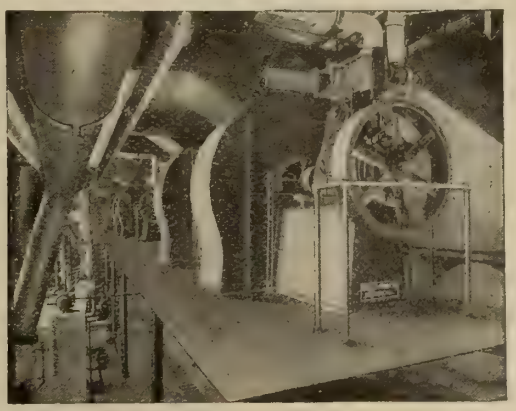
Ask Jobbers for "F. F. CO." Brand

CANADIAN BUFFALO MECHANICAL DRAFT FANS

THE ESSENTIAL FACTOR OF ADVANCED BOILER PLANTS

MECHANICAL DRAFT

No tall Chimneys
Smoke Nuisance Abated
Perfect Draft on Damp Days.
Cheaper Grade of Coal Burned with Best Results.



MECHANICAL DRAFT

Meets Promptly Sudden Demands for More Steam.
Unvarying Boiler Pressure by Automatically Controlled Fan Speed.
Easily Applied to Old Boilers at a Minimum Initial Expense.

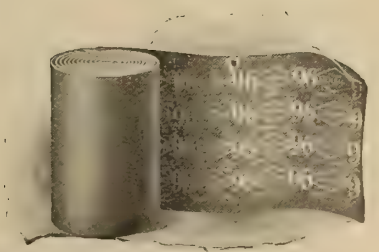
MODERN PRACTICE—MECHANICAL DRAFT

Write for Catalogue

CANADIAN BUFFALO FORGE CO., Limited
MONTREAL, QUE.







Catalogue and discount sheet sent on application.

JENKINS BROS.

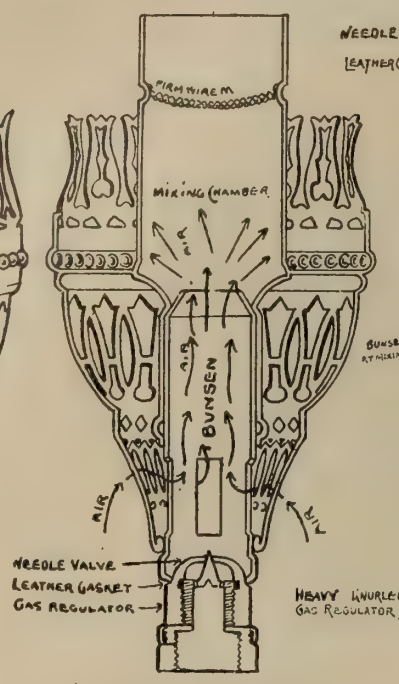
35 High Street, ***Boston, Mass.***

New York ***Philadelphia*** ***Chicago*** ***London, E. C.***

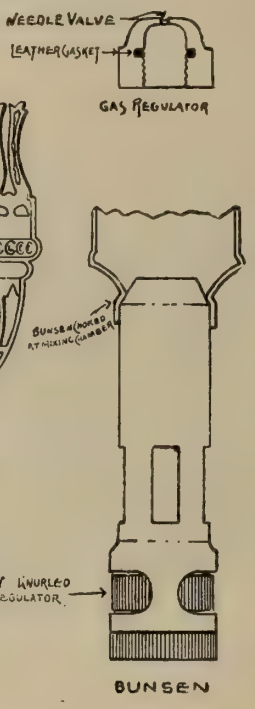
1906 Improved "INTERNATIONAL" BURNER 1907



COMPLETE EXTERIOR VIEW



COMPLETE SECTIONAL VIEW OF BURNER



BUNSEN

TRY A SAMPLE DOZEN

Satisfaction Guaranteed

THREE FINISHES
CLOSED OR OPEN BASKET

	PER DOZ.
Polished Brass -	$4 25
Brushed Brass -	4 90
Oxidized Copper -	4 50
Deck Plates - -	0 15

The most Scientific Burner on the market today. Nothing to equal it in efficiency or appearance.

AN ORNAMENT IN THE MOST ARTISTIC HOME

Leather Packing or Gasket makes it absolutely impossible for any leakage of gas from the needle valve adjustment. Cannot light back into the bunsen or puff out when lit. The accompanying detailed sketch cannot fail to convince the most skeptical of its many advantages over every other burner on the market.

Manufactured expressly for and controlled in Canada, Great Britain and United States by

The International Gas Appliance Co., Limited

535, 537 and 539 Queen St. East, TORONTO, CAN.

WE DO

GALVANIZING

IRON, CAST, MALLEABLE,
WROUGHT, SHEET, FITTINGS

QUICK

Phone M. 1729
31 WILLIAM ST., TORONTO

THE CANADA METAL CO.

"Well, why will the Oxford pay me best?"

Every day or so some sharp-witted dealer asks us that question—wants to know *why* there's most profit and easiest selling in the Oxford Hot Water Boiler.

And we tell him why—we *show* him why. Wish you'd let us show *you* why.

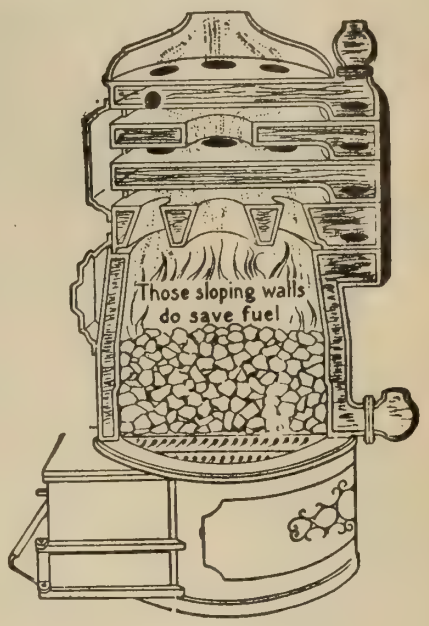
We'd show you what the twelve betterments are in the Oxford Boiler—and what they are worth to the man who *sells* the boiler as well as to the man who buys it.

We'd show you why the Oxford fire-pot is wider at bottom than top—why the grate-bars are hollow and triangular and mounted on cog-gears—why the fire-pot walls slope in over the fire—why the first water section is double deep.

We'd show you why we can afford to give the dealer all the selling-help he can possibly want and yet not cut the fat off his profits——

We certainly would show you where you come in on the Oxford Boiler.

Why don't you ask us to show you?



The Gurney Foundry Co., Limited

We also manufacture Cast Iron Stoves and Ranges, Steel Plate Ranges, Gas Stoves and Heaters, Hotel Ranges and complete Hotel Kitchen Outfits, Warm Air Furnaces and all kinds of Cooking and Heating Apparatus, Plumbers' Supplies.

TORONTO
WINNIPEG
VANCOUVER
HAMILTON

THE GURNEY-MASSEY CO., Limited, Montreal, Que.
THE GURNEY STANDARD METAL CO., Limited, Calgary, Alta.

182



Plate P-878—**"Standard"** Porcelain Enameled "Delecto" Syphon Jet Closet with 11 inch Brass Connection, Plain Oval Seat and Paneled Cover, Nickel-plated Cast Brass Hinges, Nickel-plated Brass Vimometer Floor Flange, Rubber Gasket, Screws, Bolts and Washers Complete.

"Standard"

Fixtures the Proprietors' Choice.

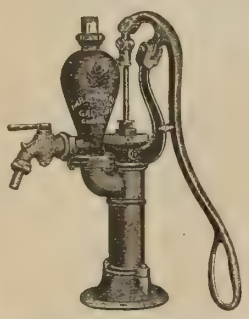
Owners of Apartment Houses, Hotels and Office Buildings prefer **"Standard"** Fixtures above all others for their buildings as well as their homes. They know the superiority of **"Standard"** Equipment in appearance, durability and sanitation, for our extensive national advertising has taught them to discriminate in its favor.

Standard Sanitary Mfg. Co.

PITTSBURGH, PA., U.S.A.

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA

PIPE TOOLS

Stocks and Dies
Pipe Cutters
Wrenches
Chain Tongs
Vises, etc.

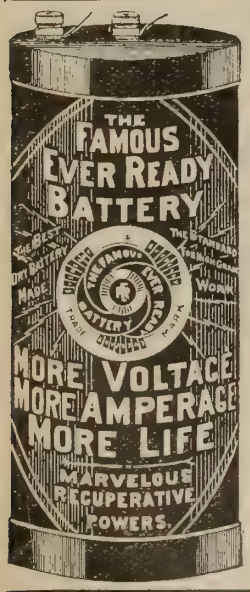
—in fact everything required for steamfitters' use, and of such a quality that assures accurate work and durability.

The Right Price, Quality and Service is Always Certain when you buy from

THE DAISY BOILER MEN

CLUFF BROTHERS

Selling Agents for
Warden King & Son, Limited
Lombard Street, TORONTO



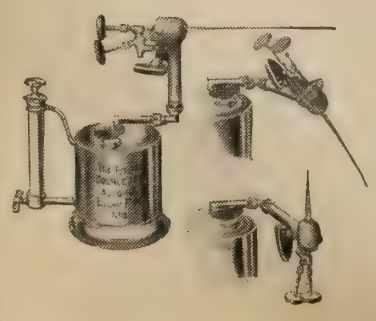
The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

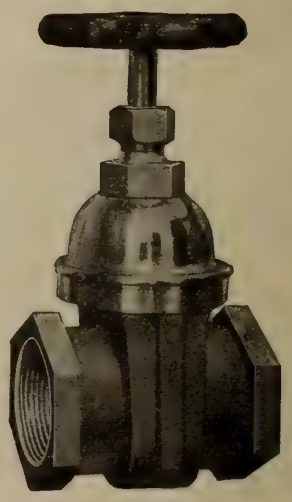


HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries; Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, **$9.75 net.**

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - CHICAGO, U.S.A.



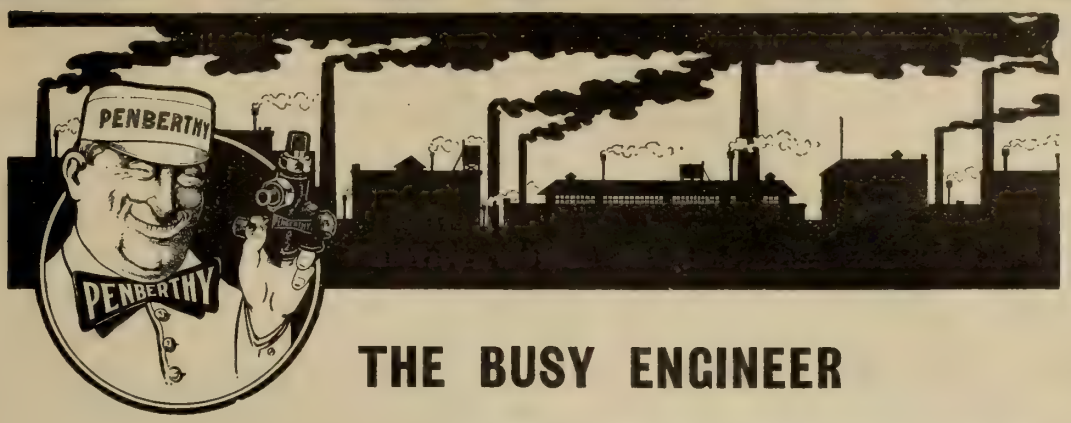
KERR'S GENUINE WEBER

GATE VALVES

have many imitations, but none equal the "real" article made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

The KERR ENGINE CO., Limited
Manufacturers

WALKERVILLE - ONTARIO



THE BUSY ENGINEER

Has no time to experiment or tinker.
He wants Reliable Goods

HE WILL USE NOTHING BUT THE

Genuine Penberthy Automatic Injector

Are You Stocking These Standard Goods, Mr. Dealer?
Buy the Lines That the Public Demand

THEY ARE EASY TO SELL

Genuine



Automatic Injectors

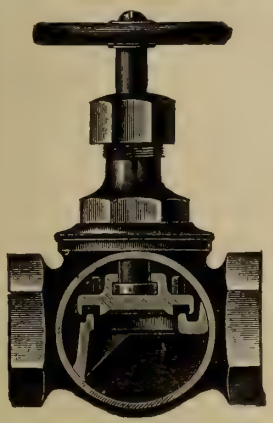
REMEMBER THE TRADE MARK

Remember Penberthy when you buy Brasses.

MANUFACTURED BY Penberthy Injector Co., Limited, Windsor, Ont.

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

FAIRBANKS Renewable Disc VALVES



Have a world wide reputation.

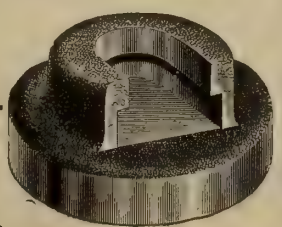
They last longer are made stronger

—and—

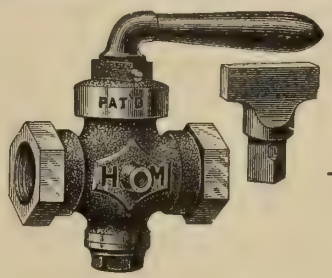
The Disc can be changed in a moment's time.

The Canadian Fairbanks Co.
Limited

Montreal Winnipeg
Toronto Vancouver



The DISC



Mueller

"No. 49" Stop and Waste Cocks

These cocks have broad hexes that give the wrench a firm grip, and the pipe ends are reinforced next to the body so as to stand the strain of fitting in. Tested under 200 pounds hydraulic pressure.

THE MARK OF DECATUR H⬡M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS
UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. New York, N.Y., U.S.A.

LOOK TO US AND THE PEOPLE WILL LOOK TO YOU

We are the pioneer people—old in experience, young in method.
We are past masters in the art of making

READY ROOFING, TARRED FELTS, SHEATING, WRAPPING and BUILDING PAPERS

"BLACK DIAMOND" TARRED FELT AND "JOLIETTE" AND "CYCLONE" SHEATHING ARE OUR BRANDS

ARE YOU ON VERY INTIMATE TERMS WITH US? EVERY DAY IS "ACQUAINTANCE" DAY.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Oct. 26, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire s to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's	per lb.	0 27½	28

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.		
Sheets, 12 to 14 in.		0 27
Tubing, base, per lb ⅛ to 2 in.		0 31

TIN.

Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	$46 00	$46 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 25
I X "	5 00
I X X "	5 75
I X X X "	6 50
"Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 50
I X, 14 x 20 "	6 50
I X X, 14 x 20 "	7 50
"Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 25
I X, 14 x 20 "	5 00
I X X, 14 x 20 "	5 75

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
I.C., special sizes, base	4 25
20x28	8 00

Charcoal Plates—Terne.

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	6 85
IX., Terne Tin	8 25

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	7 00
" 14x60, " }	
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge	7 50
" " 26 "	7 50 8 00

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.	2 10	2 20
Forged iron "	2 35	....
Refined " "	2 50	2 60
Horseshoe iron "	2 50	2 60
Hoop steel, 1½ to 3 in. base		2 65
Sleigh shoe steel "	2 25	2 20
Tire steel	2 40	2 35
Best sheet cast steel		0 12
B. K. Morton & Co.—		
"Alpha" high speed		0 65
" annealed		0 70
"M" Self-hardening		0 50
"J quality, best warranted		0 18
"I" " warranted		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"		0 65
" " annealed		0 65
Thos. Jowett & Sons B.P.L. tool steel annealed		10½

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 45
No. 1 Monarch	0 30
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No. 1	0 10
" " " 2	0 08
" " " 3	0 06¾

Discount on Hardware No. 1, 2 3, 15 per cent. All others net list.

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 60
14 gauge		2 80
17 gauge		2 40
18 "	2 30	2 45
20 gauge	2 30	2 53
22 "	2 30	2 60
24 "	2 30	2 70
26 "	2 35	2 85
28 "	2 40	3 10

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 80
Galvanized Canada Plates, 52 sheets	4 25
" " " 60 "	4 50

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25	4 60
28 gauge "	4 00	4 25
26 " "	3 75	3 90
24 " "	3 50	3 70

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	3 60	....	3 40
22 to 24 gauge	3 55	3 75	....	3 65
26 "	4 10	4 30	....	3 90
28 "	4 25	4 45	4 40	4 15

Less than case lots 10 to 25c. extra.

CHAIN.

Proof coil, 3-16 in., per 100 lb.		7 00
" ¼ "		5 85
" 5-16 "		4 45
" ⅜ "		3 75
" 7-16 "		3 50
" ½ "		3 25
" 9-16 "		3 20
" ⅝ "		3 20
" ¾ "		3 10
" 1 "		3 00
" 1¼ "		3 05

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.
Jack chain, iron, single and double, discount 35 p.c.	count 40 p.c.
Jack chain, brass, single and double, dis-	

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	23 00	23 50

Bars.

Cut lengths, round, ½ to ¾ in.	....	26 00
" round and square,		
Cut lengths, 1 to 2 inches	00	26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60	....	29 00
Plain, 14 oz.	....	30 00
Tinned copper sheet, base	....	27 00
Planished base (not including extras)		27 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base		....0 27

ZINC SPELTER.

Foreign, per 100 lb	7 00	7 25

ZINC SHEET.

5-cwt. casks	....	8 00
Part casks	....	8 25

LEAD.

Imported Pig, per 100 lb.	5 15	5 25
Bar, "	....	5 25
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

PLUMBING AND HEATING

BATH TUBS.

Zinc	6 00
Copper, prices withdrawn.	

BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra		1st quality	Special
4 and 4½ ft. 3 in. rolled rim		$21 65	20 25
5 feet	"	22 65	21 25
5½ "	"	24 15	22 75
6 "	"	26 90	25 50
Plate E II			
5 feet	2½ in. "	21 15	19 75
5½ "	2½ " "	22 65	21 25

Closer prices in quantities.

LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	30 & 10 p.c.	40 p.c.

SINKS.

	1st quality.	Special.
Plate E 201	20 p.c.	20 & 10 p.c.
Kitchen, plate E 300.65 & 5 p.c.		70 p.c.
Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

PIPE AND FITTINGS.

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 per cent. discount.
Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 62½ per cent.; headers. 65; flanged unions 65, malleable bushings 55; nipples, up to 2 in., 70 and 10 (per cent.; up to 6 in., 65 per cent.; malleable lipped unions, 60 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 09	⅛ inch	2 91
¼ "	2 09	¼ "	2 91
⅜ "	2 46	⅜ "	3 31
½ "	3 10	½ "	4 25
1 "	4 45	1 "	6 10
1¼ "	6 07	1¼ "	8 32
1½ "	7 29	1½ "	9 99
2 "	9 72	2 "	13 32
2½ "	14 75	2½ "	21 80
3 "	19 35	3 "	28 60

2 per cent. 30 days.

PLUMBERS BRASS GOODS.

Standard Compression work, dis. 60 p.c
Cushion work, discount 50 and 10 p.c.
Fuller work, discount 70 p.c.
6 dozen lots and over of the above, extra discount 10 per cent.
Lever handle Stops and Waste, discount 60 per cent Within lots of 12 dozen and over an extra discount of 10 per cent.
J.M.T. Globe, Angle and Check Valves, discount 50 per cent.
Standard Globe, Angle and Check Valves discount 60 per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 50 per cent.
Standard Radiator Valves, discount 60 per cent.
Patent Quick-Opening Valves, discount 70 per cent.
Jenkins' Globe Angle and Check Valves discount 35 per cent.

No. 1 compression bath cock, net	1 75
No. 4 " "	1 90
No 7 Fuller's "	2 35
No. 4½ " "	2 50

Patent Compression Cushion, basin cock, hot and cold, per doz., $16.20
Patent Compression Cushion, bath cock, No. 2208 ..... 2 25
Square head brass cocks, discount 50 per cent.
" " iron 60 "
Thompson Smoke-test Machine $25.00

RADIATORS

Hot water	47½ p.c.
Steam	50 p.c.
Wall Radiators and Specials	45 p.c.

[Boilers, Furnaces, Registers and Stoves]. Discounts vary from 40 to 70 per cent. according to list.

COPPER RANGE BOILERS.

Copper, 30 gallon	25 00
" 35 "	29 00
" 40 "	33 00

Net list.

GALVANIZED IRON RANGE BOILERS

Capacity. Gals.	Standard.	Extra heavy
30	4.75	7.50
35	6.00	8.50
40	7.00	9.50

2 per cent , 30 days

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe and fittings, 60 per cent. off.

Clauss Dressmakers' Shears

Clauss Brand—Fully Warranted

This Shear is made after the pattern "TAILORS' SHEARS" and is just the thing long wanted by the dressmakers.

Manufactured by our Secret Process. Write for Discounts.



The Clauss Shear Co., - Toronto, Ont.

SOLDERING IRONS.

½-lb.	per lb.	0 37
1-lb. or over	"	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping	0 22	0 23

PAINTS AND OILS.

COLORS IN OIL.

1-lb. tins, pure.

Venetian red, per lb.	0 03
Chrome yellow	0 15
Golden ochre	0 08
French "	0 08
Marine black	0 04½
Chrome green	0 10
French permanent green	0 13
Signwriters' black	0 15

GROUND WHITE LEAD IN OIL.

	Per 100 lbs.
Pure	6 75
No. 1	6 40
No. 2	6 10
No. 3	5 80
No. 4	5 25
Munro's Select Flake White	7 00
Elephant and Decorators' Pure	6 80
Monarch	6 75
Standard Decorator's	6 50
Essex Genuine	6 25
Brandram's B. B. Genuine	8 25
" Anchor," pure	6 50
Ramsay's Pure Lead	6 40
Ramsay's Exterior	6 15
"Crown and Anchor," pure	6 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 06½	0 07½
No. 2	0 05¼	0 06½

PREPARED PAINTS.

In ¼, ½ and 1-gallon tins.

Pure, per gallon	1 20
Second qualities per gallon	1 00
Barn (in bbls.)	0 60 0 90
The Sherwin-Williams paints	1 45
" " " ½ gal.	1 40
" " " gal.	1 35
Canada Paint Co.'s pure	1 25
Standard Co.'s "New Era."	1 30
Francis-Frost Co.'s "Ark" B'd	1 25
" British Navy deck	1 50
Henderson & Potts's "Anchor"	1 35
Ramsay's paints, Pure, per gal.	1 20
" Thistle, "	1 00
" Outside, bbls 0 55	0 65
Martin-Senour Co.'s 100 p.c. pure, ¼ gal.	1 45
" " " " " ½ gal.	1 40
" " " " " 1 gal.	1 35
Jamieson's "Crown and Anchor"	1 20
Jamieson's floor enamel	1 50
" barn paints, in bbls. per gallon	0 60
Senour's Floor Paints .... gal.	1 20

PUTTY.

Bulk in bbls.	1 50
Bulk in less quantity	1 80
Bladders in bbls.	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, case, from to 1 gal., $2.50.		assorted
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian Points.		
Shellac, bone dry, 56c. per lb., f.o.b., Easte Canadian Points.		
Shellac, T N. orange, etc., 49 to 53c, f.o.b., New York.		
GLUE.		
Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

HARDWARE.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent, American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent, American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign, 25, 10 and 10; Regal, 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.: American $2 05 Shot.
Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8 50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10gauge	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

ADZES.

Discount 22½ per cent.

ANVILS.

Wright's, 80-lb. and over	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11¼

APPLE PARERS.

Woodyatt Hudson, per doz., net	4 50

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled	....	5 75
" hunters		5 25
Underhill American Bench Axes, 40 p.c.		

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELLS.

Hand.

Brass, 60 per cent.
Nickel, 55 per cent.

Cow.

American make, discount 63⅓ per cent.
Canadian, discount 45 and 50 per cent.

Door.

Gongs, Sargeant's	5 50	8 00
" Peterboro', discount 50 and 10 per cent. off new list.		

Farm.

American, each	1 35	3 00

House.

American, per lb.	0 35	0 40

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 85c.

BITS.

Auger.

Irwin's discount 47½ per cent.
Gilmour's, discount 60 per cent.
Rockford, discount 50 and 10 per cent.
Jennings' Gen., net list.

Car.

Gilmour's, 47½ per cent.

Expansive.

Clark's, 40 per cent.

Gimlet.

Clark's, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½ 0 12

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller ..	60 and 10
" " 7-16 and up	55
" " Norway Iron ($3 list)	50
Machine Bolts, ⅜ and less	60
Machine Bolts, 7-16 and up	55
Plough Bolts	55
Blank Bolts	55
Bolt Ends	55
Sleigh Shoe Bolts, ⅜ and less ..	60
" " 7-16 and larger	50
Coach Screws, conepoint	70 and 5
Nuts, square, all sizes, 4c. per lb. off.	
Nuts, hexagon, all sizes, 4½c. per lb. off.	
Stove Rods per lb., 5½ to 6c.	
Stove Bolts, 75 per cent.	

BOOT CALKS.

Small and medium, ball .... per M	4 25
Small heel .... "	4 50

BRIGHT WIRE GOODS

Discount 62½ per cent.

BUTCHERS CLEAVERS

German .... per doz.	6 00	9 00
American .... "	12 00	18 00

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt .... per ton	55 00
Heavy Straw Sheathing .... per ton	35 00
Dry Surprise	0 37½
Dry Sheathing .... per roll, 400 sq. ft.	0 35
Tar " .... " 400 "	0 45
Dry Fibre .... " 400 "	0 55
Tarred Fibre .... " 400 "	0 65
O. K. & I. X. L .... " 400 "	0 70
Resin-sized .... " 400 "	0 45
Oiled Sheathing .... " 600 "	1 00
Oiled " .... " 400 "	0 70
Root Coating, in barrels .... per gal.	0 17
Roof " small packages "	0 25
Refined Tar .... per barrel	5 00
Coal Tar .... "	4 00
Coal Tar, less than barrels .... per gal.	0 15
Roofing Pitch .... per 100 lb. 0 80	0 90
Slater's felt .... per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

BUTTS.

Wrought Brass, net revised list.
Wrought iron, 70 and 5 per cent.

Cast Iron.

Loose Pin, discount 60 per cent
Wrought Steel.

Fast Joint, discount 70 to 70 and 5 per cent.
Loose Pin, discount 70 to 70 and 5 per cent.

CARPET STRETCHERS.

American .... per doz.	1 00	1 50
Bullard's .... "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CATTLE LEADERS.

Nos. 32 and 33 .. ... per gross	7 50 8 50

CEMENT AND FIREBRICK.

F, Hyde & Co. quote:

"Lafarge" (non-staining) cement in wood	3 40
"Lehigh" Portland cement, in wood	2 54
"Lehigh" Portland cement, in cotton sacks	2 39
"Lehigh" Portland cement, in paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf 15 00	24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks.

Blue metallic, 9"x4½"x3", ex wharf, per 1,000	35
Stable pavers, 12"x6"x2", ex wharf, per 1,000	50 00
Stable pavers, 9"x4½"x3", ex wharf, per 1,000	36 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump .... per cwt.	0 60	0 65
Red	0 05	0 06
Crayon .... per gross	0 14	0 18

CHISELS.

Socket, Framing and Firmer.

Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

CONDUCTOR PIPE.

Plain or Corrugated.

2-inch	per 100 feet	3 30
3 "	" "	4 40
4 "	" "	5 80
5 "	" "	7 45
6 "	" "	9 90

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DOOR SPRINGS.

Torrey's Rod	per doz.	....	1 75
Coil, 9 to 11 in	"	0 95	1 65
English	"	2 00	4 00

DOOR SPRINGS (COIL).

Chicago Door Springs, 25 per cent.
Reliance Door Springs, 25 per cent.

DRAW KNIVES.

Coach and Wagon, discount 75 per cent. new list.
Carpenters' discount 75 per cent.

DRILLS.

Hand and Breast.

Millar's Falls, per doz., net list

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 30

ELBOWS (stovepipe.)

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Diamond, Famous, Premier, discount 50 and 10 per cent.
Pearl, Imperial Crescent, discount 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

ESCUTCHEONS.

Discount 50 and 10 per cent., new list

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

FILES AND RASPS.

Great Western	70 and 10	cent
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 cent.
Jowitt's, English list, 27½ to 30 per cent.

GLASS.

Size United Inches.	Window. Star Per 100 ft.	Box Price. Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off.

GAUGES.

Marking, Mortise, Etc.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65	2 40

HEAD HALTERS.

Jute Rope, ⅜-inch	per gross	....	9 00
" " ½ "	.... "	....	10 00
" " ⅝ "	.... "	....	12 00
Leather, 1-inch	per doz.	....	4 00
Leather, 1½ "	"	....	5 20
Web	"	....	2 45

HAMMERS.

Nail.

Maydole's, discount 5 to 10 per cent. Canadian discount 25 to 27½ per cent.

Tack.

Magnetic	per doz.	1 10	1 20

Sledge.

Canadian	per lb.	0 07	0 08½

Ball Pean.

English and Canadian, per lb.		0 22	0 25

HANDLES.

Axe, 2nd growth, per doz. net		3 00	4 00
Store door	per doz.	1 00	1 50

Fork.

C. & B., discount 40 per cent., revised list.

Hoe.

C. & B., discount 40 per cent., revised list.

Saw.

American	per doz.	....	0 25

Plane.

American	per gross	3 15	3 75

Hammer and Hatchet.

Canadian, discount 40 per cent.

HANGERS.

	doz.	pairs.
Steel barn door	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0	....	5 00
" " 1	....	5 50
" " 2	....	6 00
Perfect, No. 1	....	8 00
" " 1½	....	8 25
" " 2	....	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

Chicago Friction Hangers.....5 per cent.
Chicago Oscillating Hangers.....5 "
Chicago Big Twin Hangers.....5 "

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.
" Maple Leaf and Premiums saw sets, 40 off.
" saw swages, 40 off.

HATCHETS.

Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz	4 40	
" " 2, "	4 85	
Barrel, Underhill	5 00	

HAY KNIVES.

Net prices.

HINGES.

Blind, Parker's, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net	0 06	
" " 5-in., "	0 05½	
" " 6-in., "	0 05½	
" " 8-in., "	0 05½	
" " 10-in. and larger	0 05	

Light T and strap, discount 65, 10 and 2½ p.c.
Screw hook and hinge—
under 12 in.... per 100 lb. 4 75
over 12 in..... " 3 75
Spring, No. 20, per gro. pairs 10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10: No. 59, $27.50.

SPRING HINGES.

Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts. 40 and 5 per cent.
Chicago (Ball Bearing) Floor Hinges, 40 and 5 per cent.
Garden City Fire Engine House Hinges, 12½ per cent.
Chicago Saloon Door Spring Hinges, 12½ per cent.

HOES.

Garden, Mortar, etc., discount 60 per cent.			
Planter	per doz.	4 00	4 50

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50	1 10
Clothes line, No. 61	"	0 00	0 70
Harness	"	0 60	12 00
Hat and coat	per gro.	1 10	10 00
Chandelier	per doz.	0 50	1 00

Wrought Iron.

Wrought hooks and staples—

¼ x 5	per gross	....	2 65
5-16 x 5	"	....	3 30

Bright steel gate hooks and staples, 40 per cent. discount.

Wire.

Hat and coat, discount 62½ per cent.
Belt ..... per 1,000 .... 0 60
Screw, bright, discount 62½ per cent.

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list
M.R.M. Co. brand, 55 per cent. } Oval head

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base 3 65
Add 15c. Toronto, Hamilton, Guelph.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American ..... per gross 0 60

KNOBS.

Door, japanned and N.P., per doz		1 50	2 50
Bronze, Berlin	per doz.	2 75	3 25
Bronze, Genuine	"	6 00	9 00
Shutter, porcelain, F. & L. screw	per gross	1 30	2 00
White door knobs	per doz.	....	2 00

LAMP WICKS.

Discount, 60 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

LANTERNS.

Cold Blast	per doz.	6 50	
Ordinary, with O burner	"	3 50	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

LOCKS.

Canadian, 50 to 50 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.

Cabinet.

Eagle discount 30 per cent

Padlocks.

English and Am.	per doz.	0 50	6 00

Eagle, discount 20 to 25 per cent.

MALLETS.

Tinsmiths'	per doz.	1 25	1 50
Carpenters', hickory,	"	1 25	3 75
Lignum Vitae	"	3 85	5 00
Caulking each		0 60	2 00

MATTOCKS.

Canadian	per doz.	5 50	6 00

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem ..... each 1 15

NAILS.

	Cut.	Wire
2d	3 70	3 15
3d	2 85	2 80
4 and 5d	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d	2 25	2 20
30, 40, 50 and 60d (base)	2 20	2 15

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

NAIL PULLERS.

German and American	0 85	2 50
No. 1	0 85	
No 1573	0 75	

NAIL SETS.

Square, round and octagon, per gross	3 38
Diamond	1 00

OAKUM.

Plumbers	per 100 lb.	4 00 4 75

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cen

PAILS (GALVANIZED).

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, per cent.
Creamer cans, discount 40 per cent.

PICKS.

Per dozen	6 00	9 00

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

PINE TAR.

½ pint in tins	per gross	...	7 80
" "	"	....	9 60

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English	per doz.	2 00	5 00

PLIERS AND NIPPERS.

Button's genuine, per doz. pairs, discoun 37½ to 40 per cent.		
Button's imitation	per doz.	5 00 9 00

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $3.15.

PULLEYS.

Hothouse	per doz.	0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

PUNCHES.

Saddler's	per doz.	1 00	1 85
Conductor's	"	3 00	15 00
Finners', solid	per set	....	0 72
" hollow	per inch	....	1 00

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 45 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Lewis Bros.' "Klean Kutter'	8 50	10 50

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60 and 10 and 10 per cent.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, with usual proportion burrs, 35 per cent.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

ROPE AND TWINE.

Sisal		0 10½
Pure Manilla		0 15½
"British" Manilla		6 12
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ⅛ inch	0 25	0 28
Russia Deep Sea		0 16
Jute		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet, per doz.		0 65
" " 60 feet, "		0 80
" " 72 feet, "		0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain	4 50
" plated	5 50

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SAP SPOUTS.

Bronzed iron with hooks, per 1,000	7 50
Eureka tinned steel, hooks	8 00

SAWS.

Hand, Disston's, discount 12½ per cent
S. & D., discount 40 per cent.
Crosscut, Disston's, per foot 0 35 0 55
S. & D., discount 35 per cent. on Nos. 2 and 3.
Hack, complete, each 0 75 2 75
" frame only, each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" compass, pruning and back, discount 45 per cent.
" buck, New Century, $6 25
" " No. 1 Maple Leaf, 5 25
" " Happy Medium, 4 25
" " Watch Spring, 4 25
" common frame, 4 00

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets, "	7 50

SASH WEIGHTS.

	per doz.	
Sectional, per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	....	0 31

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SCREW DRIVERS.

Sargent's, per doz.	0 65	1 00

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style, per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style, per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish, per doz.	8 75

3-in. style 20c. per dozen less.

SCREWS.

Wood, F. H., bright and steel, discount 87½ per cent.
Wood, R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood, per doz.	3 25	4 00
" iron "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Iron and Brass.
Flat head, discount 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

SCYTHES.

Per doz. net	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50

(Hollow Back)		(Reinforced S Scoop.)
Moose	$17 50	$16 30
Bear	15 00	15 30
Fox	12 50	14 30
Black Cat	10 00	13 30

Canadian, discount 45 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

SQUARES.

Iron, No. 492, per doz.	1 90	2 25
" No. 493 "	2 40	2 55
" No. 494 "	3 25	3 40

Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

STAMPED WARE.

Plain, discount 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. revised lis

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

STOCKS AND DIES.

American discount 25 per cent.

STONE.

Washita, per lb.	0 28	0 60
Hindostan "	0 06	0 07
" slip "	0 03	0 09
Labrador "	....	0 13
" Axe "	....	0 15
Turkey "	....	0 50
Arkansas "	....	1 50
Water-of-Ayr "	....	0 10
Scythe, per gross	3 50	5 00
Grind, 40 to 200 lb., per ton	....	25 00
" under 40 lb., "	....	28 00
" 200 lb. and over	....	31 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch " "	....	7 50

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 5
" " tinned	80 and 10
" " (in kegs)	40
Cut tacks, blued, in dozens only	75 and 10
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85 and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned	75 and 12½
Zinc tacks	35
Leather carpet tacks	40
Copper tacks	45
Copper nails	50
Trunk nails, black	65
Trunk nails, tinned and blued	65
Clout nails, blued and tinned	65
Chair nails	35
Patent brads	40
Fine finishing	40
Lining tacks, in papers	10
" " in bulk	15
" " solid heads, in bulk	75
Saddle nails, in papers	10
" " in bulk	15
Tufting buttons, 22 line in dozens only	80
Zinc glaziers' points	5
Double pointed tacks, papers	90 and 10
" " " bulk	40
Clinch and duck rivets	45

Cheese box tacks, 85 and 5; trunk tacks, 0 and 10.

TAPE LINES.

English, ass skin, per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's, each	0 90	2 85
" steel, each	0 80	8 00

TINNERS' SNIPS.

Per doz.	3 00	15 00

Clauss, discount 35 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

TROWELS.

Disston's, discount 10 per cent.
German, per doz. 4 75 5 00
S. & D., discount 35 per cent.

VISES.

Wright's	....	0 13½
Brook's	....	0 12½
Pipe Vise, Hinge, No. 1	....	3 50
" " " No. 2	....	5 50
Saw Vise	4 50	5 00
Blacksmiths' (discount) 60 per cent.		
" parallel (discount 45 per cent.		

WIRE.

Smooth Steel Wire.

No. 0-9 gauge		$2 15
10 "		6c. extra.
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.
Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.
Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No. 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.
Brass wire, discount 47½ per cent. off the list.
Copper wire, discount 47½ per cent. net cash 30 days, f.o.b factory.
Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14. $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.25 f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING.

Galvanized barb	....	2 70
Galvanized, plain twist	....	2 85

Galvanized barb, f.o.b. Cleveland, $2.47½ for small lots and $2.35 for carlots.

POULTRY NETTING.

2 in. mesh, 19 w. g., discount 50 and 10 per cent. All others 50 per cent.

COILED SPRING WIRE.

HighCarbon, No. 9	$2 55
" No. 11	3 20
" No. 12	2 80

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net	1 45

Terms, 2 per cent. off 30 days.

WASHING MACHINES.

Round, re-acting per doz.	
Square "	60 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Leader, 11 in., per doz.	....	32 00
Royal Canadian, 11 in. "	....	29 00
Royal American, 11 in.	....	29 00

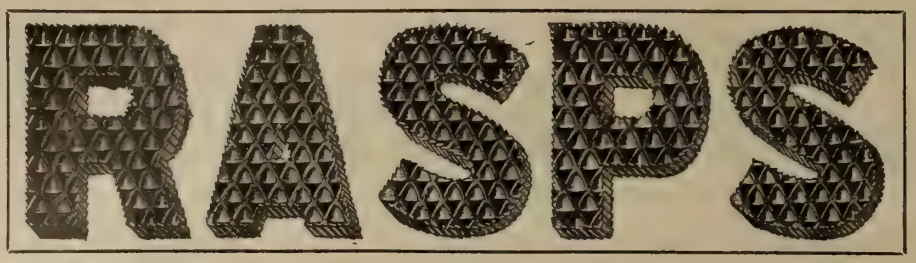
Terms, 3 months, 2 per cent. 30 days.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

American Shearer Mfg. Co..... 55
Armstrong Mfg. Co 60
Armstrong Bros. Tool Co 15
Atkins, E. C., & Co..... 19
Atlas Mfg. Co..... 13

B

Barnett. G. & H. Co....outside back cover
Batty Stove Co. 53
Bell Telephone Co..... 11
Bell, Thomas, Sons & Co 45
Belleville Foundry Co. 42
Berry Bros. 49
Bird, F. W..... 51
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co. 39
Brandram Hender on 48
Brantford Roofing Co. 55
Brigent, A. E. 17
British America Assurance Co..... 11
Burman, & Sons 52
Burr Mfg. Co 12
Business Systems..... 15

C

Cameron & Campbell. 22
Canada Foundry Co 12
Canada Iron Furnace Co..... 43
Canada Metal Co. 15, 62
Canada Paint Co..... 48
Canada Paper Co 12
Canada Smelting Works 43
Canadian Bronze Powder Works..... 45
Canadian Buffalo Forge Co..... 61
Canadian Fairbanks Co 60, 65
Canadian Heating & Ventilating Co.. 20
Canadian Sewer Pipe Co..... 43
Canadian Shovel & Tool Co..... 4
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 1
Clauss Shear Co..... 67
Cluff Bros..... 64
Confederation Life Association 11
Consolidated Plate Glass Co..... 50
Consumers' Cordage Co..... 10
Copeland-Chatterson 14
Copp, W. J..... 39
Covert Mfg. Co 15
Cumming Mfg. Co..... 13

D

Davenport, Percy P..... 12
Davidson, Thos., Mfg. Co..... 4
Dennis Wire and Iron Co..... 39
Deseronto Iron Co..... 41
Diamond Saw and Stamping Works... 9
Dieckmann, Ferdinand..... 51
Dominion Cartridge Co. 49
Dorken Bros..... ... outside front cover
Dowswell Mfg. Co 55

E

Eadie, H. G..... 45
Emlyn Saw Bench 14
English Embrocation Co..... 72
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 45
Findlay Bros..... 21
Forman, John 64
Forwell Foundry Co 60
Fox, C. H..... 16
Francis-Frost Co..... 20
Frothingham & Workman 6

G

Galt Art Metal Co..... 53
Gibb, Alexander..... 16
Gibsone, J. B..... 16
Gilbertson, W., & Co..... 43
Glauber Brass Co..... 60
Grautoff, B. A..... 12
Greening, B., Wire Co..... 54
Gurney Foundry Co..... 19, 62
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Cotton Co..... 12
Hamilton Rifle Co..... 53
Hanover Portland Cement Co..... 53
Harris, J. W., Co..... 29
Hart & Cooley Co..... 68
Heinisch, R., Sons Co..... 15
Henderson & Potts Co..... 44
Heney, E N., & Co..... 68
Hobbs Mfg. Co 18
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 16
Hyde, F. & Co..... 52

I

Imperial Varnish and Color Co..... 44
International Gas Appliance Co..... 62
International Portland Cement Co.... 53

J

Jamieson, R. C., & Co..... 47
Jardine, A. B., & Co. 45
Jenkins Bros..... 61
Johnson's, Iver, Arms and Cycle Works 52
Joy Mfg. Co..... 20

K

Kemp Mfg. Co..... 22
Kerr Engine Co..... 64

L

Lamplough, F. W. & Co..... 60
Leslie, A. C., & Co. outside front cover, 43
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 55
London Foundry Co..... 54
London Rolling Mills 52
Loughead, J. S., & Son 12
Ludger Gravel Co..... 16
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McCaskill, Dougall & Co..... 41
McClary Mfg. Co..... 8
McDougall, R., Co..... 64

M

Macfarlane, Walter..... 72
Maple Leaf Harvest Tool Co 8
Marlin Firearms Co..... 13
Martin-Senour Co 47
Maxwell, David..... 72
Merrell Mfg. Co..... 58
Metal Shingle and Siding Co..... 47
Metallic Roofing Co 41
Metropolitan Bank..... 11
Millen, John & Son ....outside back cover
Mitchell, H. W 16
Moore, Benjamin, & Co. 21
Morrison, James, Brass Mfg. Co..... 54
Morrow, John, Machine Screw Co 15
Mueller, H., Mfg. Co 65
Munderloh & Co..... 65

N

Newman, W., & Sons 15
Nicholson File Co.. 70
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 43
Novelty Mfg. Co 19

O

Oakey, John, & Sons..... 43
Ontario Lantern & Lamp Co..... 21
Ontario Tack Co..... 43
Ontario Wind Engine and Pump Co .. 41
Orford Copper Co..... 43
Oshawa Steam & Gas Fitting Co..... 60
Owen Sound Wire Fence Co..... 11

P

Paterson Mfg. Co..... 68
Pearce, Frank, & Co 16
Pelton, Godfrey S 45
Penberthy Injector Co..... 65
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 9
Phillips, Chas. D 13
Phillips, Geo., & Co..... 13
Pink, Thos 2

Q

Queen City Oil Co.. 12

R

Ramsay, A., & Son Co..... 47
Robertson, James Co....inside back cover
Rochester Lamp Co. 9
Roper, J. H 19
Round, John, & Son..... 10

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 20
Scott, Bathgate & Co..... 16
Seymour, Henry T., Shear Co..... 15
Shantz, I. E., & Co..... 60
Sharratt & Newth 12
Sherwin-Williams Co..... 42
Silica Barytic Stone Co..... 15
Stairs, Son & Morrow..... 70
Standard Ideal Sanitary Co..... 56
Standard Paint and Varnish Works... 45
Starr Mfg. Co. 13
Steel Trough and Tank Co..... 12
Stephens, G. F., & Co 39
Sterne, G. F., & Son 16
Stewart, Jas., Mfg. Co..... 17

T

Taylor-Forbes Co.....outside front cover
Telford & Chapman..... 72
Thompson, B. & S. H., Co. outside back cover
Toronto Silver Plate Co..... 54
Turner Brass Works 64

V

Vickery, O..... 60

W

Wallace Barnes Co 16
Warminton, J. N..... 16
Western Assurance Co 11
Western Wire Nail Co 55
Wilcox Mfg. Co..... 23
Winnipeg Paint and Glass Co 39
Wright, E. T., & Co 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Robertson, Jas. Co,, Montreal.

Bath Room Fittings.
Carriage Mounting Co., Toronto.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co. Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine
Consumers Cordage Co., Montreal.

Brass Goods.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Brushes.
Ramsay, A., & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Can Openers.
Cumming Mfg. Co. Renfrew.

Cans.
Acme Can Works, Montreal.

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Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
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Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

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Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

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Guelph Spring and Axle Co., Guelph.

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Greening, B., Wire Co., Hamilton.

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Dowswell Mfg. Co., Hamilton.

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Hamilton Cotton Co., Hamilton, Ont.

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Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

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Erie Specialty Co., Erie, Pa.

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Phillips, Geo., & Co., Montreal.

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Dorken Bros. & Co., Montreal.
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Phillips, Geo. & Co., Montreal.
Round, John, & Son, Montreal.

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Door Hanger Co., Hamilton, Ont.
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Canadian General Electric Co., Toronto.
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Munderloh & Co., Montreal.

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Cameron & Campbell Toronto.

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Nicholson File Co., Port Hope.

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Marlin Firearms Co., New Haven, Conn.

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Canada Metal Co., Toronto.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

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Gibsone, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

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Winnipeg Paint & Glass Co., Winnipeg.

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Diamond Saw & Stamping Works, Buffalo

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Marle Leaf Harvest Tool Co, Tillsonburg Ont.

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Heney, E. N., & Co., Montreal.

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Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

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Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

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Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

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Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
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Cumming Mfg. Co., Renfrew.

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Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

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Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
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Lysaght, John, Bristol, Eng.
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Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
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Thompson, B. & S. H. & Co. Montreal.

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Galt Art Metal Co., Galt.
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Metal Shingle & Siding Co., Preston, Ont.

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Oakey, John, & Sons, London, Eng.

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Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Paints, Oils, Varnishes, Glass.
Bell, Thos., Sons & Co, Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
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Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
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Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
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Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
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Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
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Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamiltor
Dominion Sewer Pipe Co., Toronto
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shellac
Bell, Thos., Sons & Co., Montreal.

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co, Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

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Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co., Owen Sound.
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Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co, Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
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Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

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Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.

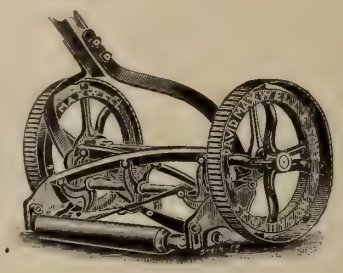


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A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 3, 1906 NO. 44.

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Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 71.

BRASS HOT WATER KETTLES



BRASS KETTLE and STAND



No. 3650
Brass Kettle and Stand



BRASS KETTLE and STAND

KETTLES KETTLES



No. 1450
Brass Kettle and Stand
Capacity, 2¾ Pints



No. 2760
Brass Kettle and Stand
Capacity, 2 Pints



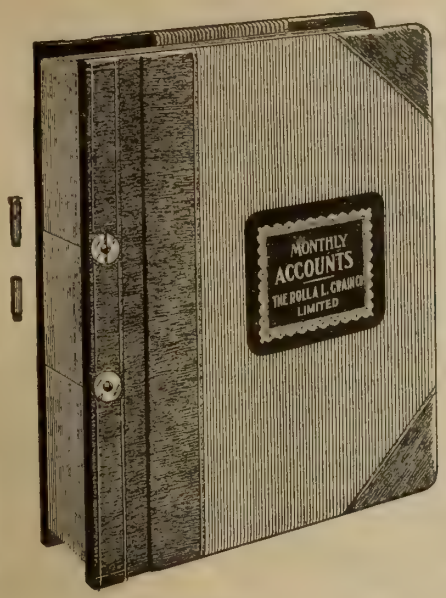
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Harrington and Richardson's

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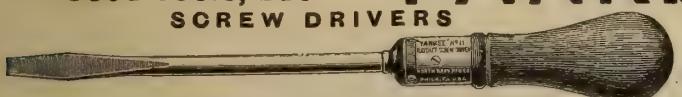
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"YANKEE TOOLS"

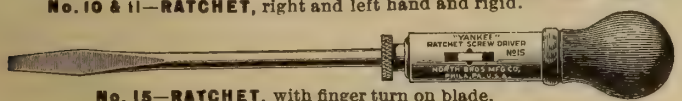
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

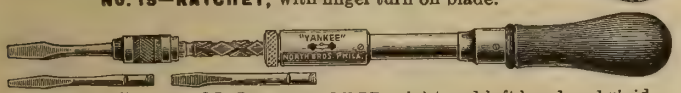
SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



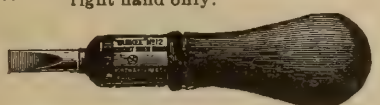
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET -right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



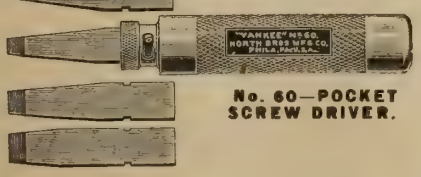
Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade



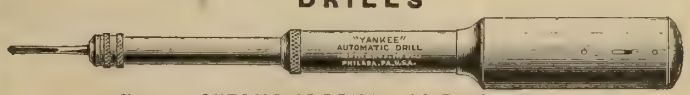
Countersink, for spiral ratchet screw driver.



No. 60—POCKET SCREW DRIVER.



DRILLS



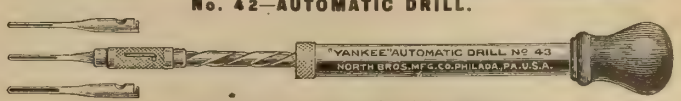
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



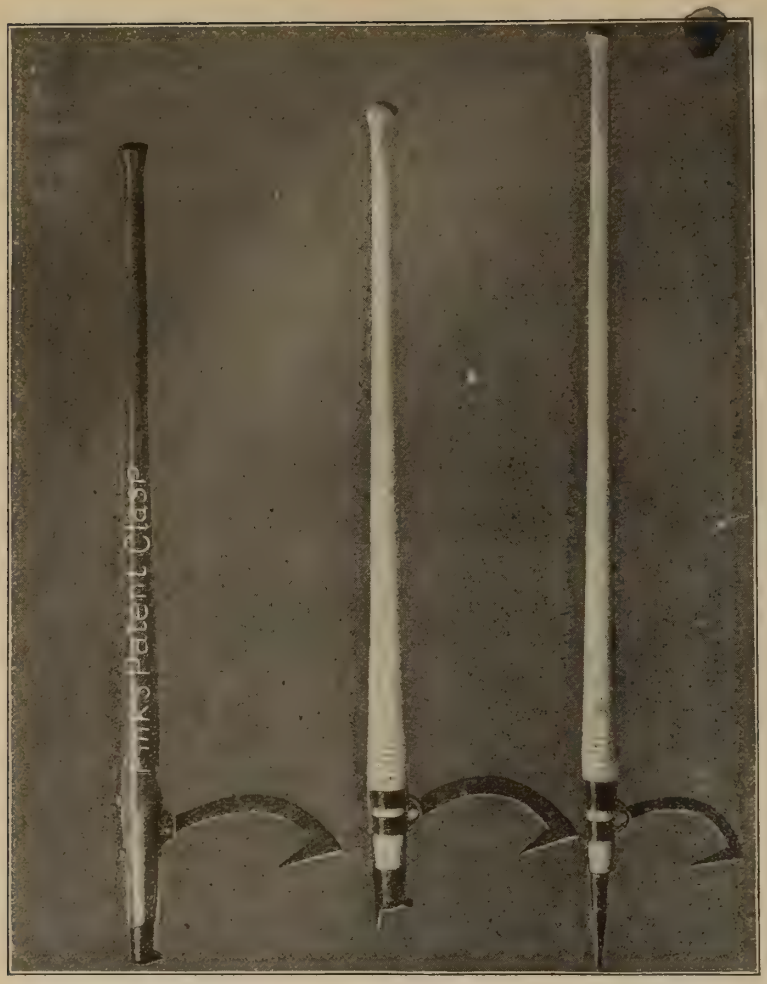
No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

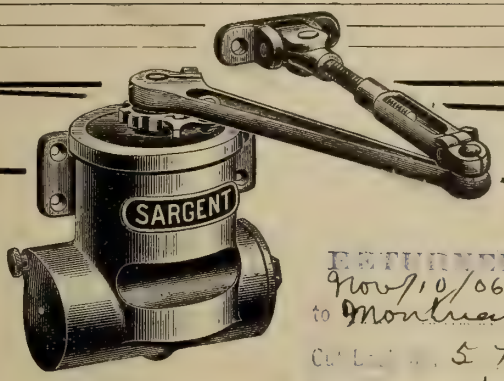
Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

THE "OPEN DOOR"

IS YOUR OPPORTUNITY



RETURNED
Nov 10/06
to Montreal Office
Cat. Ed. 57
Page No. 26
a.a.w.

"SARGENT" LIQUID DOOR CHECK AND SPRING

Sargent's liquid door check and spring is suitable for either right or left hand doors.

The spring is adjustable tension, very compact and powerful and is made from extra heavy clock-spring steel of the finest quality.

The check is put up regularly for attaching to the door, but special brackets for attaching in different positions to the soffit and door frame and for any kind of door, can be furnished.

The Check can be instantly varied for light or heavy draft by screwing the regulating thumb screw.

For applying, use the directions packed with each check and follow them carefully.

Have the cylinder indoors where possible.

Made of cast iron, gold bronze finish.

No. 121.	Gold bronze,	for light inside doors.
No. 123.	"	for medium size inside doors.
No. 125.	"	for heavy inside or light outside doors.
No. 127.	"	for medium size outside doors.
No. 129.	"	for heavy outside doors.

Packed one in a box with screws.

PULL

Chances for Sales Unlimited

Every door in town with a building attached to it can be made to do its duty 50% better with a **Sargent "Liquid" Door Check** on it.

They are the newest checks manufactured ; have all the points of "others" with a lot the others haven't got, and are the most up-to-date in every respect.

They shut out competition as well as cold and prices are no higher than on any of the other makes.

If you're in the market, name the quantity you'll buy and we'll quote you special prices.

We also stock
COLUMBIA
ECLIPSE
and
LARIMER
Door Checks and
Springs

LEWIS BROS., Ltd.

MONTREAL

OTTAWA
TORONTO
WINNIPEG
VANCOUVER
CALGARY

TO OUR PRESENT AND PROSPECTIVE FRIENDS:

It is well known that the weak place in a Scoop is invariably in the shoulders, which are apt to spring and sometimes double up, especially in the case of a light Scoop.

To produce a light Scoop and at the same time overcome the weakness of shoulder, we have devised a method (Patented) of making the shoulders with a converse curve, which strengthens them and at the same time improves the appearance of the Scoop. No extra charge is made when applied to our regular lines.

As no hardware stock is complete without our ''Moose'' 1st Grade Coal or ''Black Cat'' 4th Grade Grain Scoops, lose no time in ordering.

If your jobber does not stock them, write us direct.

Yours faithfully,

THE CANADIAN SHOVEL & TOOL CO., Limited,

Hamilton, Canada



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

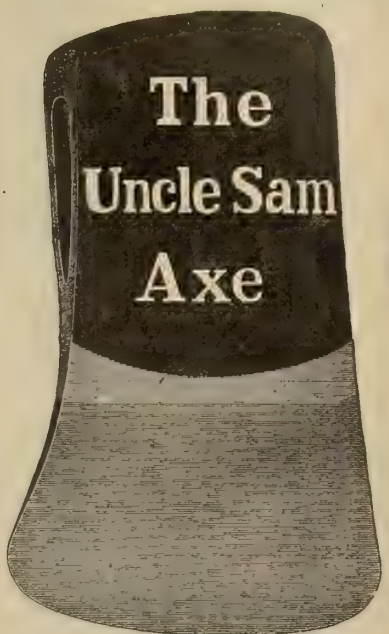
CHOPPING AXES, Etc.



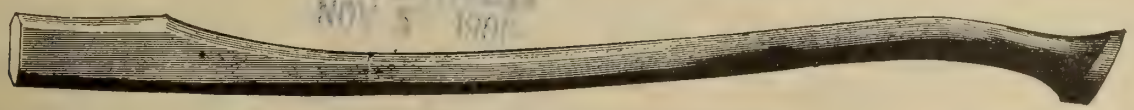
Welland Vale Mfg. Co.



Cross-cut Saws



O. S. Ristord Mfg. Co.



Single Bit Axe Handles—Oval and Octagon



Double Bit Axes, Welland Vale and Robert Mann's



Double Bit Axe Handles

For other lines of Saws, Axes and Handles, see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite the Union Station.

GRAHAM NAILS ARE THE BEST

We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

THESE ARE MERE TRIFLES



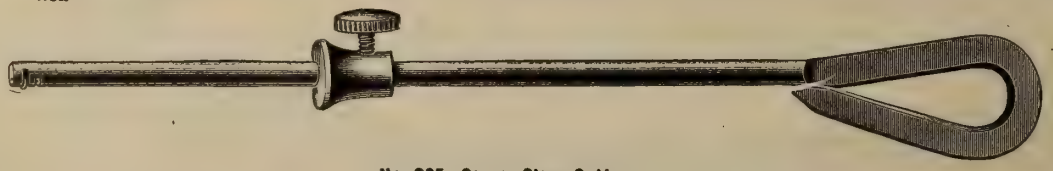
No. 0 Cocobolo Handle Loose Head | No. 7 A good low priced Cutter | No. 25 Six cutting Wheels | No. 30 Four cutters | Glazier's Diamonds Sharratt and Newth's | No. 298 Four Tools in one

in a hardware stock in comparison with anvils and barbed wire. But the profit on two dozen of any of them will equal the profit on a 250-lb. anvil or 1000 lb. of barbed wire.

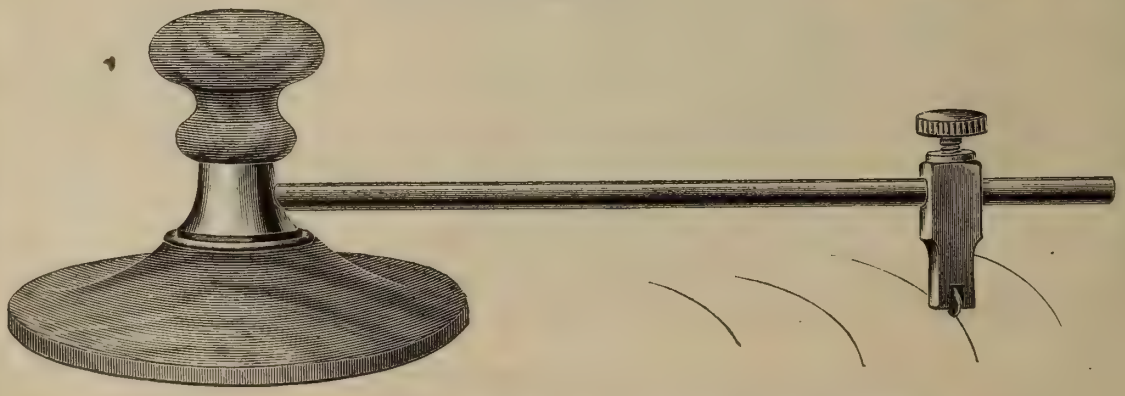
It is only necessary to keep a small variety of them, to display them, and they will sell themselves. The profit runs from 50 to 100 per cent.

Do you keep glaziers' diamonds? Every glazier in your town needs one. Don't keep more than two or three. We can send you others by mail as you require them.

When you do make a sale you earn a good profit.



No. 035—Gauge Glass Cutter.



No. 6—Circle Glass Cutter, cuts circles 3 to 20-in. diameter.

Write for prices or ask our travellers about them.

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA

Goods You Will be Asked For Now

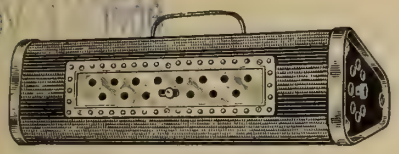
Clark's Foot Warmers

are just the thing for use when driving, or in places where the floor is cold, such as under a desk.

They are strong and well made. Neatly finished.



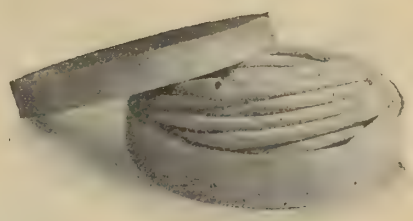
No. 3A. 14 inches long, covered with carpet, white metal ends



No. 7D. 14 inches long, covered with carpet, ends heavily nickelled

A DRIVE OF 30 MILES WITH WARM FEET COSTS BUT 2½ CENTS

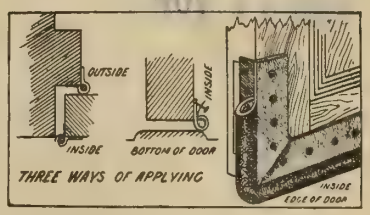
Rubber Draught Tubing



When properly adjusted to windows and doors makes them frost, air and dust proof. Sizes, 1/8, 3/16, 1/4, 5/16, 3/8 in.

Frost King Weather Strip

is one of the cheapest kinds made. Probably no other strip keeps out the cold so effectually.



It is easily applied. Put up 1 roll in a box, (25 ft.) complete, with tacks for applying.

500 Gillette Safety Razors Now in Stock

SPECIAL QUOTATIONS FOR QUANTITIES

Caverhill Learmont & Co

MONTREAL——and——WINNIPEG

Have You Ordered Them ?

The Time for Doing So is Now !

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



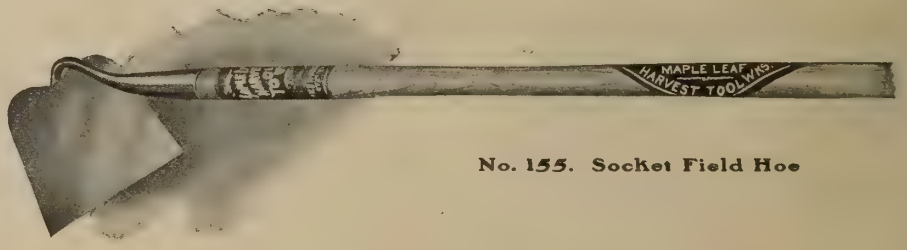
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



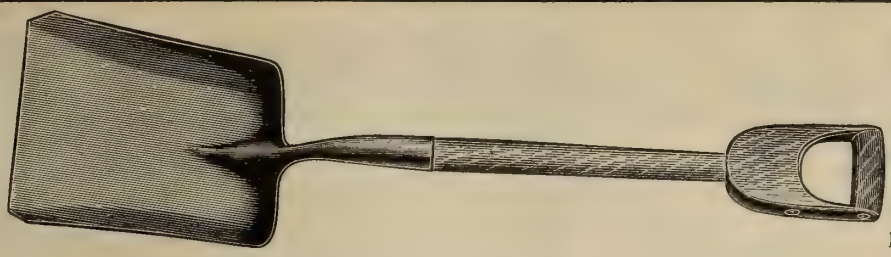
No. 155. Socket Field Hoe

To the Merchants:

The season is now on to order your stock of harvest tools for 1907. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

By getting in touch with us you will become acquainted with the favorite lines:



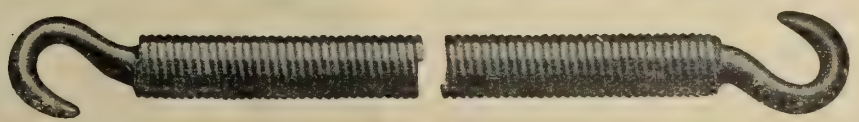
"Peterborough," "Lundy," "Irwin," and 'Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

"PERFECTION" and "ECLIPSE"

Door and Gate Springs



Oil Tempered Furniture, Carriage Seat, Agricultural Implement Springs, etc., etc. Wire, Coppered, Bronzed, Tinned, etc., etc. Wire Rods.

J. A. HENDERSON, **Board of Trade Building,** **MONTREAL**

COMPETITION CLOSES DEC. 31st.

GET BUSY NOW

For best Photo of Xmas Window Display

First Prize $6.00 cash
Second Prize 4.00 "
Third " Hardware and Metal one year
Fourth " " " "
Fifth " " " "

For Best Xmas Advertisement

Special Prize, Handsome Fountain Pen.

OPEN TO HARDWARE DEALERS AND CLERKS

TORONTO AND BELLEVILLE ROLLING MILLS LIMITED.

BELLEVILLE, - ONTARIO.

BAR IRON

PROMPT SHIPMENTS

"QUALITY UNSURPASSED."

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

LIST
SILVER PLATED $22.30

LIST
BEST NICKEL SILVER $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

JOHN ROUND & SON, LIMITED

MANUFACTURING
Cutlers and Silversmiths

Factories SHEFFIELD, Eng.

MONTREAL

Established 1847

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

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BRANCHES:

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MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

Manufacturers of

Iron and Steel Wire,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Gotters,
Steel Wire Barrel Hoops



FULL SIZE

KITCHEN HOOKS

GALVANIZED, COPPERED, JAPANNED

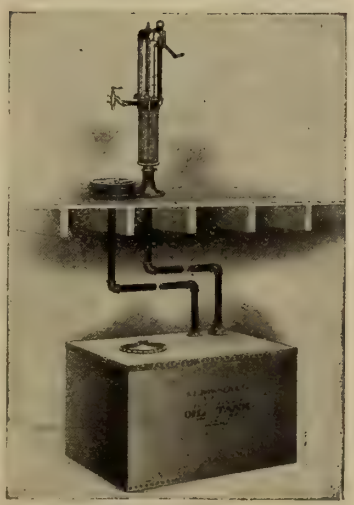
***TRY** a few gross when making up your next order for*

Bright Wire Goods or Wood Screws

When Ordering Please Specify DOMINION WIRE MFG. CO.'S Goods

Will Not Gum

The Bowser Pump for linseed oil, turpentine, etc., is constructed in such a manner that the working parts are always immersed in oil, and hence never being exposed to the air, cannot become gummed or clogged.



Cut 15

The Bowser will handle any oil, no matter how thick and gummy, with the greatest ease. The lever shut-off prevents dripping, and the discarding of sticky measures and funnels, and make a clean oil room no matter what oils are handled.

Write to-day for catalog V.

S. F. BOWSER & CO., Inc.

530 Front St. W. Toronto, Ont.

Classical Metal Ceilings

ARE A NECESSITY IN EVERY STORE.

They do not cost much to instal. They never cost anything to repair.

Not only are Metal Ceilings fireproof, but they are also Everlasting, Sanitary and Ornamental.

They can be put up at any time of the year, and over plaster or wooden ceiling.

WE WOULD LIKE YOU TO GET A COPY OF OUR BEAUTIFUL CATALOGUE.

Metal Shingle & Siding Co.

PRESTON, Ontario LIMITED

TRADE MARK

This design a guarantee of quality.

DO YOU PUBLISH A CATALOGUE?

IF YOU DO YOU SHOULD USE "CANADIAN-MADE" PAPER
All grades, from the highest "Glossy Finish" to the rough "Antique" and bulky "Featherweight."

YOUR PRINTER CAN SUPPLY IT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL

A TOOL THAT'S STAMPED
STANLEY
IS THE BEST OF ITS KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.
NEW BRITAIN., Conn., U.S.A.

Some Points About C. G. E. Meridian Lamps

Simplicity	*Efficiency*	*Low Cost*	*Quality*
Easy renewal	Perfect light distribution	Inexpensive to install	Brilliant
Lights instantly	Average downward efficiency	No repairs	Soft and uniform
Burns on any standard circuit	Exceeds 1 watt per candle	Cheap renewals	

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Sorting the Scrap

Not all scrap makes good bar iron—it must be carefully selected to give satisfactory results.

London Bar Iron is made only from the choicest scrap, selected by experts. Consumers are unanimous that it has the quality.

Orders promptly filled.

52

London Rolling Mills
London, Canada.



We will be glad to receive your orders for Searchlight Lanterns, Hinge and Lift Lanterns Railway Lanterns, and Lantern Burners.



This cut shows our COLD BLAST LANTERN with side lift. We also make the Cold Blast with bottom lift. Plain and Japanned.

E. T. WRIGHT & CO., HAMILTON, ONT.

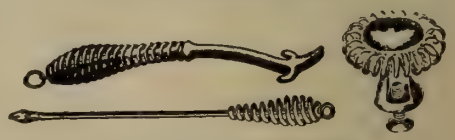
Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT
622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.



Are Your Best Winter Money-Makers

They are so well-known and so widely-advertised, that they sell themselves.
All styles for men, women, and children.
If you don't know Starr Skates—and Rex and Mic Mac Hockey Sticks
Write for 1907 Catalogue

Starr Manufacturing Co.
Limited
DARTMOUTH, N.S.
Canada
Branch Office, - Toronto, Ont.

The Acme of Perfection

in Cement Blocks is only attained by using

" LEFARGE "

(Non-Staining) Portland Cement

LEHIGH
Best Grade American

KEENE'S
Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

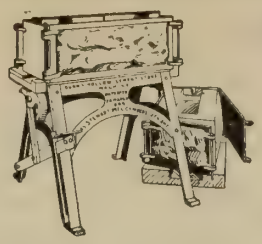
in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

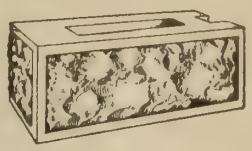
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MONTREAL



INCREASE YOUR SALES OF CEMENT
BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.



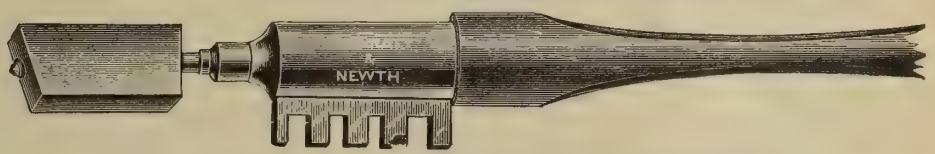
Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OUR LINES ARE SELLERS !

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CABLE ADDRESS " SUPERIOR " ***FARLEY WORKS, SHEFFIELD, ENG***

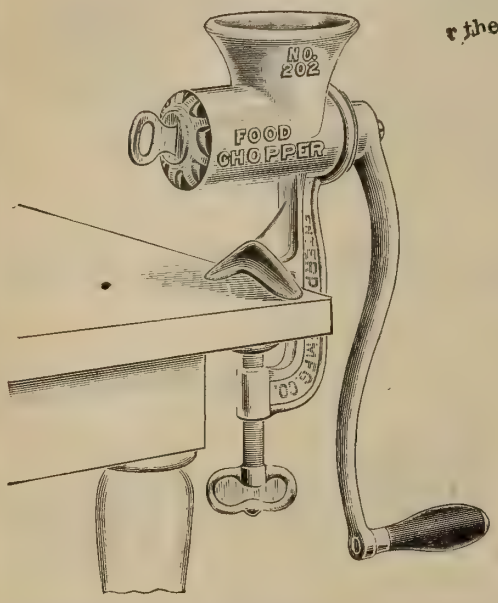
GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL **TELEPHONE M. 5576**



PERSONAL. — The hardware dealer who is not making a handsome profit selling Enterprise Meat and Food Choppers will learn something to his advantage by addressing the undersigned.....

We are breaking all records in sales of Meat and Food Choppers. If you are not selling more

Enterprise Meat AND Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

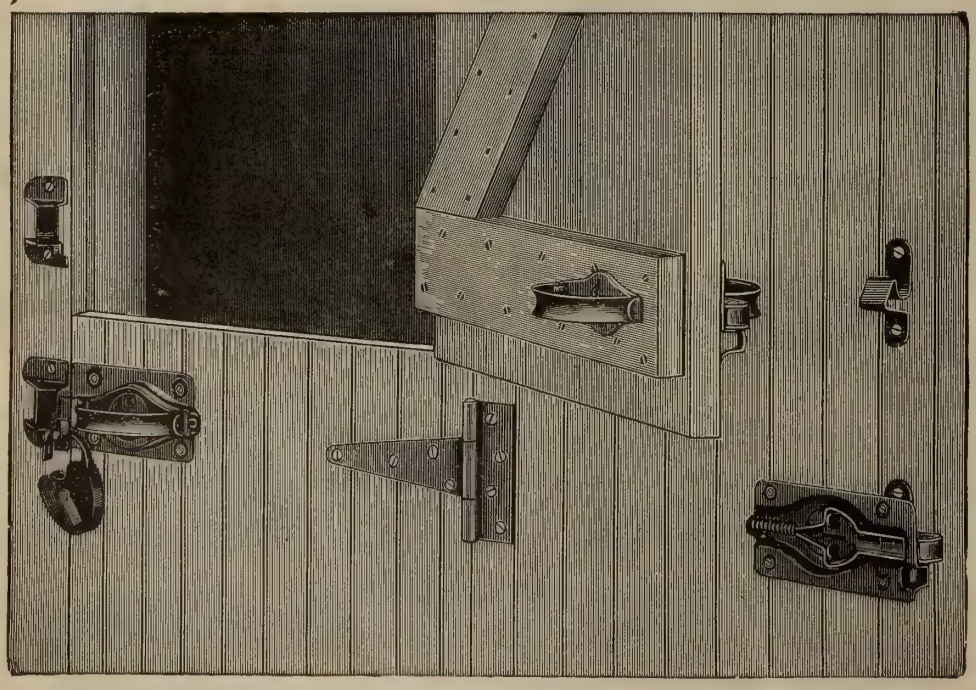
People are afraid now of packing house products.

They want to chop their own meats.

They are buying Meat Choppers from the dealers who are pushing them. Get in line!

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA, U. S. A.

NEW YORK BRANCH: 10 Warren Street. SAN FRANCISCO BRANCH: 318 Market Street



It Combines Service With Selling Ability

WHITCOMB STEEL BARN DOOR LATCH

An article you can retail with ease and realize on with a certainty.

It has the necessary strength, durability and convenience and can be adjusted to doors of any thickness in a minimum amount of time. When the latch is on it never catches harness, etc., and two large handles makes it simple to hold the door or open it from either side Two catches are supplied with each latch to hold the door open or closed.

The **WHITCOMB STEEL BARN DOOR LATCH** has enamel finish with galvanized bolt **and is guaranteed.**

Hadn't you better get a sample?

ALBANY HARDWARE SPECIALTY MFG. CO.

Manufacturers of **PATENT SPECIALTIES BY CONTRACT**

ALBANY, WISCONSIN, U.S.A.

Mr. Warranty, our Sponsor, is a Little Fellow, but he Stands for a Big Lot

WARRANTY

This saw is made of CRUCIBLE CAST STEEL of the FINEST QUALITY, is tempered in Oil, carefully tested, and is

FULLY WARRANTED

If found defective upon reasonable trial the purchaser may return it to the Ironmonger from whom he bought it and who is hereby authorized to replace it free of charge or to refund the price paid.

If returned, this label, properly filled in on the reverse side, must be attached to the saw.

SPEAR & JACKSON
ÆTNA WORKS, **SHEFFIELD**

Just read what he has to say — read every word twice.

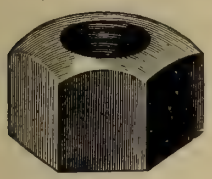
Now, this Mr. Warranty is the travelling companion of every **Hand Saw** we manufacture.

You will notice from his own statements that, should such a thing happen (it never has happened) as one of our saws going wrong, Mr. Warranty **re-imburses,** first, **your customer,** then **you.**

Things go pleasantly for the Spear & Jackson dealer, because things are done honestly by the Spear & Jackson people.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic Address: "Spear," Sheffield



The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



Covert Mfg. Co.

TROY, N. Y.



Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO, Limited

Head Office
Ingersoll, Ontario.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Walter Mills, General Manager
Ask for quotations for Septic Tanks.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N Francisco Ave., CHICAGO, ILL.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.



Can. Feb. 27, 1889

Patent "Cone Rotary Ventilator"

This ventilator is set in motion by the least current of air and will give a perfect draught at all times. Substantial in make, Ornamental in appearance. For balky chimneys and ventilating Churches, Schools, Halls, Factories, Steamers, Public and Private Buildings, Stables, Water Closets, &c. This Ventilator is in use throughout the Dominion, and has proved a success.

Architects Specify this Ventilator **Write for Booklet Free**

Hundreds of Testimonials—here is one:

G. D. Pearson, Esq. Montreal, September 14th, 1892.

Dear Sir,—Your Patent Cone Rotary Ventilator has not its equal, and where I have adopted it, it has proved its power. JOHN JAMES BROWNE, Architect.

GEO. D. PEARSON & CO. Office and Works: No. 17 Pontiac Street, ***MONTREAL***

Telephone Bell East 2106

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns, Also **Cirole Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons,** etc., etc., etc.

Canadian Agent: J. B. GIBSONE, P.O. Box No. 478, MONTREAL

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

does the job just right.

The stove man comes back for extra supply and has a word of praise.

Quality Highest. Prices Fairest.

The Prices are yours on request.



G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturres' Agents

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day

you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods? They include a rare variety of money-makers. That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.

Look at our list of Agencies. It will pay you to get acquainted.

AGENCIES:

Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works, Limited, Windsor Ont.
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Dowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co., New Brunswick, N.J
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Sparls Mfg. Co., Newark, N.J.
Proprietor Balmoral Oil.

LUDGER GRAVEL

22 and 28 Jacques Cartier Square, MONTREAL

PHONES:

Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.
Tel. Merchants, 964

Hardware Catalogues

THERE is no trade which depends upon up-to-date trade catalogues from the large wholesale houses so much as the hardware. You probably issue several catalogues on different lines, they are very seldom kept together, and are not on hand when wanted.

Make them Loose-Leaf under one cover—all in one—and always at hand.

Any information you wish cheerfully furnished.

Universal Systems, Limited

MAKERS OF "UNISYSTEMS"

Head Office:
8-10 ADELAIDE ST. WEST
TORONTO

Offices:
TORONTO AND MONTREAL
CANADA

Louden's Double Strap Barn Door Hangers

Are the Standard



They Have Case Hardened Bearings, Track Scrapers, Revolving Washers.

They hold the door closer to the track, hang perfectly plumb, and allow the door to hang closer to the wall than other hangers do, while they are just as flexible, and are the easiest running hangers made.

Manufactured by

LOUDEN MACHINERY CO.
GUELPH, ONT.

We manufacture 15 different styles of Hay Carriers, 10 different styles of Barn Door Hangers, also Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

'Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipment

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

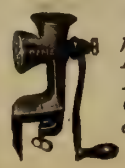
OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.



Dana Peerless

This is the freezer that sells.



Write for Dana Food Choppe. catalog.

Full Page Magazine Advertisements

in NOVEMBER Good Housekeeping, and other strong ads in Ladies' Home Journal, Delineator, Harper's Bazar, Associated Sunday Magazine, etc., are

telling your customers about the Dana Mop Wringer

using the health argument, as well as showing how much easier and better in every particular is the Dana. Get a copy or write us for one and ask your jobber now, if you haven't any Dana Mop Wringers in stock.



THE DANA MFG. CO., Cincinnati. 10 Warren St., N.Y.

The biggest money in the Stove business is made by the dealers who are sucessful in getting the agency for the original good specialties.

The Chicago Malleable Jewel Range

is a decided specialty, is made differently and looks different from all other Ranges of malleable construction.



Artistic designing—tempered by practical knowledge and stimulated by a policy of producing only the best has made the Chicago Malleable Jewel the acknowledged ideal.

Our "Help the dealer plan" is a good thing. Let us tell you about it. Write for catalogue of our complete line of Stoves and Ranges.

Miller-Morse Hardware Company, Limited

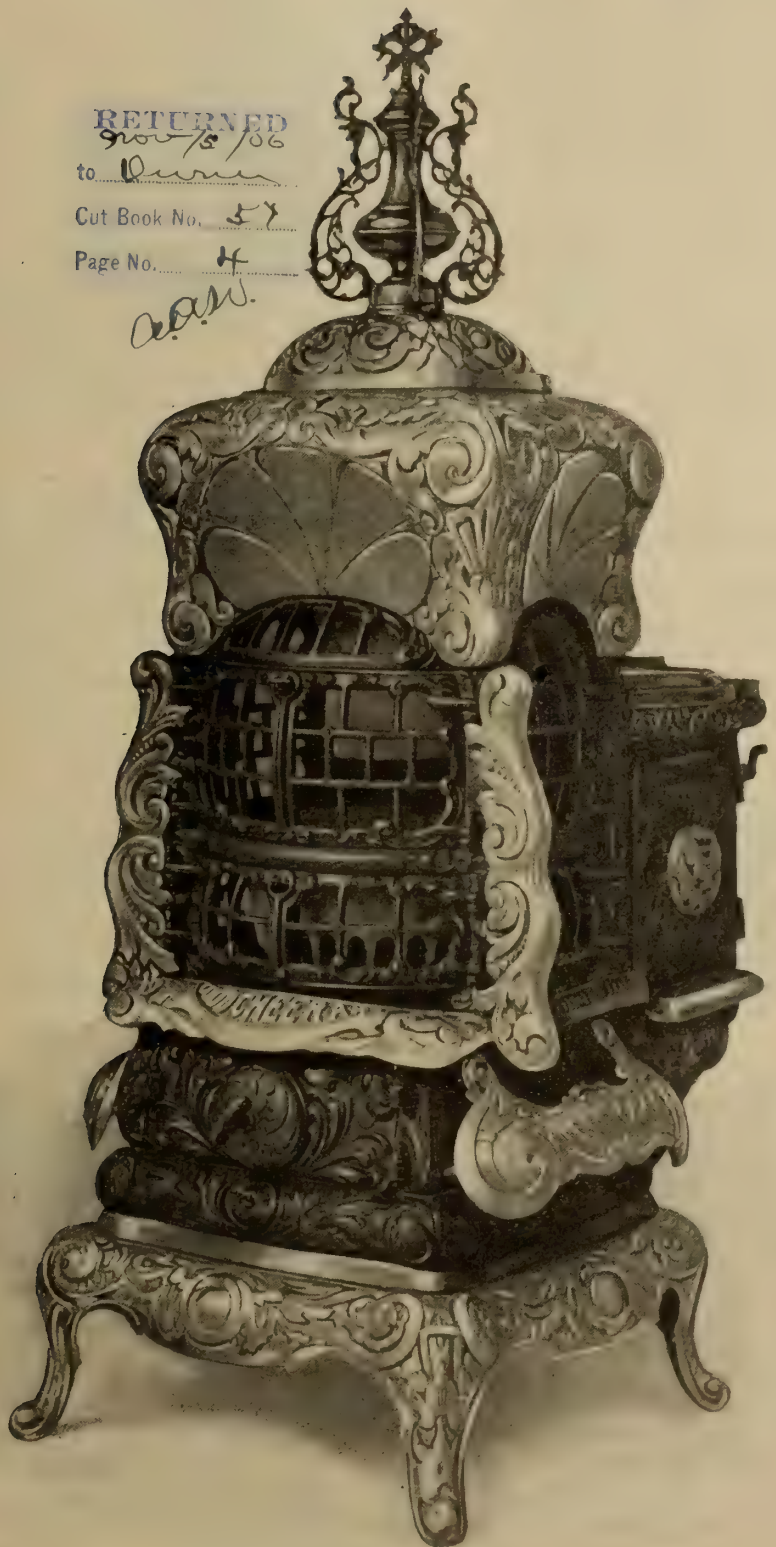
Winnipeg, Canada

Address—Stove Dept.

The "Good Cheer" Art

For 1906-7

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to
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Page No. 4



Handsomer than Ever

The Best Proportioned Heater in the Market.

Note its well balanced curves and graceful lines throughout; the prominent cornice; artistic ornamentation of mica doors and wings; the full size ash-pit section, and the substantial foot rails and base—**and it costs you no more than the average base burner of similar size and class.**

No change in internal construction—no room for improvment there. Up to the mark in every detail. Firepot removable through side doors without moving a bolt. Ransom duplex shaking ring grate. Good sized ash pan and every stove a double heater, made in size No. 55 (14" fire pot) as here shown, with or without oven.

Our celebrated No. 44 (13" fire pot) with or without oven, supplied in same design as last year.

THE

JAS. STEWART MFG. CO.,

LIMITED

WOODSTOCK, ONT.

Western Branch—Foot of James St., Winnipeg, Man.

One Woman said "it is the best cooker I have ever seen."



Patented

OUR "FAMOUS" QUICK-SELLING TRI-USE COOKER

Can be used in various ways, viz., as a double boiler for cooking cereals of all kinds, as a steamer for vegetables, puddings, stale buns, bread or cake, or as two separate saucepans, etc.

Sufficient room has been allowed for the steam to circulate between the two saucepans and under the outer cover into the inner saucepan, thus cooking the food by steam, making it appetizing and more easily digested.



Patented

The Tri-use Cooker is a great seller and every one of your customer's should have one. Introduce it and follow results.

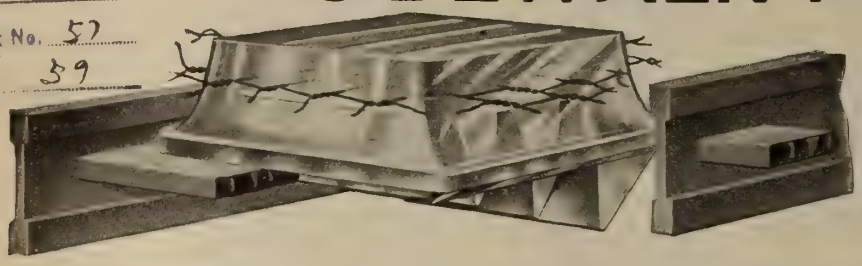
THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON

"EVERYTHING FOR THE TINSHOP"

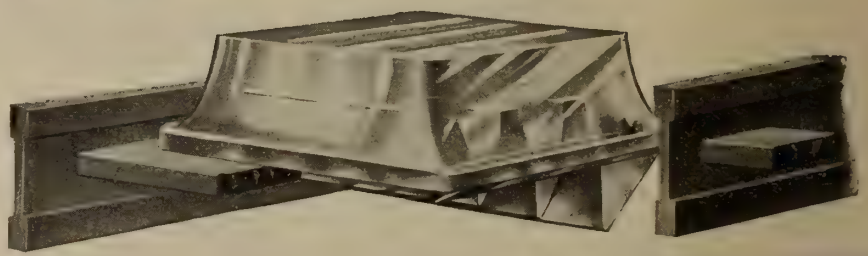
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Page No. 59

SIDEWALK PRISMS



Plain Prisms
Plain Lens
Wired Prisms

Note the Wired Tile making a complete Fire Retardent when used as floor lights or skylights.



100 per cent. Added Light

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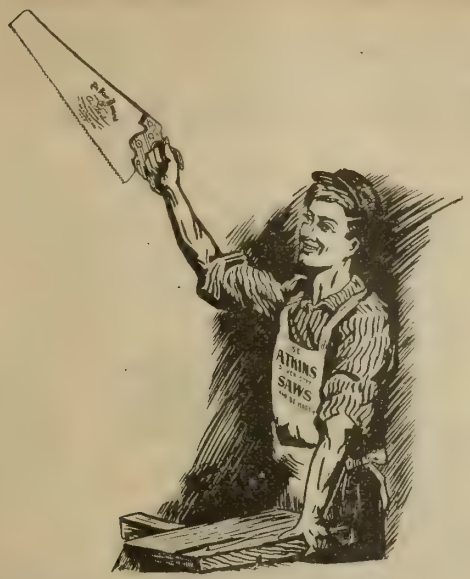
A NEW FEATURE

Wired Prisms are so constructed that the wire netting imbedded therein projects and when placed in position the wires overlap and "Interlock" causing cement to firmly tie the entire construction.

FOR INFORMATION ADDRESS

THE HOBBS MANUFACTURING COMPANY, LIMITED

LONDON - WINNIPEG - TORONTO



ATKINS SILVER STEEL SAWS

make merchandising easy. The Quality in them, backed by our enthusiastic publicity, has made them popular—we create the demand—you supply it. Easy to buy them—at your jobbers—or nearest branch.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited

WOLVERHAMPTON

Bar Iron
Sleigh Shoe Steel
Tire Steel
Spring Steel

JAMES BARBER, Era Works, Sheffield

Best quality only,
TABLE AND POCKET CUTLERY,
RAZORS, CARVERS, Etc.

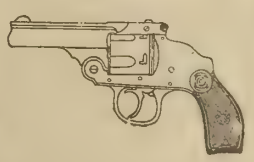
Inquiries Solicited by

J. H. ROPER
Canadian Representative
82 St. Francois Xavier Street, MONTREAL

ALL DEALERS AGREE THAT THE



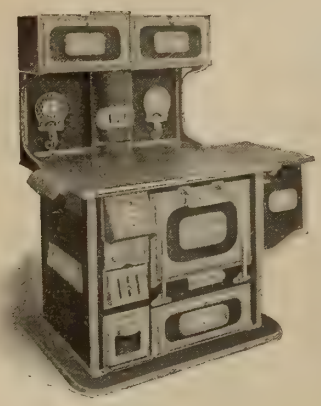
H. & R. is the Greatest Revolver Value for the Money



Because of the minute care in manufacture. Every piece of material must be the highest quality; the workmanship and finish the best; and every weapon must be perfect to pass the most rigid inspection before leaving the factory. If you are not carrying them in your stock, it will pay you to put in a line at once. Our catalog will interest you. Postal brings it.

HARRINGTON & RICHARDSON ARMS CO.
314 PARK AVE., WORCESTER, MASS.

Manitoba
Saskatchewan
Alberta



How long will you continue buying American Malleable Ranges at from $8.00 to $10.00 each more than the price of "The Joy"? The Joy Malleable Range was awarded the Diploma at the Winnipeg Exhibition and is declared by all who have seen it to be, at least, the equal of any American Range.

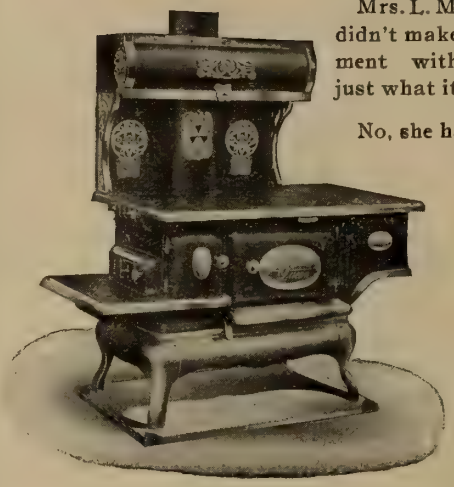
Don't forget that we have a stock of Square Ranges with water fronts, and Reservoir Ranges in Winnipeg and can make prompt shipment. We want your business.

JOY MFG. CO., 32 Humberside Ave., TORONTO

TEES & PERSSE CO., Western Distributors, Winnipeg

CHAS. H. FOX, Agent for British Columbia, Vancouver

"Recommend it to Anyone Needing a New Stove."



Mrs. L. McMillan, Midland, didn't make the above statement without considering just what it meant.

No, she had used the

"Empire Queen"

had set up an ideal in her own mind and it had been fulfilled.

Have you Sold any of these "EMPIRE QUEENS?"

The Canadian Heating & Ventilating Co. Limited,

OWEN SOUND, Ontario

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

ARK-EL-ITE
TRADE MARK

How Money is Made Without Much "Talking"

"**ARK-EL-ITE**" is the only Asbestos Stove Lining that will really give satisfaction.

"**ARK-EL-ITE**" is the only Asbestos Stove Lining that will really send profits your way.

"**ARK-EL-ITE**" is the only Asbestos Stove Lining that will really get repeat orders.

6 lb. Cardboard pkges—12 to case. $1.80 per case.

BENJAMIN MOORE & CO. LIMITED

Successors to

The FRANCIS-FROST CO., Limited

Toronto, Canada

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory, if the chimney does not draw well.
But the . . .

"ZEPHYR VENTILATOR"

will give a good draft to any chimney.

It will even allow the burning of soft coal in the stove, with good results.

WE WANT YOU TO SELL THE "ZEPHYR VENTILATOR" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **THE ZEPHYR** cannot be excelled for ventilating the rooms of **CLUBS, STEAM LAUNDRIES,** etc.

THE "ZEPHYR" MAKES HIGH CHIMNEYS UNNECESSARY.



Lachine, June 5th, 1903.

The J. W. HARRIS CO., LIMITED, MONTREAL.
Dear Sirs,
Your system of ventilation installed in our Convent has given us absolute satisfaction. Yours respectfully,
Sister MARIE PACIFIQUE, Gen. Eco.
Sisters of Ste. Anne.

—MADE BY—

The J. W. HARRIS COMPANY, Limited

Successors to LESSARD & HARRIS

Contractors, Montreal

The Universal Steel Range is constructed to suit the requirements of the Canadian Trade. **BUILT LIKE A STEAM BOILER AND WILL LAST A LIFE TIME.** It has all the requisites suitable for a Farmer's Range. Will burn a 29-inch stick, and both the fire box and fire box door are unusually large to admit of rough and coarse wood. Lots of room on the top and in the oven to do the busy morning's work.



Made with
18 and 20-inch Ovens

Both sizes
Burn 29-inch Wood

This Range with coal will cook and bake perfectly and no trouble to retain a fire day and night. When this Range is connected to Hot Water attachments the grates and all other linings can be removed without disturbing the water front.

The linings can be changed from Coal to Wood or vice versa in five minutes without the removal of a bolt.

Now Mr. Dealer is not this a grand feature, for in most of Ranges to change the linings from Coal to Wood is an awful job, particularly after it has been in use for some time. In the Universal Favorite the woman of the house can change the linings herself so simple and perfect is the arrangement.

The Universal Favorite has more REAL features of Merit and more good talking points than any other Range on the market.

Manufactured by

FINDLAY BROS. CO., LIMITED

Makers of the smoothest and finished Stoves in Canada

Western Agents: Rattray, Cameron Co., WINNIPEG

IT IS WORTH $500

a year to you to have the reputation for having the neatest store in town. What's the use of your carrying half-a-dozen different kinds of corkscrews, wrenches, screw-drivers, hammers, etc , if your customers do not see them ? Display a certain line of goods in your store window and you will notice an increased demand for these goods. Display as many lines as possible on shelf boxes, and many articles will be suggested to customers which they had not thought of buying. One reason why Departmental Stores have succeeded as they have is because they have

EVERYTHING IN SIGHT

Customers know this, and they frequently take a walk through the Hardware Department just to see what new articles are displayed.

Encourage your customers to walk through your store and examine your stock. But first you have to make your store

READY FOR BUSINESS

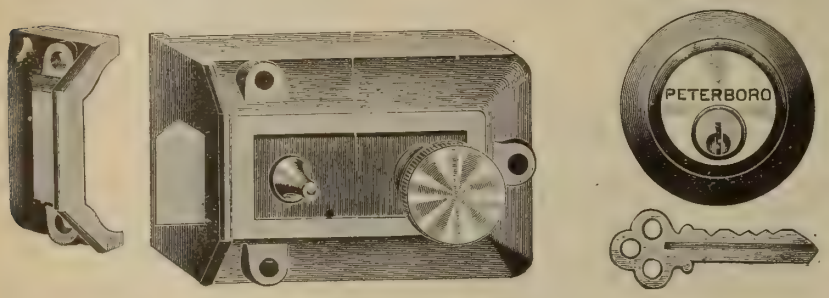
Bennett Steel Shelf Boxes are the neatest and cheapest shelf boxes you can buy. They are made so strong they will last a lifetime; they have galvanized steel sides and bottom and thus save you 20 per cent. shelf-room ; the fronts are made of hardwood and are finished to suit purchaser, in light oak, golden oak, green oak or rich antique. The steel is locked into the wood by our own patented process ; there are no nails on the outside to scratch or tear shelving.

Remember it is not enough for you to know what you have in stock, your customers must know also. The most up-to-date hardware stores in Canada and the United States have installed these boxes. Write for price list and full information.

Cameron & Campbell,

Sole Manufacturers **TORONTO**

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Kemp's Cold Blast Lanterns



Are easily lighted.

The globe is held up by the bail resting beneath the guards on the perforated globe plate.

For trimming the wick and cleaning the burner swing the globe back from the top.



PRICES ON APPLICATION

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

WHAT TO DO THIS MONTH

While general business during October was very brisk, the trade in distinctly Fall lines was somewhat hampered by the fine weather which prevailed throughout the month. Consequently hardware dealers are preparing to push energetically in November many lines which should have sold better last month, under more favorable weather conditions.

It would seem, then, that there will be considerable activity in the various hardware articles which are used in making small repairs to houses and outbuildings. Few householders have felt it necessary to bring out the double windows as yet, but the sharpness of these early November days will remind them of the coming Winter, and dealers should be prepared for a run on window glass, putty, glazier points and hooks and eyes, all of which will be called into requisition when the storm windows are being adjusted. The double doors and porches will also create a demand for hinges, screws, hooks and eyes, latches, and similar goods. Hammers and screw drivers, as well, will be required by many who have lost these useful tools since the Spring cleaning-up process.

Weather strip is another line which consumers are loath to purchase until the wind comes whistling through the cracks and sets the inmates shivering. Good sales will be effected during November in the four popular styles — wood and felt, wood and rubber, solid felt and solid rubber.

Prepare for Snow.

In some parts of Canada snow has already fallen, and the regular Winter storms cannot be much longer delayed. In the northern districts especially, the time is not too early for displaying snow shovels, and reminding the consumer that it is better to purchase now than wait until he has to wade through snow to the hardware store.

We believe that by a little effort hardwaremen could work up a good trade in wire door mats this month. Comparatively few of them are in use, in spite of their utility during the Fall, Winter and Spring. In towns where streets are not paved mud is now running riot, but if a census were taken the number of houses without any kind of door-mat would be surprising. For scraping the loose mud and snow from the bottom of the shoe, these wire door mats are most valuable, and they will prove of the greatest service in preserving carpets from stains at this season. This is a good line to push. It would be advisable to prepare some lively advertising on the subject and quote prices. No doubt many customers would buy this article if they could weigh its comfort against its moderate price.

Attend to Heating Goods.

To the stove dealer, November is a busy month. The season for coal stoves and heaters is at its height. Now is the time to get a line on the requirements of your customers, and to emphasize the merits of the stoves you handle.

But there are many heating sundries which should also be brought to the fore. Coal oil heaters are becoming more popular all the time. In houses where there is no furnace they are of the greatest use, for, being very portable, they can be carried to bedrooms and other parts of the house when it is desired to take the chill off the air. For offices and stores they have been found practical and economical for use before the weather is cold enough to demand a steady fire in the stove or furnace.

Farmers and others who do much driving in the Winter are good prospective buyers of carriage heaters. They should be sold very soon now, and it would pay the dealer to appropriate a corner of his store for a Saturday display of these goods.

A Heating Novelty.

It is well known that when the coal stoves are set up in the Fall the lining is often found to be so cracked that new parts are ordered, and it is always a difficult matter to secure the exact fit, especially if the stove has been used for some years, and the model is out of date.

A remedy has been found for this, however, and hardwaremen who have taken it up are making big sales this month. It is a powder which is easily applied, and if care is taken it will make a job almost as good as the original lining.

When the stove has been cleaned the parts where the cement is to be applied are dampened and the cement put on with a small trowel. Then a few newspapers or shavings are burned to gradually dry the cement, and in a few hours the fire may be made as usual. If the lining then cracks it should be filled up again, and will be almost as good as new.

Of course November will be a busy month for stovepipe and elbows, furnace scoops, fire shovels, coal hods, and ash sifters. These lines are being displayed by almost every hardwareman in the country, and little reference to them need be made.

About Christmas Goods.

It is rather early as yet for displaying Christmas goods, as they are likely to become dirty and lose their freshness before the real holiday season is at hand. At the same time it must be admitted that people are already beginning to make up their minds as to the gifts they will buy. It would, therefore, be profitable to announce through the local papers the coming exhibit of Christmas goods at your store. Placard the store with notices of a similar character, and talk it up with your customers. Nearly all retailers are already in receipt of their stock of cutlery and other Christmas goods.

Equipment for Winter Sports.

If we are to believe the travelers, tremendous quantities of skates have been sold this season. Dealers are expecting a fine business in all seasonable sporting goods, as a hard Winter has been prophesied. Skates are, of course, a staple sporting goods line, and they will sell as largely as ever this year. But many other Winter sports are being popularized in all parts of the country. Snoeshoeing is taking a great hold, and with lots of snow promised hardwaremen should sell lots of snowshoes. Tobogganing, too, is being seized upon by those who prefer a more strenuous sport, while the still more adventurous will use skis, which have been very popular in Montreal for the past two or three seasons. All these offer opportunities to the hardwaremen, who should not be at all slow in getting after this special business. These goods should be displayed right away, either in the window or in some prominent part of the store.

If men and women are accustomed to making up their minds on Christmas presents early, this is even more true about children. From now on, they will be open to conviction on the requests they are going to make of Santa Claus. Sleds, bob-sleighs and similar lines make a tempting array, and they will help to turn many sales towards the hardware store. On this line now is the time to strike.

Order Spring Goods.

Before the rush of the holiday trade is on a thorough size up of stocks should be made and orders placed not only for holiday goods but for Winter lines which are likely to advance, as well as for such heavy goods, etc., as are usually booked at this season for Spring delivery. Present indications are that metals, tin and enameled ware, tools, etc., will all be higher, as well as white lead and mixed paints. The higher tariff which is looked for at the coming session of Parliament will likely cause many American manufactured goods to go up in price.

Window Displays.

During November displays of loaded shells, guns, knives and cutlery, traps and skates, carpet sweepers, lamps and electrical supplies and novelties will be seasonable.

Points to Push.

There are several good products that should be placed well to the front during November.

Aluminum paint, furniture polish, gold paint, bath enamel, stove pipe enamel, varnish stain, and wagon and implement paint will meet demands that are to be found now in every territory. Some of these specialties have their largest sale during the late Fall months, when homes are being renovated for the Winter

HOW TO PLAN SALES

Some Suggestions for Advertising—Sales that Have Succeeded—How to Get Started.

There are many methods of attracting, and the live dealer is always on the lookout for some such plan. Some merchants, however, are averse to schemes which smack of chance, classing them as gambling, but it is only the narrow gauged merchant who looks upon a selling scheme in this light. But it must be kept in mind that whatever scheme a merchant decides to use, unless it is well advertised, it will not prove successful. The public must know of the scheme, otherwise they will not have a chance to participate in it. No matter what sort of a selling plan is adopted the main condition should be the purchase of goods to a certain amount.

Prizes for Crops.

An Iowa merchant has been conducting an annual corn-growing contest for several years, and he says that the advertising he has had from the scheme is out of all proportion to the cost. He gives merchandise prizes amounting to $50 to the boys that raise the largest ears of corn from seeds which he furnishes.

In the Spring he has made up a large number of packages containing 500 grains of corn. One of these is given to any boy who calls for it and registers his name as a competitor in the contest. With each package is enclosed a good sized circular, stating the terms of the contest, and incidentally tooting the merchant's horn a little.

A window display is made of these packages in the Spring, and in the Fall there is another display of the competing specimens of corn. The farmers take considerable interest in the contest, and it is much talked about. Of course, this plan would work better in a small town. If corn is not the principal product, any other product would answer the same purpose.

A Flower Show.

When a merchant decorates his store elaborately for an opening, he naturally expects to pay a good round sum for the decorations. An Ohio firm has found a simple way of getting the store decorated without any expense whatsoever. This is the way it was done :

For several years some church or society in this town has given a chrysanthemum show for the benefit of the flower-loving public. The event was anticipated last year by this enterprising concern, which made arrangements with the local florist to give the chrysanthemum show in connection with the Fall opening. The florist was anxious to display his flowers, and readily consented to bring them to the store for nothing. He arranged them on the several floors of the store, as well as in the windows. Every feature of a chrysanthemum show was preserved in that the plants and flowers were not for sale, but orders were taken.

An orchestra was employed to furnish music, and everything was done to give visitors a pleasant time. The first evening no goods were sold, but the entire sales force was present to escort visitors through the various departments of the store to view the Fall stock. The exhibit, which lasted two days, Thursday and Friday, was a thorough success, both as a flower show and as a Fall opening. A much greater crowd attended than could have been gotten together, had the affair been merely an opening. This is what they had to say about it :

"The chrsyanthemum show certainly was a winner. We gave our regular Fall opening in connection with the chrysanthemum show, and it was the best thing we have ever done in that line.

"Our local florist was glad to bear half the expense of the music and do a great deal of his own advertising. As an advertising medium it was a great success; and we shall repeat it next season."

Money Given Away as Souvenirs.

A clothier down in West Virginia held a sale recently, during which he gave two-dollar-and-a-half gold pieces as souvenirs to purchasers of suits, overcoats and raincoats. The following notice appeared in his newspaper advertisement :

"In celebrating this anniversary, we do not overlook the fact that without the confidence, good will and patronage of the people of ———— and this vicinity, the phenomenal growth of this remarkable youngster would have been impossible.

"By way of showing our appreciation we will, on Wednesday, October 5th, from 7.30 a.m. to 6 p.m., present to every purchaser of one of our famous suits, overcoats or raincoats, a two-and-a-half-dollar gold piece as a souvenir of this event.

"Remember, this two-and-a-half-dollar gold piece is given as a souvenir, and will not act as part payment of any purchase, as our unalterable price remains the same, viz., $10, $12.50 and $15 for suits, $10, $12.50, $15 and $20 for overcoats and top coats, and $15 and $20 for raincoats."

Novel Window Display.

A display which causes passersby to stop and scrutinize carefully every item in the window certainly accomplishes the purpose of a window display. A merchant in Wisconsin recently had such a display, and his plan is well worth copying. It is as simple and effective as it is inexpensive. Here it is :

The window was filled with men's wearables, but might be worked out with kitchen utensils. In the centre was displayed a card calling attention to the fact that one article necessary to the proper dressing of a man had been omitted, and that one dollar would be paid to the first person to discover what the missing article was. The window was left in for a week, and it was interesting to see the people studying the entire display, trying to make out what was lacking.

On the afternoon of the last day of the contest a boy of thirteen discovered the missing article, which was a small sleeve button left out of the sleeve of the shirt shown. Both sleeves had been pulled out, so they were in plain sight, and the very simplicity of it made it hard to see. Next day a card called attention to the missing button, and made it clear to every one. The query, "What man would feel properly dressed with only one sleeve buttoned?" left no room for quibbling as to who guessed correctly.

The window sold goods as people took time to read the show cards and look over each article displayed. Those wishing to try for the prize had to come into the store, so it brought them inside.

A Voting Contest.

In California there is a general store that conducted what was called a "scholarship voting contest." One vote was given for every 10c. purchase made at the store, and the two contestants receiving the highest number of votes were given a free scholarship in a first-class local business college. When they have graduated from the business college, the two winners will be given permanent positions in the store that conducted the contest. In addition to the votes given with purchases, a coupon good for a vote was printed in the newspaper advertisements.

To keep up the interest, a list of the candidates with their standing was published in the newspapers every day. The novelty and value of the prizes made this contest a popular one.

When Will Clock Stop?

The following was used by a firm in Louisiana. It is no doubt a good scheme, but, we believe, it is a violation of the postal regulations, therefore, could not be advertised in any newspapers going through the post office. However, it could be advertised in circulars, distributed by the store. Here is the way it was advertised :

"On Saturday, April 21st, we will wind up an eight-day clock in such a manner that it shall stop before the end of next week. To insure honesty, we shall seal the door."

"Five dollars in merchandise (winner's own selection) to the person making the nearest estimate.

"One estimate with each 25c. purchase during this sale.

"Clock will be veiled Wednesday morning so no one can tell when it stops.

"Winner will be announced Friday morning, and must claim prize on same day, or else lose it.

"As an extra inducement to call Friday, we shall bunch up all odds and ends left from the sale, and offer them at still further reduced prices."

Following this ad the one printed below was sent out :

"Our unique guessing contest is causing a sensation. Already nearly every

hour on the dial has been named. Have you guessed ?

"A guess with every 25c. purchase during our four-days' home goods sale.

"The clock is now veiled, and interest is at white heat.

"We repeat the conditions of the contest for the benefit of those who are delinquents.

"On Saturday, April 21st, we wound up an eight-day clock in such a way that it will stop some time this week. Since this morning the clock is veiled, so no one can see whether it has stopped or is still running.

"Five dollars in merchandise (winner's own selection) to the nearest guesser.

"Winner will be announced Friday morning, and must claim prize same day, or else forfeits it.

"Be sure to come Friday. You may be the winner."

Free Railway Transportation.

There is a store down in Indian Territory that prints a paper devoted exclusively to its own interests. In a recent issue appeared the following, which was, no doubt, a strong inducement to out-of-town trade :

"That friends from other towns may attend our opening sale at no cost, we have arranged to refund the transportation charges for a round trip from places within a reasonable distance from ———. Bring one of the coupons with you :

"Coupon :

"This coupon will be good for round trip transportation from Kelso, Albia, Big Cabin or White Oak to ———— and return, to any person coming by rail to attend our opening sale, May 3-5, upon the purchase of merchandise to the amount of $5 or over."

No prices ever raised during a sale at ———. All prices marked in plain figures —see for yourself. One price to all, and that the lowest.

WIRE NAIL PLANT FOR SALE.

The Ontario Lead & Wire Co., Toronto, are advertising their wire nail, white lead and putty manufacturing plants for sale by tender, all offers to be in their hands by Wednesday, November 7. Particulars of the sale can be learned on inquiry at their offices at 59 Richmond street east, Toronto.

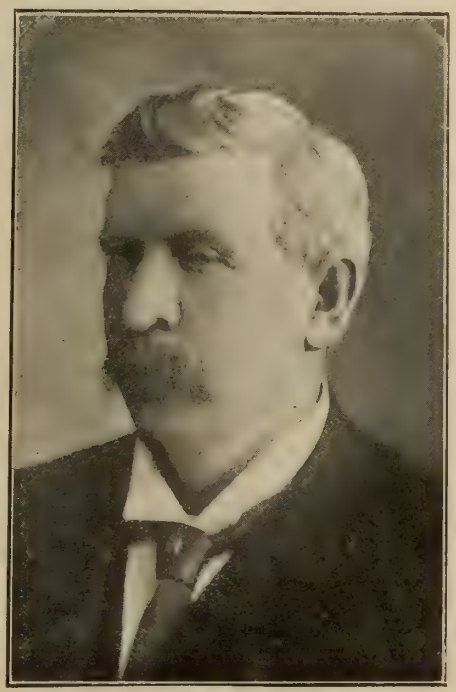
It has been known for a long time that the plants were for sale, but as no offers have been made of a nature satisfactory to the company they have gone on with the industry up to the present time. A year ago they greatly enlarged their premises by securing the building on Church and Richmond streets, but the continued growth of their plumbing supply business has made necessary further enlargements. It has now been decided, therefore, that the present buildings will in future be used for plumbing supplies, and that the nail, white lead and putty machines will be sold or larger premises secured for the manufacturing end of the business.

"If the reserve bid is not reached by any of the tenders," said Mr. Fred Somerville to Hardware and Metal, "we will secure a site at Toronto Junction and go into the manufacturing end on a larger scale, establishing a mixed paint plant as well as draw our own wire and produce nails on a more economical basis.

PUBLIC SPIRITED HARDWARE MERCHANTS

NO. 1

Few will be inclined to dispute the statement that the successful man of business should make the best mayor, the best councillor or the best president of a board of trade. The same qualities which enable a man to build up a successful business should stand him in good stead in the administration of the affairs of a municipality and in voicing the business sense of the community as president of the board of trade. As to the fitness of the business man for these positions there can be no dispute, but, unfortunately, the business man is always a busy man and it is often a difficult matter to persuade him that it is his duty to undertake the responsibilities and duties of civic and municipal office. In many towns and cities it is only after the people have become thoroughly aroused by the results of incompetent administration that good business men can be prevailed upon to undertake the task of giving their town or city a business government.



W. H. SPARLING,
Mayor of Minnedosa, Manitoba.

Western Canada has suffered in this respect as has the east, but there are a few towns in which the business men have realized their civic responsibilities and have sacrificed their inclinations for the public good. Hardware and Metal purposes reproducing the portraits of a few representative hardware men in the west who are serving their fellow citizens in some responsible municipal office.

W. H. Sparling, mayor of the thriving town of Minnedosa, Man., is a busy hardware man, who, nevertheless, finds time for the discharge of important civic duties. Mr. Sparling may claim to be one of the old timers in the west as he left his native town of Seaforth, Ont., in the year 1880 to learn the hardware business with J. H. Ashdown in Winnipeg. After a year in Winnipeg he moved farther west to Portage la Prairie, where he remained with A. L. Ashdown until 1895 when he commenced business in Minnedosa.

In Portage la Prairie Mr. Sparling acted as assessor for three years, but held no other municipal office. In Minnedosa he served as councillor for three years and was elected mayor for 1906 He is also a member of the board of trade.

Mr. Sparling is modest in regard to his work while in office, but it is recognized that it was mainly due to his efforts that Minnedosa now has a system of fire appliances which would be a credit to a much larger city and which has saved the people of Minnedosa many thousands of dollars in the last four years. For the making of satisfactory arrangements with the Electric Light Co. and the installation of an efficient system Mr. Sparling is also entitled to some of the credit.

Minnedosa, like most other western towns, is much interested in the power question and it is probable that the municipality will undertake the development of the water power available. In the conduct of this undertaking Minnedosa will require the services of her business men and it is not likely that she will be disappointed. None but a business council of business men should undertake the large expenditures which such an enterprise involves.

KEEP THINKING.

When you are not busy attending to customers and advancing the interests of your establishment, keep thinking. Perhaps it might be well to take an hour off each day and leave the store—and while away give your attention to your establishment, your clerks and your customers, and see if during that hour you can not think out some plan for bettering yourself. You have thought out many a problem and found a high degree of satisfaction in doing it. Keep on thinking.

Think out a plan for getting in the money due you from your customers, a plan that will not make them sore—but that will get the money. Meditate on the possibility of a shift to the cash system.

A man can think better alone. When you think out a solution of any problem put it into effect immediately — even though you have to do it yourself. When trade is slow, get out into the country and talk to "mother" and the boys. Keep busy.—Hardware Trade.

Pewter, which years ago was quite extensively used for spoons, cups, and tableware, is a cheap substitute for britannia metal. It is composed of 84 per cent. lead, 15 per cent. tin, and 1 per cent antimony.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

RETAIL HARDWARE MERCHANT'S PLAIN TALK

Address by E. M. Bush, Evansville, Indiana, President of the National Retail Hardware Association, before the Hardware Manufacturers and Jobbers Conventions at Atlantic City in October.

The address of Mr. Bush was one of the features of the recent convention at Atlantic City. His remarks were listened to with great attention and were the subject of much favorable comment, especially on the part of the manufacturers, many of whom expressed the belief that they would profit by his practical suggestions. Mr. Bush spoke in part as follows :

When upon former occasions our national officers have come before you it has been principally to discuss the catalogue house question and prospective parcels post legislation. I shall touch these subjects but briefly, not that we consider either of them a dead issue, for that the educational influences and agitation of both questions have born fruitage we are fully convinced by the events of the past year. Let me rather in a few words try to show you the every day environment of the retailer—contrast his surroundings and opportunities with yours in your larger sphere of manufacturing and jobbing business life—and endeavor if I may to make two or three suggestions which shall perhaps be mutually helpful. I cannot hope to bring anything new to you in these suggestions—this ground has been so thoroughly threshed over that little new is left. But so auspicious an opportunity for a few words on the subject leads me to hope that even a repetition, if brief, will bring about some good results.

In the centers of trade—cities of 20,000 and upward; often, too, in small places—are retailers doing a business which runs up into six figures annually. But with a vast majority of retailers whose stock embraces, besides legitimate hardware, stoves, agricultural implements, vehicles, paints and numerous other lines that in this day fill a general hardware store, the annual sales run from $10,000 to $60,000. It is to retailers of this class, who are also largely predominate in the State retail hardware associations, that I would call your attention. Few of these merchants are brought in direct contact with the heads of jobbing houses; even less rarely do they meet the manufacturers of the goods they sell.

Merchants Go Seldom to Market.

The market comes to them in the traveling salesman of the jobber, in the stove, implement and paint representative of the manufacturer who sells direct to the merchant. Is it strange, then, that there has existed in the past no greater feeling of community of interest between you and these retailers? And—pardon me, gentlemen—have not manufacturers and jobbers been inclined to regard the retailer's interests as of slight consequence? In reality retailers are the secondary roots of your tree of prosperity, and must be nourished and nurtured by fair, just and considerate treatment, for this glorious tree will suffer severely if these secondary roots do not receive proper consideration.

The lack of this feeling of mutual interest has been accentuated in instances where the merchant has seen in the catalogues of the mail order houses goods of a manufacturer which he has for years displayed, talked, sworn by and sold, so priced that he has cut out competition. Happily these times and conditions are passing—largely through the advent of the Retail Hardware Associations—which by this act of association have won recognition of the fact that they are a factor worthy of consideration in to-day's commercialism, and which afford in their conventions opportunities for the heads of firms to meet the distributors of their goods and products.

Acquaintanceship Clears the Air.

Matters are better understood, differences are more readily adjusted. While a few years ago manufacturer and jobber thought only of their own troubles, they have learned through association efforts that the retailer, too, has his troubles—some of them unconsciously or thoughtlessly brought about by the very manufacturer whose goods he is pushing. The retailers rejoice to-day in the knowledge that a great number of manufacturers and nearly all jobbers—all in this association—are working in unison with him for improved conditions, which we know are coming about. Are we not justified in a small feeling of pride in the knowledge we have, that the position we have gained, has been attained by methods both sane and conservative? For well we know the prejudice, almost distrust, which existed in some minds in the early days of our association life.

Let me suggest that whenever possible you attend with your representatives those conventions where displays of your wares are made, that you encourage criticism and suggestions from the retailer, for who knows better than he who comes in direct contact with the consumer what the public asks in an article and what changes and improvements will meet its demands? Learn from the retailer what the public wants, for he has his finger on the public pulse.

Retailer's Many Little Sales.

Next, let me bring to your notice the vast difference in the matter of sales between your business and the retailer's. Few manufacturers can conceive of the many little sales of 10, 15, and 20 cents that go to make up the day's business of a retailer, since the most of your transactions run into hundreds and thousands of dollars and concern ton and carload and trainload in quantity.

The retail merchant must of necessity be accessible to every customer who enters his store, and it is an everyday occurence for customers to come many times to the proprietor himself for their little purchases. You say, "Turn such sales over to your clerks." You can't afford to do what will probably offend your customer and lose to you his trade, which, small to-day, may be large to-morrow. A retailer's trade is limited, he must keep it—it is largely local—while yours is the entire country and perhaps the wide world. I bring this volume of small sales to your attention, and the valuable time often consumed in making them, that you may be more liberal when estimating the profits that are legitimately the retailer's.

A complaint often heard is that the man behind the counter does not exhibit enthusiasm in talking goods, lacks a knowledge of how they are made, of what material, what advantages they have and all the uses to which they can be put, etc. Let me ask you manufacturers, what you have done to impart this information to us? We receive from you, inclosed usually in a neat, tasty box or package distinctly marked perhaps, with name, number and size upon it, a chisel, a rifle, a hundred other things. You know its merits, you consider it the best of its kind or you wouldn't send it out, why don't you tell us wherein its especial merit and advantage lies?

How is a retailer with hundreds and thousands of other articles upon his shelves to talk with knowledge, with an air of conviction, with enthusiasm, when his only guide is the name, number and size of that plane, saw or chisel? That is all you have told him of it, and with the myriad of other articles about he has little time to study up each especial merit.

Help Us to Know More About Goods.

Tell us for how many years your saw or chisel has been made, of what sort of steel or other material, its improvements, how to use to best advantage, exact dimensions, why you know it to be better than its rival in the trade. The maker of an article should certainly know best the merits of his product. Print this information upon a slip to be inclosed in box or pasted upon the package. This slip will better enable proprietor and clerks to sing your praises and talk the merits of your goods all over this broad land.

One of the strong points of the cataloguer is the complete description he gives of even the most inferior articles. However poor and diminutive the cut may be, these full descriptions in print make an impression that sells an article which, if seen and handled, would probably not have been sold, but the minute description does the work.

Many clerks lack the intelligence, inclination or versatillity to see and grasp the talking points of an article. These need the information I ask for in suggesting this descriptive card. Salesmanship in our stores would rank high-

er did not jobbers and manufacturers as soon as our clerks are developed take them from us by offering higher salaries than we can afford to pay.

Many of you have difficulty in finding salesmen to properly represent you and your wares on the road. Retailers have the same difficulty in securing model clerks to properly represent them and talk their wares behind the counter. We all know how much more readily we buy of the man who understands and knows how to talk his wares. Every salesman who knows and understands your wares is in a way your salesman, and you reap the benefit of his sales.

Advertising Helps.

This is the era of advertising. Retailers too are catching the spirit of the times and many more would advertise than do if they knew better how. Our trade press has done much to stir up and encourage this spirit. A few manufacturers have helped along the movement by preparing advertisements and furnishing cuts of their specialties. Furnish small cuts of your wares for use in newspaper advertising. Short descriptions and small cuts of your wares we need and ask for. Remember that the retailer as an advertiser is in swaddling clothes.

How can he unassisted produce ads. of your goods that are attractive and bring results? I have seen criticism of the same ad. of a retailer standing for months without change. But I assure you that it is easier for the proverbial camel to go through the eye of a needle than for many of us to get up unassisted a new ad. for our daily and weekly papers.

Nor do I come to you with these suggestions as a suppliant for help to the poor retailer. No one knows better than you that our success is yours, and whatever increases our sales widens your market. Here indeed lies our community of interest.

Parcels Post Legislation.

A good part of the work of our National Association has been directed with your own against parcels post legislation, and very effectively, too. We were the first business organization to raise a cry against this iniquitous measure. The first appearance before your two organizations of representatives of the National Retail Association was in 1903, when Mr . Bogardus, then our president, addressed you upon the subject. It is with satisfaction we note growth of opposition to this measure outside our triple organization.

I have been amazed at what has seemed to me to be almost criminal shortsightedness, when some of our daily papers appear as advocates of this measure—surely with no consideration of the interests of proprietors and stockholders by their editorial writers—since they advocate a plan which, a veritable boomerang, would sweep away pages of well paying advertisements. Mail order business, which alone is interested in parcels post, once the measure is secured will quickly abandon the daily papers for those magazines whose widespread circulation makes them a better advertising medium.

Let me urge that such united action be taken by your two organizations before adjournment of this convention as shall bring the dire evils of a parcels post, as this business organization sees them, to the attention, the thoughtful consideration and the better understanding of the proprietors and editors of the daily papers of this country. Retailers regard it of paramount importance that this matter be brought by you to the attention of the publishers of those daily papers which will in the next few months mold public opinion for or against this feature.

Catalogue House Goods.

To learn how we have succeeded with the aid and leadership of the joint committee—against standard goods being sold by the catalogue houses—it is only necessary to compare the latest catalogues with former ones. And, for the organization which I represent, I desire to express to both manufacturer and jobber our appreciation and gratitude for aid and assistance rendered, and the compliance of so many of you with our desires and requests in this matter.

A few manufacturers have expressed their purpose to continue their business relations with these mail order houses, and in some instances, judging from the prices at which their goods are sold, do not care to protect the retailer's interests even to the extent of regulating the prices at which their goods are catalogued. We, however, continue to hope they will yet view this matter from our point.

We plead for that united and enthusiastic action in this matter which shall foster and further develop our present system of merchandising—manufacturer to jobber, jobber to retailer, retailer to consumer, rather than the demoralizing methods of mail order houses, which with cut prices, gift giving schemes, widespread money borrowing system, that cannot but work disaster upon present day business methods, seek for their own aggrandizement, usurpation of manufacturer, elimination of jobber and distrust of local merchant. We surely have the brains and courage, when awake to the situation, to stem this tide of business demoralization.

Rural delivery, trolley lines and telephone are making country and village life more attractive, more desirable every day—a condition most happy for the welfare and prosperity of our beloved country. Will this condition be furthered by any system of business which does away with the retailers of village and town, and puts in their places mail order houses hundreds of miles away?

A mail order house that controls forty million dollars capital will certainly increase the number of its factories as rapidly as the quantity of goods it can market will justify. Some of them are also doing so large a borrowing or banking business with their distant patrons that bankers are becoming alarmed at the flow of money away from the towns and smaller cities into the hands of these firms. Such vast amounts of money must be invested, and does it not seem that a syndicate of mail order houses located in the principal business centers is much nearer realization to-day than when your attention was called to its possibility on a former occasion?

Several mail order houses of no small magnitude have failed in the last year, and we believe with the improved methods of the retailers in conducting business, with the prevention of the parcels post legislation, the aid we render one other, the present business method of manufacturer to jobber, jobber to retailer, retailer to consumer, will continue to prevail.

Friendly Relations.

Retailers would welcome heartily large representations of manufacturers and jobbers at their State and national meetings. Such affiliation could result only in good, for by addresses and discussion, the exchange of ideas and opinions, the friendly relations now existing would be the more closely cemented, enabling us to work more in unison, more in defense of our mutual interest and good, as illustrated by what has been accomplished in the prevention of parcels post legislation. That what has been accomplished has been of benefit to the individual members of our several organizations no one can deny. Many other questions will doubtless arise in our kaleidscopic times that may demand quick, united action. The three branches of the hardware and iron trade represented here to-day, manufacturer, jobber, retailer, representing also the greatest volume of business in any single line of trade in the world, were first to be brought together for consideration and discussion of subjects of mutual interests.

Let us prove to other lines of business by our harmonious action and the good results obtained thereby, that they also will be benefited by following the path where we have blazed the way.

MR. McROBIE'S SAD EXPERIENCE.

J. E. McRobie, secretary of the Western Retail Hardware Association, returned to Winnipeg last week from a protracted organization trip in the Dauphin district. The trip was considerably more protracted than "Mac" expected when he left Winnipeg and he bears on his body the marks which indicate hard usage during his absence. From this it must not be thought that the hardwaremen of the Dauphin district gave the secretary a rude reception ; the trouble was something quite different.

On Saturday, October 6, in company with A. J. McPherson, a Dauphin hardware dealer, a McClary Manufacturing Co. traveler, and three others Mr. McRobie set out on Lake Winnipegosis in Mr. McPherson's steam launch. It was their intention to bag a few ducks and return in a short time, but a big storm came up and they had other things to think of besides duck shooting. All Sunday and Sunday night the storm was very violent and the launch was driven ashore. When the storm subsided the launch was high and dry on the shore and it was up to the six men to move it down to the water.

The job took five days, and during the first three days they succeeded in moving the launch only 18 inches. Provisions gave out and had it not been for the ducks which the party were able to shoot there would have been a serious time. As it was, in spite of proverbial bushrangers' appetites, the hungry were always satisfied.

The last night the party played pedro, the stake being the last pipe of tobacco that was left.

Now McRobie et al appreciate the comforts of civilization.

STOVES AND TINWARE

LOOK AFTER STOVE COMPLAINTS.

The success of a stove merchant depends largely upon the way he takes care of stove complaints. If he lets a complaint run along from day to day without giving it attention, says a writer in Buck's Shot, the consumer will get disgusted at the treatment received at the hands of the merchant. She will get prejudiced against the stove and it will become a very difficult matter to ever satisfy the consumer, even though the stove is made to operate perfectly.

When the merchant lets the complaint run along without giving it attention the consumer tells all the neighbors about having a stove, bought of Mr. Jones, that does not draw or bake, and the entire neighborhood becomes prejudiced against the stove. If, after the consumer is prejudiced, the merchant goes or sends a man to take care of the complaint, even though the stove is made to work perfectly the consumer will not be as well pleased with it during the entire lifetime of the stove as if it had had immediate attention, and the consumer will feel slighted at the hands of the merchant.

This will injure the business of the merchant, and also injure the reputation of the manufacturer's stoves and ranges in that city or town. If a merchant is not educated to take care of these complaints, when he gets a complaint he is in deep water, and immediately calls upon the company for assistance. This causes the representative in that territory to have to call upon the merchant at quite an expense of time and money.

Education Important.

A man cannot be a thoroughly successful stove merchant or stove salesman until he understands how to take care of a stove complaint. He cannot take care of a stove complaint until he understands what causes a stove to operate. He must understand that a stove of itself has no draft, that without air there is no combustion, without combustion no heat, that the air that creates combustion is drawn into the fire box by the draft in the chimney, that the heat created by combustion does not work its own way around the oven but is forced around by the draft in the chimney.

If it fails to get around the oven, and the top of the stove gets red hot, it is proof positive that the draft is at fault, and is not drawing the heat under the bottom oven plate. If the stove gets hot it is proof that the draft is only strong enough to force the heat to the end of the flue strip, or part way under the bottom oven plate. To successfully bake the draft must be strong enough to completely flood the space under bottom oven plate with heat.

A Strong Draft.

If the draft is too strong it will cause the bottom of oven to get too hot. If the draft is very strong it will draw the heat out of the stove, and it will neither cook on top or bake successfully. Very often the consumer will declare that the stove has a good draft, that the fire burns nicely, etc., when upon investigation you will find only enough draft to create imperfect combustion, that the coal is being smudged and turned into soot instead of heat. It takes fifteen pounds, or fifty-eight cubic feet, of air to burn one pound of soft coal perfectly. When you make a man understand this, it will make him realize the importance of draft.

Thousands of tons of stove castings are burnt out every year, a great many stoves are unjustly condemned on account of poor drafts, set up by careless, incompetent men, and most of all, by neglect of merchants in taking care of complaints.

CALORIC FIRELESS COOK STOVE.

The Caloric Fireless Cookstove Co., Grand Rapids, Mich., are offering the trade the "Caloric" Fireless Cook Stove, illustrated. The construction of



"Caloric" Fireless Cook Stove.

this Cooker is based on the scientific fact that save in hermetically sealed vessels it is impossible to raise the temperature of boiling foods above 212 degrees Fahrenheit, irrespective of how much gas or fuel is consumed under the vessel. The principle of this air-tight Stove is to retain the heat generated in an ordinary wood, coal, gas or oil stove in the insulated cabinet, or "cooking stove." The food desired to be cooked is first prepared in the ordinary manner, and placed in the vessels with which the cabinet is equipped. It is then brought to a boil for a few moments on the ordinary stove, the cover of the vessel having a revolving bar-lock, is clamped down and the vessel is quickly placed in the cooking cabinet and closed. The vessels fit closely in holes or pockets in the cabinet and are tightly surrounded on all sides, including the top, by a non-conductor of heat. As the temperature of the food is not lowered, it continues to cook until it is thoroughly and evenly done, requiring about twice the time as on an ordinary flame stove. The food is not affected by a longer stay in the cabinet, as there is no loss through evaporation. The Cook Stove is made of quartered oak, weathered oak finish, is 36 inches long, 15 inches wide and 17 inches deep, weighs about 60 pounds, and is provided with casters. It contains one 8-quart and 4-quart vessels of high grade enamelled ware, extra heavy gauge. The covers lock easily and prevent contents from slopping over. While kettle is over flame cover is not locked, but just before removing from the flame it is always locked, thus keeping food at boiling point. All the strength and flavor are thus kept in the food. Kitchen odors are eliminated, time, labor and fuel are saved, and the inexperienced cook is greatly assisted.

ONE MAN'S FURNACE EXPERIENCE.

The man for whom I first worked was one of those sour fellows who thought anybody who traded with his competitors offered him an affront, and he used to growl about not getting all the business he ought to have, writes W. T. N. in The Metal Worker. I was too young and inexperienced at the time to know it was mostly his own fault and due to lack of sound business enterprise.

Like all healthy young fellows I had lots of friends and got along well with the old folks. Knowing I would be laid off if the shop wasn't busy I took to asking my friends if they had any work in our line. After I had been a year or two in the shop doing mostly furnace work with an excellent furnace-man I learned enough to like it, and made it a point to keep a list of people with the name and size of the furnace and range they had in their houses. I lost no opportunity to add to this list, and then I made it a point to find out what condition they were in. This not only brought in repair work, but I inquired if the stoves and heaters gave good satisfaction. I got the boss into one or two scrapes by these inquiries and he cut a caper about it, but being young I told him he ought to have done the work right in the first place. This brought out the statement that he couldn't afford to because he had taken the job low to keep the hands going and to keep it out of the other fellow's hands. What a lame excuse for putting in a small furnace and small pipes for a man who could afford to pay for it! I told him it was and he showed me his teeth, but I showed him some of the work that I had brought in that he would never have got and that more than evened things up.

I found many a job that was unsatisfactory and was continually stuck, but learned that my journeyman preceptor saw through every mystery and had a remedy. I was in hot water a good deal of the time, but kept inquiring all summer how people's furnaces worked till we had orders for lots of alterations, which, through the good judgment of my old shopmate, gave fine results and brought others that I had nothing to do with. This work kept us all that fall and winter, when without it we would have lost a lot of time. The boss growled and I hustled because I wanted to make full wages every week.

I learned that it is best to do good work every time.

I learned that people don't object to a bill if they know what it is going to be when the work is done and when good results that show follow it.

I learned that a job done low just to advertise is a fool trick and sets a low price for all other work.

I learned that good furnace work that results in heating a building is worth a good profit and should bring it.

I learned that more furnaces suffer from too small a supply of cold air than from short firing.

I learned that an air supply equal in area to the total area of the hot air pipes is better than a small supply.

I learned that hot air pipes should have a square inch of area for every 25 or 30 cubic feet of space in the room heated.

I learned that a better rule is to consider the glass and wall surface as well as the contents.

I learned to allow 1 square inch of area for every square foot of glass, 1 for every 10 square feet of wall and 1 for every 100 cubic feet of space.

CANADIAN HARDWARE STORES

No. 8.

Every visitor to Western Canada brings back stories of the fine hardware stores to be found on the prairies and in the mountain and coast towns and cities. Even along the lines of new railways, where the towns are only a few months old, from one to three well equipped hardware stores are to be found carrying full lines of hardware and innumerable side lines. The hardware trade in the west is distinct in itself and general stores find little excuse to stock hardware lines as buyers are able to get everything required in the straight line hardware store. In fact many western hardware stores have become general house furnishing supply houses, so varied are their stocks of hardware, stoves, paints, cutlery, lighting goods, silverware, glassware, furniture, clocks, etc.

The store conducted by J. F. Dandy at Pierson, Man., an idea of which can be gained from the accompanying illustration, is no exception to the rule and it will be seen that for neatness and appointments it is worthy of commendation. The clear floor space, metal ceiling unencumbered with goods, the attractive counters, show cases and shelving, all go to make the store a pleasant place for the housewife to do business, likewise attracting the farmer and mechanic who desire prompt service, with the opportunity of making a satisfactory selection of goods without loss of time. The up-to-date scales, wrapping paper stands, cash register, etc., indicate progressiveness, while the silver and cut glass show case, washing machines, churns and ranges on the opposite side, with the racks of farm tools and well-lighted office in the rear, the office containing a modern safe and the desk being ornamented with a fern pot, indicate completeness of detail which is certain to result in the prosperity which the store already shows ample signs of enjoying.

Out in Iowa the farmers got the mail order habit so bad that a large number of local merchants had to close their doors and move elsewhere. With no competition amongst merchants in the towns near at hand, farm lands fell off in value, the farmers being unable to obtain ready cash for butter, eggs and milk, and there being no stores to supply immediate wants which could not be satisfactorily filled by mail order houses.

Do not wait for the opportunity — make it.



CANADIAN HARDWARE STORES, No. 8—J. F. Dandy's Store at Pierson, Man.

I learned to add 20 per cent. for exposed north walls, 15 per cent. for west walls and 10 per cent for east walls.

I learned that 1 square inch of grate surface should be provided for every 1.5 square feet of equivalent glass surface, counting 4 square feet of wall as equivalent to 1 of glass.

I learned that a furnace with a long fire travel is more economical and a better heater than a direct draft furnace having the same size grate.

I learned that I could not work and hustle too after a year or two on this plan and made the boss send out cards saying what we could do and enclosing addressed postal cards to be used for orders.

According to C. M. Kittson, Canadian trade commissioner for South Africa, cheap German enamelware threatens to supersede the British article, which has up to the present controlled the market.

TOYS FOR THE CHILDREN.

"If your store is in a locality where there are many families and many children, and where you need not be too dignified, lay in a stock of toys made to sell for a few cents. Fill a window with them, and announce that one will be given to each child making a purchase on certain days. Pick those days when you would not otherwise be busy. You will immediately enlist a host of active canvassers for your business. The commercial value of the toys will cut no figure with the children so long as you give them something they can have a lot of fun with.

A great check book does not make a great man.

* * *

The new Government building at Edmonton will be among the handsomest in Canada. Work is expected to begin almost immediately.

HARDWARE AND METAL

Established - - - - - - 1888

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Limited

JOHN BAYNE MACLEAN - President

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TRAVELERS' TAX MAY BE ABOLISHED.

During the recent conference of Provincial premiers held in Ottawa, which consulted Sir Wilfred Laurier on divers questions relative to the welfare of the provinces, there was a satisfactory consideration of the tax on non-resident commercial travelers which is levied on them by the provinces of British Columbia and Prince Edward Island and the tax on foreign travelers in Quebec Province. As the tax stands to-day in the province of Quebec, it calls for the payment of $300 per year for those travelers calling on liquor firms; a yearly tax of $100 on those calling on wholesale houses only; $200 per year on those calling on both wholesale and retail houses. A six months license is sold and cuts these figures in half. British Columbia has a nominal tax of $100 on all travelers representing firms outside the province. Prince Edward Island has a nominal tax of $20 on travelers who represent firms outside of the province. These three provinces are seriously considering a withdrawal of the tax much to the joy of all those concerned. With the abolishing of this business-restraining tax there will be removed the veritable thorn from the side of enterprising commerce.

In these columns the various phases of the question have been discussed from time to time. It is sincerely hoped that the next reference made to it will be its obituary notice. Such a task will be superlatively pleasant.

There is but little satisfaction to be derived from such a law, its benefits were probably known only to the provincial treasury coffers; long ago it was condemned by prudent men who thought that if protection were required, from trespassers on Canadian commerce, the tariff should serve that purpose, and if one province claimed more protection than another, it was a feeble way of admitting weakness, or a very questionable method of relieving distressed poverty.

The repealing of the law will once again fling open the doors of these provinces to all comers and stamp out a petty piece of provincialism that is not in keeping with the spirit of the age. They will be freed from a stultifying yoke of which they were ashamed. It is a sagacious decision and will be hailed with delight by all those who hold their province on the same level as their sister provinces.

THE NEW TARIFF.

With the re-election of Finance Minister Fielding in Nova Scotia this week and the announcement that the Dominion Parliament is to meet in about three weeks, the chief business to be the rearrangement of the tariff, all is clear for the expected revision of the tariff schedules.

While it is generally expected that many advances will be made there is much speculation as to what the increases will amount to and what articles will be included. American manufacturers and Canadian jobbers have anticipated the changes by bringing as large shipments into Canada as the scarcity of raw materials would allow and are now refusing to sell for future delivery other than subject to such advances as may be made necessary by the tariff changes.

Canadian manufacturers, of course, favor a higher tariff wall and they will be supported in their requests by a majority of the mercantile community. In stoves particularly there is much need for additional protection for Canadian foundrymen.

The dumping clause, however, has few friends as it encourages deceit and crookedness both on the part of American manufacturers and Canadian importers. If the Dominion Government decides to abolish this objectionable clause and meet the United States with an equally high tariff they will meet with little objection from any quarter.

A SHORTAGE OF CARS.

There is everywhere a great shortage of cars at present. The manufacturer, the wholesaler, the contractor and all who have use for the railways of the country to move freight are calling for cars to relieve the present acute situation. A string of empty cars behind a powerful engine is something eagerly sought after by all firms which have need of transportation. With the advent of the holiday shipping, the demand for cars will be very largely increased, and at present there seems no prospect of more cars being placed at the disposal of shippers. The different railway companies are doing their very best to keep up with the demand, but apparently it is impossible for them to do so. Every car they possess which is fit for use is now on the road, while new cars are being turned out from the car shops every day. But still the shortage continues.

There are many reasons for the scarcity. One of the principal is that there is a rush from all parts of the country of goods to port centres. Business houses are anxious to have their goods for export reach the Canadian ports before the close of navigation, and the railway companies are doing all they can to help business in their endeavor. Then the grain business calls for cars by the thousand, while the railways themselves have use for many trains for construction work. In all parts of the Dominion railroad construction is going on more or less actively, and supply trains and engines for work in the neighborhood are much required. It is hoped that there will be a little breathing spell immediately upon the close of navigation, and the present situation will probably experience some improvement, but is seems that a shortage of cars, and the consequent lack of good transportation facilities is something which must accompany the wonderful prosperity of the country. At any rate the railway companies do not seem able to keep pace with the rapid development now going on.

WHAT CASH DISCOUNTS REPRESENT.

The margin between buying for cash and accepting the full credit terms represents to many a merchant an amount with which he could be well satisfied without figuring on any further net profit from his business. How, in view of this, the importance of cash discounts can be overlooked is amazing. One does not have far to seek to see evidences of their great potency as an element in successful modern merchandizing. Take the big departmental stores, for instance, which are taking away by their mail order system a great deal of trade from the country merchants. Cash discounts represent the greater part—and in some cases all—of their net profit. That is how they are able to make

prices which attract readily, and emulation of their policy in this respect is the first step that the small dealer must take in placing his business on such a basis that the people of his district will prefer patronizing the home market to sending abroad. Competition at the present day is so keen that the man who would attain success must figure close and hard, and pass by no short cut that presents itself. There is none that will curtail the distance which he must travel more than that to which access is gained by way of cash discounts.

In the majority of cases it will pay the merchant to borrow money from the bank for the purpose of discounting his bills. It is easy for him to figure out how he is going to profit handsomely by doing this.

From merchants at various points we learn that the trend of trade is more and more toward a cash basis. The public has plenty of money and, generally speaking, asks for credit as little as possible. This is a satisfactory condition that should be nursed into greater proportions each year, until the straight cash business is made possible. To reach this goal should be the ambition of every merchant.

THE METAL SITUATION.

It was seen this week how sensitive the metal market is to fluctuations in money values. During the earlier days of the week, in spite of the extreme buoyancy which has characterized every branch of the metal market, conditions became quite sluggish, when the Bank of England advanced discounts. Since that time, speculation appears to have ceased, and dealers are now devoting their efforts to realizing on recent transactions.

Copper became decidedly easier, as a result of the bank's action, and although the prices quoted by prominent Canadian jobbers have not undergone any change, it is openly stated that better terms will be offered on orders for more than the usual quantities.

Ingot tin has fallen off somewhat in foreign markets but the net effect upon Canadian prices has only been to slightly lower the tone without affecting the nominal figures.

Pig lead was much weaker a few days ago, but aided by a large demand and limited supplies, this metal is already beginning to recover its strength. Prices to-day are the same as we have quoted for a couple of weeks past, and at time of writing the market is stiffening.

Large inquiries for deliveries of pig iron during the Winter months have been received this week by the leading Montreal importers. Several specifications for a thousand tons are at present under consideration. In view of the fact that stocks, this Fall, are light, and are likely to remain so all Winter, it does not look as if present quotations will be lowered for a long time to come.

Sheet metals are decidedly firm. We are this week quoting a number of revised prices all of which show higher values. Canada plates in all varieties but full polished, are up about 5 cents, and are held very steadily at these new figures. Tin plates also have gone up, as we predicted some two weeks ago. The advance now declared is equivalent to 15 cents a box, and further revisions are looked for. Terne plates are also higher, the current price being $7.15.

To sum up, the metal market generally shows brisk sales and active inquiries. Prices, except in the sheets referred to, are, however, somewhat easier, owing to the difficulty experienced by speculators in obtaining money for their transactions.

PRIZES FOR WINDOW DISPLAYS.

Last year Hardware and Metal awarded prizes for the three best displays made during the Xmas season. This year we will give five prizes but the displays must be of goods sold in hardware stores and suitable for Christmas presents, such as silverware, razors, cutlery, sporting or house furnishing goods, hardware specialties, etc. The prizes are:

1st prize $6 00
2nd prize 4 00
3rd, 4th and 5th, a year's subscription to Hardware and Metal.

All photographs of displays must be mailed to us not later than December 31, 1906, and they should be accompanied by a short description of how the display was constructed, the display artists' name and, if possible, samples of the Christmas advertisements in the local papers backing up the window display advertising.

In addition to the above we offer a special prize of a handsome fountain pen for the best Xmas advertisement in a local paper pushing the goods shown in the window displays.

CIVIC POLITICS.

Two months more and the municipalities of Ontario will be involved in the excitement of the annual elections. Municipal government in Ontario is not corrupt; it is only inefficient. Some good people profess a preference for a capable and corrupt rather than an incapable and honest administration. It's a matter of choice; but why have either? If the business men, the storekeepers, of the province would do their duty as citizens, there would be an administration both honest and efficient in every municipality.

This does not mean that the merchants of Ontario should hog the public offices. There are legions of successful business men who would fail utterly as municipal representatives. The first thing a business man should do who wants to serve his country municipally, is not to run for office but to get really interested in the affairs of his municipality. The rest is easy. The thoroughly interested man is going to see that he is capably represented. In almost every council there are some representatives of capacity sufficient to merit retention. The rest should be replaced by the most efficient men available.

The first problem always is how to get such reform going. The boards of trade should make the move. Take Toronto, for instance, and not a place in Ontario at this moment is more in need of applied business principles and business foresight and acumen in the direction of its affairs. The present administration is lamentably weak. The trouble lies primarily with the calibre of the aldermen who year after year get themselves elected to council. If a strong board of aldermen were once installed, the problem of mayor and controllers would quickly resolve itself into a mere matter of seniority.

The board of trade is the organized larger business interests of the city. It is fitting that the board take the initiative. It should call a meeting of the representatives of every business organization in the city. If such a body working in harmony made careful and wise selection of candidates for mayor, aldermen, controllers and school trustees, then got in behind them and worked, they could elect every man of them.

It is important that the board of trade should not attempt the work alone. Every business interest should as far as possible be represented, but the board is the only organization in a position to take the initiative.

The largest pin factory in the world is that in Birmingham, England, where 37,000,000 pins are manufactured every working day.

HARDWARE TRADE GOSSIP

Ontario.

R. J. Cluff, of Cluff Bros., Toronto, is on a business trip to the Eastern States.

Ald. Hugh Wallace, Hamilton, was a caller this week on Toronto plumbing supply houses.

William Conrad, of Conrad Bros., Waterloo, was one of the buyers in Toronto during the week.

Oscar S. Hunter, of the Wilberforce Lumber Co., Durham, is to establish a new hardware store at Durham.

W. H. Thorne, wholesale hardware merchant, St. John, N.B., spent a few days in Toronto during the past week.

James Robertson, of the Montreal offices of the James Robertson Co., spent a few days in Toronto during the past week.

Fred Somerville, general manager of the Ontario Lead & Wire Co., Toronto, is on a business trip to Winnipeg this week.

Frank Cameron, of the Fort William Hardware Co., was married on October 8, to Miss Minnie Edna McDonell, of Pembroke.

Bert McDonnell, of the wholesale metal department of Rice Lewis & Son, is on a fortnight's hunting trip to Northern Ontario.

Herman Croxall, manager of the National Hardware Co., Orillia, was in the city several days this week calling on the wholesale trade.

The Berlin Electrical Mfg. Co., makers of electrical novelties are now located in their new factory at 472-474 King street west, Toronto.

R. E. Carscallen, son of J. B. Carscallen, hardware merchant, Dresden, was married on Oct. 24 and is now enjoying a honeymoon tour in the east.

Owing to the severe illness of his wife James McMartain, traveling representative of S. W. P., was unable to attend the staff conference held in Cleveland this week.

Elijah Westman, formerly a well-known hardware merchant in Toronto, died suddenly on Thursday night, aged 65 years. He was at one time a member of the city council.

C. A. Gray, who suicided by poisoning himself at Buffalo, this week, was at one time a paint traveler for the firm of Wm. Johnston & Co., Toronto, now merged into the Canada Paint Co.

The Model Hardware Store, established at 632 Yonge street, Toronto, by B. S. Jackes, now has a branch store at 163 Dundas street under the management of Fred Hutt.

Thomas Stewart, of T. McAvity & Son, St. John, N.B., who was one of the party who visited the Pacific Coast with the Manufacturers' Association, and who has been spending a few weeks in Ontario returned east last Friday evening.

A traveler is authority for the information that the Walker Steel Range Co., Grimsby, Ont., intend giving up their western business and devoting their entire attention to their eastern trade. They have had warehouses at Winnipeg, Calgary, Edmonton and Vancouver.

The Central Supply Association's appeal against Justice Clute's judgment is to be heard in the Court of Appeal during the sitting at Toronto beginning Nov. 12. This appeal has been postponed two or three times since Jan. 22, but no further delay is likely. It will be remembered that the supply men appealed and have not yet paid the $5,000 fine imposed on them.

G. J. B. Ramsden, Ontario sales representative of the J. H. Still Mfg. Co., St. Thomas, was a caller at the Toronto office of Hardware & Metal a few days ago. Mr. Ramsden reports that business in wooden goods during the past season has taxed the factories to their fullest extent. The Still Co. are now adopting "Empire" as the brand name for their highest grade handles made from Kentucky hickory.

Messrs. J. W. Benson, R. C. Mission, Geo. E. Boomer, J. J. Harkness, J. J. Whalen, W. S. Fallis, A. E. Cowley and C. A. Thomas, traveling representative of S. W. P. are attending the annual conference of traveling salesmen held in Cleveland this week. They will also attend the convention of Canadian representatives to be held in Montreal next week. The new linseed oil crushing mill erected by the company at Montreal will be inspected by the staff during the visit to Montreal.

Western Canada.

J. A. Gray has sold his hardware store at Vancouver to C. H. Fox.

The McComb Hardware Co., of Strathcona, have located in new premises in the Parrish block.

W. McLean, formerly Manitoba traveler for the J. H. Ashdown Co., has, with a Mr. Stirling purchased the business of the Souris Hardware Co.

The annual general meeting of the Miller-Morse Hardware Hockey Club, of Winnipeg, was held on Friday night of last week, when the following officers were elected for the ensuing season: Patrons, Messrs. F. Morton Morse, A. Reed and H. Robson; honorary president, H. Miller; president, F. A. Sermon; vice-president, H. W. Alger; secretary-treasurer, J. C. Craig; manager, Fred Lake; executive, Messrs. A. A. Cattanach, J. H. Foulds and J. J. Sullivan.

Quebec.

H. A. Drury, of H. A. Drury & Co., Montreal, will spend the next two months in Europe.

N. Curry, of Rhodes, Curry & Co., Amherst, N.S., was a visitor in Montreal a few days ago.

A. T. Z. Santoire, general merchant of St. Chrysostome, paid a business visit to Montreal, during the week.

A. Lemieux, general merchant, of Henryville, was a caller at the wholesale offices of Montreal, this week.

Thos. Pink, manufacturer of lumbering tools, Pembroke, Ont., paid Montreal wholesalers a visit on Monday.

Jos. Forget, plumber and roofer, 1693 Notre Dame street, Montreal, has assigned, with liabilities of about $3,500.

William A. Mitchell, hardware merchant, of Kingston was in Montreal this week getting pointers on Christmas goods.

N. Boily, general merchant, of St. Jerome, took a trip to the Royal City a few days ago in connection with business interests.

J. Sophus, manager of the Canadian branch of Schuchardt & Schutte, Montreal, will spend next week in the Maritime Provinces.

J. O. Roy, general merchant, of St. Perpetue, was noticed in Montreal this week. It is said that Mr. Roy will shortly desert the state of single blessedness.

The Canadian Buffalo Forge Co. have designed, and are installing the heating and ventilating system for the new Henry Morgan & Co. building on Beaver Hall Hill, Montreal.

Samuel K. Shaw, aged 51 years, brother of Chas. Shaw, hardware merchant of Quebec, was accidentally killed at Lake Beauport last week by a gasoline stove exploding.

J. McL. Stewart, of T. McAvity & Son, wholesale hardware merchants, St. John, N.B., was among the prominent members of the trade to visit the Canadian metropolis this week.

P. F. Rolston, of the Rolston Hardware Co., Vancouver, was in Montreal this week and visited the hardware jobbing trade. Mr. Rolston is introducing a patent clothes line puller.

The Standard Automatic Sprinkler Co. have registered in Montreal. Hugh W. Glassford, formerly manager of H. G. Vogel & Co's Montreal branch, has taken charge of the new concern.

Geo. R. Burton, who has been with Lewis Bros., Montreal, for the past two years, resigned from the staff of that firm this week and will hereafter be associated with the R. E. T. Pringle Co., manufacturers of electrical apparatus and supplies.

E. F. Walter, of the hardware importing house of E. F. Walter & Co., Montreal, has returned on the Empress of Ireland from a visit to European markets. Mr. Walter reports that German manufacturers find it very difficult to fill orders, as workmen are scarce and a tremendous demand exists.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Manufactured Brass Goods—Up from 5 to 10 per cent.
Wrought Brass Butts—Advanced about 17½ per cent.
Peterborough Builders' Hardware—Now 45 and 10 per cent.
American Padlocks—Advanced from 10 to 25 per cent.
Canada Plates—Advances make.
Tin Plates—Up 15 cents per box.
Terne Plates—Now $7.15.

TORONTO.

Iron Pipe—Stiff advances on large sizes.
Plumbers' Brass Goods—From 5 to 10 per cent. higher.
Tin Plates—25 cent advances on some lines.
Charcoal Terne Plates—Quoted higher.
Tinned Sheets—Higher quotations.
Bar Iron—Now quoted at $2.25.
Refined and Horseshoe Iron—Advanced.
Hoop, Tire and Sleighshoe Steel—Advanced.
Builders' Hardware—Peterborough advanced 10 per cent.
American Padlocks—Prices withdrawn.
Wrought Brass Butts—Advancing.
Japan Handled Shears—Advanced five per cent.
Wire Nails—Now $2.10 base—no rebate.
Linseed Oil—One cent higher.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Nov. 2, 1906.

With the breaking up of the mild weather which has continued for so long a time, trade in Fall goods has taken on a new impetus. Even the holiday on Thursday (All Saints' Day) made no appreciable difference in the sales of the week, and, as the weather prophets predict continued cold weather, it is certain that late Fall and early Winter goods will experience a heavy demand during the next few weeks.

Prices are still going up. This week, announcement has been made of advances in all manufactured brass goods, both English and American. Averaging between 5 and 10 per cent. more than those hitherto quoted. Figures on wrought brass butts, have been advanced about 17 1-2 per cent. All these changes have been made necessary by the condition of the copper markets.

Revised discounts have been issued by the Peterboro Hardware Co., and their full line is now quoted at 45 and 10 per cent., instead of 50 and 10, as formerly. American padlocks have also gone up, manufacturers having declared the following advances: Padlocks selling at less than $4 per doz., 25 per cent. advance; at from $4 to $5, 20 per cent. advance; at from $5 to $6, 15 per cent. advance; at more than $6, 10 per cent. advance.

One of the features of the week has been a famine in wire nails. One of the leading manufacturing interests reporting a scarcity in all sizes except 1 1-2 inch.

AXES—Business continues healthy. Our prices are: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES — Our prices remain as follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Prices in Montreal continue to be quoted as follows: "Prism," $7; "Prism" globes, $1.20; Cold Blast, $4; No. 0 Safety, $3.50 to $3.75.

COW TIES AND STALL FIXTURES—Good shipments of these lines are still being made. Quotations remain: Cow ties, discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS—Business continues good. We are still giving prices as follows: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—As all copper goods are going up, an advance in copper rivets cannot be much longer postponed, as is the opinion of leading members of the trade: We still quote: Best iron rivets, section, carriage, and wagon box, black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 35 per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 30 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—Our quotations are still as follows: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS— Discounts as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.; Felisterhead, brass, 25 per cent.

BOLTS AND NUTS—No relief of any account has been experienced from the shortage reported some time ago. We quote: Carriage bolts, ⅜ and under, 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—We quote discounts: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—An actual famine in all large sizes is reported this week. Prices, in consequence, have stiffened. We now quote $2.15 per keg base, f.o.b. Montreal.

CUT NAILS—No change in conditions has occurred since our last report. $2.20 base, f.o.b. Montreal.

HORSESHOES—Business is very active just now, and prices are steadily held at the following prices: P. B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Sales are increasing with the advance of the season, and good inquiries are coming to hand.

CEMENT AND FIREBRICK— Unchanged conditions prevail: We quote: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN— The big season for this line is rapidly approaching. Prices are very firm. We quote as follows: 5-16 in., $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT— We still quote: Shot, packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION—Orders are still going out. Our quotations are as follows: Loaded with black powder, 12 and 16

gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Nov. 2, 1906.

Last month's business undoubtedly broke all records for the same month in previous years and with the coming of brisk Fall weather November has started off well with indications of the year being rounded off with a splendid quarter's trade.

Buying of general hardware as well as of seasonable and holiday goods is very brisk and considerable night work is being done by the wholesale staffs in order to catch up with orders in hand.

Booking orders on Spring goods are also fairly heavy but the jobbers are protecting themselves from expected advanes in the Canadian tariff during the coming session of Parliament. American hardware and tools will, of course, have to advance if the tariff is increased.

Another advance has been made this week on wire nails, the rebate of 10c. being discontinued and prices now being firm at $2.10. With the advances on wire during the past month and the heavy demand for nails the advance was not unloooked for.

Peterborough builders hardware, locks and knobs, have been increased ten per cent., the discount being changed from 50 and 10 to 45 and 10 per cent. American padlocks are also being advanced and new lists are to be issued on wrought brass butts. Another line showing an advance is Japan handled shears, they being subject to a 5 per cent increase.

Shipments being made include large quantities of cutlery, skates, sleighbells, cow ties, etc., in addition to general sorting goods. The trade in rifles and ammunition has been enormous and jobbers' stocks are almost depleted. A let-up is looked for on this line very soon, however. Horse blankets and building paper are being sold largely by the retail trade.

AXES AND HANDLES—While shipments have already been very large, demand keeps up well and the season's trade will make a record total.

CUTLERY AND SILVERWARE — Cutlery and silverware have sold well and large shipments are being made. Japan handled shears have advanced 5 per cent.

SPORTING GOODS—Demand for shooting materials has been enormous and jobber's stocks have been almost cleared out, while some sizes of loaded shells are cleaned out. Skates are being shipped in nearly every order.

CHAIN—We continue to quote : 1 inch, $6.60 ; 5-6 inch, $4.55 ; 3-8 inch, $3.95 ; 7-16 inch, $3.80 ; 1-2 inch, $3.65 ; 9-16 inch, $3.55 ; 5-8 inch, $3.45 ; 3-4 inch, $3.35.

RIVETS AND BURRS—Prices hold firm and demand is keen.

SCREWS—Demand keeps up to the limit of the factories output.

BOLTS AND NUTS—Stocks continue very light and prices firm. Relief is not expected before New Years.

TOOLS—A heavy trade has been done in mechanics' tools and the demand is still brisk.

SHOVELS—Demand is brisk and dealers are sorting in snow shovels.

LANTERNS — Cold Blast lanterns are now quoted at $6.50 per dozen. Shipments of lanterns, lamps and all lighting goods are extraordinarily large. Higher prices can be looked for on brass fixtures.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote : 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING — Barb and plain twist fencing, galvanized and coiled spring wire are all firm at the advanced prices.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31 ; gauge 11, $2.37 ; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—We quote $2.10 base, with no rebate. Stocks are light and the market advancing.

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows : P.B. base, $3.65 ; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80 ; No. 1 and smaller, $4.05 ; snow, No. 2 and larger, $4.05 ; No. 1 and smaller, $4.30 ; light steel shoes, No. 2 and larger, $4.15 ; No. 1 and smaller, $4.40 ; featherweight, all sizes, 0 to 4, $5.75 ; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra ; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—Call for horse blankets is becoming general and shipments are fairly large. Bells are not so active.

STABLE FITTINGS—This line is being included in most sorting orders and cow ties are in good demand.

BUILDING PAPER—Trade has livened up as a result of the cool weather.

CEMENT—We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30 ; American low-grade, $23 to $25 ; high-grade, $27.50 to $35.

HIDES, WOOL AND FURS—

Hides, inspected, steers, No. 1		0 12½
" " " No. 2		0 11½
" " cows, No. 1		0 12½
" " " No. 2		0 11½
Country hides, flat, per lb., cured		0 10½
Calf skins, No. 1, city		0 13
" " No. 1, country		0 12
Lamb skins		0 85
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb.		0 25
" " extra		0 27
Wool, unwashed fleece	0 15	0 16
" washed fleece		0 25

The fur season is just opening and prices here are based upon those obtained at the recent London auction. There are generally three of these sales in the year—October, January and March—sometimes four. Following are the total offerings at the recent London October sale and that of a year ago, with a percentage indication of the prices obtained :

TOTAL OFFERINGS.

	1905	1906	Price obtained
Raccoon	9,986	4,000	Same as in March.
Muskrat	22,675	38,000	Same to 10 per cent. higher than in Jan.
Skunk	15,234	21,100	25 per cent. lower than in March.
Mink	6,950	29,625	Same as in March.
Martin	5,409	10,203	5 per cent lower than in March
Red fox	1,480	5,150	15 per cent. lower than in March.
Lynx	3,731	7,500	7½ per cent lower than in March.
Ermine	1,070	5,100	10 per cent higher than in March.

It is known that besides the number given the Hudson Bay Co. sold many thousand lynx.

The prices made here for No. 1 prime are as follows :

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red	....	3 00
" cross	3 00	5 00
Lynx	....	5 50
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 50
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long striped	....	0 50
Marten,	3 50	20 00
Muskrat, fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 15

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 2, 1906.

Possibly the action of the Bank of England in advancing discounts to 6 per cent., temporarily depressed the metal market, as it did other trading interests. At any rate, metals are not so uniformly buoyant this week as they have been for some time past.

Copper has eased a little, although there does not seem to be any increase in the visible supply. While Montreal prices remain nominally the same as last week there is a tendency to shade a little on quantity orders.

Lead is also slightly weaker during the past few days. In this case, too, however, the same remarks apply as have been made about copper. Prices remain the same, but easier conditions prevail.

Several advances have been made in sheet metals. Galvanized iron has gone up all around, as has been predicted in these columns. Increased quotations hae also been made in all Canada plates, except full-polished.

As foreseen in our last week's report, tin plates have gone up, though the advance has been only 15 cents per box instead of 25, as was expected. Terne plates have also gone up in sympathy.

COPPER—Although somewhat easier, the market still supports last week's prices. On quantities, however, better quotations are available. Our prices: Ingot copper, 24c. to 24 1-2c.; sheet copper, base sizes, 31c.

INGOT TIN—Fluctuations have occurred during the week, but prices have steadied again and are quoted the same as last week: 46c. to 46 1-2c. per lb.

ZINC SPELTER—Conditions are unchanged. We quote: $7 to $7.25 per 100 lbs.

ANTIMONY—The market is firm at 27 1-2c to 28c. per lb.

PIG LEAD—Lead is somewhat easier, quotations remain: $5.15 to $5.25 per 100 lbs.

PIG IRON—We are still quoting: Leading brands are now quoted as follows: Londonderry, $23; Carron, No. 1, $24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES—We still quote: British and American tubes, 1¼ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15½c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's best, 11c. to 11½c.

GALVANIZED IRON—Prices have advanced and we are now quoting: Queen's Head, 28 gauge, $4.50 to $4.75; 26 gauge, $4.35; 22 to 24 gauge, $3.80; 16 to 20 gauge, $3.65; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40: Comet 28 gauge, $4.35 to $4.60; 26 gauge $4.20 to $4.45; 22 and 24 gauge, $3.65 to $3.90; 16 to 20 gauge, $3.50 to $3.75; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 and 24 gauge, $3.65; 16 to 20 gauge, $3.50; Gorbal's "Best Best," 28 gauge, $4.40 to $4.65; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.35 to $4.60. In less than case case lots 25c. extra.

BLACK SHEETS—No change has yet taken place. We continue to quote as follows: 28 gauge, $2.50; 26 gauge, $2.45; 22 and 24 gauge, $2.30; 20 gauge, $2.25; 17 and 18 gauge, $2.25; 8, 10, 12 and 14 gauge, $2.55.

CANADA PLATES—Further advances have been made this week and we are now quoting: 52's, $2.65; 60's, $2.70; 75's, $2.80; full polished, $3.75 to $4; galvanized, 52's, $4.35; 60's, $4.60.

TIN PLATES—As predicted two weeks ago, prices have advanced. Our figures now are: Cokes, base size, 1C 14 x 20, $4.15; charcoal, base size, 1C, 14 x 20, $4.40.

TERNE PLATES—We are now quoting an advance of 30 cents, as follows: $7.15.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Last week's advance is firmly held. Prices: 2½ lbs., 6¼c. by the roll; 3 lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

MERCHANT STEEL—Our prices are as follows: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

BAR IRON—We are still quoting $2.10 base, f.o.b. Montreal.

OLD MATERIAL — Dealer's prices are as follows: Light copper, 16c.; heavy red brass, 15½ to 16c., yellow brass, 12c.; light brass, 8½c.; lead, 3¾c.; zinc, 4c.; machinery cast scrap, $15.50; wrought scrap, $14 to $15; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubber, 8c. to 8¼c.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, N. 2 1906.

While few price changes have been recorded on ingot metals bars and sheets have been adjusting themselves to the recent advances on pig iron and ingot tin, and we report this week the advances we predicted a week ago on tin plates, the increase including tin and terne plates as well as tinned sheets. Bar refined and horseshoe iron, and hoop, tire and sleighshoe steel have also been moved up higher.

Pig iron is no more plentiful than in recent weeks, while bars are in the same position. Business is very active in both lines. Bolts and nuts are growing harder to secure and no relief can be looked for before New Year.

Ingot tin is not so strong in foreign markets, but tin plates are firm and active with local stocks very light. Galvanized Canada plates used by roofers have advanced and ordinary and all bright Canada plates are expected to move upward.

Copper is unchanged, but stocks are getting lower, the demand keeping up in spite of high prices.

Lead and spelter are more active and are firm in price. Antimony is unchanged.

Stocks of all metals have been run down to a low point by the heavy demand, and in the opinion of one dealer stocks in jobbers' hands have never been so low as at present.

PIG IRON — Market is very active with the shortage becoming more acute. We quote as follows: Radnor at furnace $33; Hamilton at furnaces, No. 1, $23; Londonderry, f.o.b. Toronto, No. 1, $24; Middleborough, $23.50; Summerlee, $25.

BAR IRON—We now quote $2.25 base, f.o.b. Toronto, with discount of 2 per cent. net cash, an advance of 5c. over last week.

INGOT TIN—Conditions are unchanged locally but outside markets are weaker. We quote: 45c. to 46c. per lb.

TIN PLATES—The advance of 25c. per single box predicted a week ago has been made and buying is lively at the advance. Stocks are very light.

GALVANIZED SHEETS — Canada plates are expected to advance. Galvanized sheets are very firm and black sheets unchanged.

BRASS—Business is active and it is difficult to obtain deliveries. We quote: Sheets, 23c. to 24c. per lb.

COPPER—Stocks are rapidly being depleted. We quote prices as follows: Ingot copper, $24 per 100 lbs., and sheet copper $30 per 100 lbs.

LEAD—Stocks continue scarce and the market firm and active. We quote as follows: $5.25 for imported pig and $5.75 for bar lead.

ZINC SPELTER—Both outside and local markets are active and prices firm. We quote: 7¼c. per lb. for foreign and 6¼c. per lb. for domestic. Sheet zinc has been advanced 25 per cent.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.65; tank plates, 3-16 inch, $2.50; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—Trade is active at 27c. to 28c.

OLD MATERIAL — Dealers' buying prices are: Heavy copper and wire, 16½c. per lb.; light copper, 15c. per lb.; heavy red brass, 14c. per lb.; heavy yellow brass, 12c. per lb.; light brass, 8½c. per lb.; tea lead, $3.40 per 100 lbs.; heavy lead, $3.60 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $12; No. 2 wrought, $5; machinery cast scrap, $15; stove plate, $11; malleable and steel, $6; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars,

f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

For Manitoba, British Columbia and Maritime Provinces markets see pages following.

U. S. Iron and Metal Trades

From the Iron Age, Nov. 1, 1906.

In respect to foundry iron, demand has grown more urgent and inquiry for foreign iron has increased. One of the unusual conditions resulting is the practical establishment of a uniform price of $25 for spot No. 2 foundry iron, both east and west, and in the Chicago market as high as $25.50 has been paid. Southern furnaces have advanced their prices for 1907 to $17.50, Birmingham; for No. 2, and in the eastern market $22 at furnace is now quite general. That the necessities of buyers are growing more imperative is indicated by their willingness to pay what would have seemed a fortnight ago an improbable figure.

Bessemer iron for 1907 has gone to $22, at Valley furnace; one buyer took 16,500 tons, delivery in the first half, paying $21, at furnace, for 10,000 tons, and $22 for a 5,000-ton lot.

The fact that sellers of lake ores will ask 75c. a ton advance for Bessemer grades for 1907 shipment and at least 50c. a ton advance for non-Bessemer, while coke for next year is selling at $3.10 and $3.15 at the oven, has stiffened the views of furnacemen as to prices for next year, and these have advanced all along the line. It is understood that as high as $1 a ton above the 1906 level has been obtained for lake ores for 1907.

Imports have reached good proportions and the indications point to an increase in the movement. Considerably more than 50,000 tons is represented in the purchases of importing firms. Sales have been made at $23, tidewater, for No. 1 Scotch; $21.50 to $22 for No. 1 Middlesborough, and $20.75 for No. 3. One fact bearing on the continuance of imports is that foreign irons are now only $1 a ton below domestic irons, while in the big movement of 1902 and 1903 the spread was $2 to $3. Since the first purchases for the United States early in October Middlesborough warrants have advanced about $1 a ton, or from 54s. to 58s.

The largest pig iron transaction of the week is 30,000 tons of malleable Bessemer at Chicago for a wheel foundry, deliveries covering the last nine months of 1907. In the east a large business has been done in low phosphorus iron, both foreign and domestic, at about $26, delivered at eastern Pennsylvania works.

The effect of the strain for larger outputs in October is more pronounced in steel making lines. In some cases ore and coke supplies have not been sufficient for record-breaking operations. The Steel Corporation finishes the month with a general breaking of its previous high records of March, this year. Up to October 27 its ingot production had reached 1,120,000 tons. In the same time the finished material output was 825,000 tons, as against 770,000 tons in an equal period in March. The Edgar Thomson rail mill had reached on October 27 the remarkable record of 79,000 tons.

Export business has kept up well. After several months of inability to take on new rail business for export, the mills are again booking orders. In the past week 30,000 tons was closed for the Guayaquil & Quito, the well-known Ecuador line, for shipment in the latter half of 1907 and the early months of 1908. Domestic rail business pending amounts to over 200,000 tons, including a large block for trolley lines.

Structural contracts of the week include 6,000 tons for the Detroit tunnel and an increase of the Northern Pacific bridge order to 17,000 tons. Plate mills are receiving specifications from steel car works at the rate of 2,500 tons a day. On structural steel from 6 to 10 in. the mills find the pressure relaxing.

The expected advance in tin plates from $3.75 to $3.90 a box, Pittsburg, became effective October 25. The sheet mills have put up prices on the heels of an unprecedented demand, $1 a ton for blue annealed and $2 a ton for black and galvanized.

The report of a pending contract for 450 miles of 8-in. line pipe has put the pipe trade on the qui vive.

At Pittsburgh a $3 advance in bar iron by leading producers is reported, or to $1.75. The expected advance of $2 in hoops, which was to be effective November 1, was not made.

United States Metal Markets

From the Iron Trade Review, Cleveland, Nov. 1, 1906.

The first extensive importations of British iron have been begun as the result of the extremely high prices of the domestic product for immediate delivery. Some 30,000 tons of Middlesboro iron has been secured and the first two cargoes were sold at about $21.50 on the docks before their arrival. This will be consumed principally along the coast, though a part of it will go as far west as the central states. Quick delivery iron in all of the northern centres is selling as high as $25 per ton for No. 2 foundry, and at $20 or above for the southern grade. It is not believed, however, that unfilled requirements call for any extremely large tonnage and consequently present prices are not affecting consumers generally. During the week about 20,000 tons of malleable Bessemer sold at Chicago for $21 for delivery during the last nine months of the year; 11,000 of Bessemer for first half delivery brought $21.50 valley, and large sales were closed at New York.

Several advances have become effective during the week, the leading interest has raised the price of sheets, tin plate and roofing, and jobbers have followed the advance. The principal bar iron producer has raised its price to $1.70 Youngstown, and large tonnages have been disposed of to car building interests. Ferro-manganese has risen sharply, and the demand for crude steel can be gauged from the fact that open-hearth billets sold during the week at $31.50 Pittsburg. The Steel Corporation reports unfilled orders at the close of the third quarter of the year amounting to 7,936,884 tons, the largest on record.

While October ore shipments are not yet tabulated, it is known that the movement has been the largest in history, and with any kind of favorable conditions until the close of navigation the season's shipments will be in the neighborhood of 37,000,000, a gain of 3,500,000 tons over last season. With the exception of one interest which has been selling ore for 1907 for the past fortnight, ore producers are still declining to enter the market for next season.

London, Eng., Metal Markets

From Metal Market Report, Oct. 31, 1906.

PIG IRON—Cleveland warrants are quoted at 58s., and Glasgow standard warrants at 57s. 6d., making prices as compared with last week 4½d. lower for Cleveland warrants and 3d. lower for standard warrants.

TIN—Spot Tin opened weak at £192 10s., futures at £194 10s. and after sales of 360 tons of spot and 460 tons of futures closed easy at £192 12s. 6d. for spot, £194, 2s. 6d. for futures, making price compared with last week £5 12s. 6d. lower on spot and £3 17s. 6d. lower on futures.

COPPER—Spot Copper opened weak at £97 5s., futures £98, and after sales of 50 tons of spot and 250 tons of futures, closed easy at £97 2s. 6d. for spot, £97 17s. 6d. for futures, making price as compared with last week £1 lower on spot and 5s. lower on futures.

LEAD—The market closed at £19 2s. 6d. making price as compared with last week 7s. 6d. lower.

SPELTER—The market closed at £27 15s. making price as compared with last week 5s. lower.

N.S. Hardware Trade News

Halifax, N.S., Oct. 30, 1906.

The hardware business keeps on the boom, good orders coming in from all quarters. The Cape Breton trade this season is phenominal, in fact it was never better. Prices are very steady now, though some lines show a strong tendency to advance. There is a scarcity of glass on the market, and the iron pipe situation shows no improvement over last week. There has been a very good sale for fire arms and also powder and shells. Fishing supplies continue to sell quite freely, and the demand for camera supplies good. Turpentine is steady at 95 cents, boiled oil at 65 cents, and raw oil at 60 cents. Some of the jobbers are now engaged in filling big orders for lumbermen's supplies.

* * *

The destruction by fire last week of the Bankhead at Reserve Colliery, Cape Breton, caused a temporary set back to business there, but work will soon be resumed again. The machine shop was also destroyed. Over 1100 men were thrown out of employment. It is the intention of the Dominion Coal Co. to start operations again as soon as possible. A new bankhead and shops will be erected and modern machinery installed.

* * *

At a special general meeting of the Robb Engineering Co. of Amherst, the stockholders unanimously passed a resolution ratifying the amalgamation (referred to in last week's issue) of the Robb Engineering Co. and the Robb Mumford Boiler Co. of Fremington, Mass.

Advices received from Ontario stove manufacturers recently advise an advance in prices which the makers have been compelled to make owing to the greatly increased cost of iron and all other materials. No advance has yet taken place among the lower province makers.

* * *

Gasperaux River in King's County, N. S., is to be utilized for a pulp and also a power plant. T. W. Kneeland, of Rochester, N. Y., has acquired water privileges and about 30,000 acres of pulp wood land, and is organizing a company to develop them. He has built two dams. He proposes to flume the water four miles to near White Rock, where it will be conveyed by pipe to the mills. The river has a fall of 400 feet, and one of 220 feet in a distance of 1 3-4 miles. The object of the dams and flue is to preserve the water at the higher levels where it can be utilized.

* * *

Rumor has it that in the course of a few weeks great changes and improvements will take place at the Nova Scotia Steel & Coal Company's plant. So favorable have been the results, and so well has the product of the company been received on the market that the supply can by no means meet the demand. It is said that at present orders are being received by the big company which necessitates their increasing their plant at the blast furnaces and other departments of their works. Next week, if possible, the furnace will be closed down to give it a thorough overhauling, and it is likely within a short time the blast furnace at Ferrona will be re-erected alongside the present one, Sydney mines. In addition to this the company will increase their open hearths by three or four, which will mean employment for more men.

B.C. Hardware Trade News

Vancouver, B.C., Oct. 25, 1906.

Streets are being laid out in Prince Rupert, the Grand Trunk Pacific terminal on the northern coast of B. C. The first street which is 100 feet wide has been cleared and is being planked. in lieu of paving which will come later. Within three months the embryo city is to be lighted by electricity, is the assertion of Thos. Dunn the pioneer hardware merchant of Vancouver, who has already concluded arrangements which make him the pioneer of the new terminal city. Mr. Dunn has just returned from a visit to the new city, prior to making final arrangements to take his stock there and establish the first hardware emporium.

Some 300 acres of the new town site are now being laid out and a force of seventy men under engineer Pillsbury are busy with laying out the first sections. Other survey parties are busy making final locations for the railway line on Kaien Island, as the land is locally known, where Prince Rupert is to stand. The lines are being finally laid out, and grading will follow. At the same time Dominion Hydrographic Engineer Dodge is located at Prince Rupert for the winter, engaged on surveys of the harbor of Prince Rupert and contiguous waters. The lumber for construction of the first house which the railway company will erect has been sent forward by steamer to Prince Rupert. It is not the present intention to place lots on the market, but leases of lots for business and other purposes will be made, and the railway company will also build a number of houses and other buildings which will be rented to the first locators in the new city.

* * *

A joint body called the Trades and Industries Committee organized under the auspices of the Vancouver city council meets regularly in the city. It comprises members from the City Council, the Board of Trade and the Trades and Labor Council, the latter being the organization of union labor men in the city. The prime object of the committee, when originated, was to foster and promote establishment of industries in Vancouver. As indicated at the meeting held on Tuesday evening of this week, the fact that cheap power cannot be offered to proposed industries was urged by Ald. Heaps, chairman of the committee as a reason why they could not hope to secure new industries. He related his own experience, where he had asked the B. C. Electric Co. for a rate to provide power for his saw mill. They had quoted him a figure of $5,000 annually which worked out to $50 per horse power per annum. He claimed that for a working expense of $1,500 per annum he could produce the same power, using a steam plant. The action of the Ontario government in regulating rates for light, heat and power, was favorably referred to, with the suggestion that something similar would have to be done here. Finally the decision was reached to secure data from neighboring cities as to methods used in inducing location of new industries, also to enquire from the Ontario government what legislation had been passed on the point.

* * *

New Westminster is to have a glass works, equipped to turn out bottles for all the breweries in the province, for the B. C. Distillery, New Westminster, and also to manufacture other articles of glass. The capital stock of $50,000 has been subscribed for to the extent of $38,000. It is expected that very soon the balance of the stock will be taken up. Then work will proceed. The site secured, and in which the new concern is very fortunate, is the old Automatic Can Factory, Sapperton. The property has water front on Fraser river, has both lines of railway passing it, and ample room to expand into a large industry. The buildings of the old can factory are in excellent repair and will be utilized for the new concern. Most of the capital has been subscribed in the three coast cities, leading business men being chiefly interested. Some stock has been taken in Winnipeg and in Montreal, but the great majority of it is local.

* * *

Completing the fourth unit of installation, the Vancouver Power Co. has just installed a Pelton water wheel which brings up the total of power generated at the big power plant on Burrard Inlet, North Arm, to 12,000 h.p. That is, for the operation of the B. C. Electric Railway's lines in this city, and the city of New Westminster, besides for the interurban line, and for power and light in both cities and adjacent suburban districts, there is now 12,000 h.p. available. It is considered that this total will not greatly exceed the demand this winter. The Company has space and power, undeveloped, to instal in all ten units, to generate a total of 30,000 h.p. The plant is located at Lake Beautiful, some fifteen miles from Vancouver on the North Arm of Burrard Inlet, where the water is conducted by great pressure pipes down to the wheels, whence it flies direct into the sea.

* * *

The announcement this week by the V. W. & Y. Railway Co.—The Great Northern's coast line—of its intention to establish a terminal on the deep water harbor front of Burrard Inlet, has been accompanied by the filing of its plans in the registry office. The plans show a location east of the Hastings mill property, and extending eastward to the Sugar Refinery's property. The space is ample for wharfage accomodation quite equal to the present establishment of the C.P.R. That portion of the property on the west side, next to Heatlev Ave. is already owned by the Great Northern, its purchase from the Vancouver Engineering Works having been announced some months ago. The Engineering Works Co. is now preparing to remove its plant and business to another site. The remainder of the water frontage sought, according to the plans, belongs to several parties, one of whom is the C.P.R. Oddly enough that railway corporation may be credited with having been at least partly instrumental in having secured legislation permitting of expropriation proceedings for such lands as a railway company may require for terminal and yardage facilities. The power to expropriate carries with it also the power to secure the property at the price generally current at time of filing plans, hence no doubt the action of the Great Northern at this time in filing plans so that inflated values may be rung in.

* * *

Logs scaled by Provincial Government scalers in September totalled 28,413,467 feet, according to the returns filed by A. Haslam, in charge of the government's scaling department. This is a falling off from the previous month's returns of seven million feet. As winter operations are handicapped on this coast it may be expected that there will be a further reduction in the quantity of logs marketed during the winter As the lumber demand is still as active as ever, and mills are months behind with their orders, there is no question but that there will be a scarcity of logs to keep the big mills going during the winter season. British Columbia is a good place for skilled woodsmen and loggers who are sober, steady and willing to work. Wages are top-notch now, and the logs are selling at $8 to $11 in the water.

While conditions in the raw product market are as described, the mill-men have not been overlooking any opportunities. The actual number of raises in the price of lumber has been hard to keep track of this season. But a recent decision has added another dollar per thousand to the price of rough common with a corresponding increase in other grades. The price of rough common is now $16 at the mill an unprecedently high figure, and one which indicates the high price of the better grades and of finished lumber.

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Nov. 2, 1906.)

Office of HARDWARE AND METAL,
Room 511, Union Bank Building,
Winnipeg, Man.

The present active movement of heavy goods is likely to continue until the close of lake navigation. Business is exceptionally active in all general lines, wholesale houses reporting the busiest October on record. Values are steady in most lines but lead has taken another upward jump and accordingly all goods manufactured wholly or in part from lead are likely to be further advanced.

LANTERNS—Prices are firmly maintained at the following quotations: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 per keg.

PRESSED SPIKES—Prices have been advanced and our quotations are now as follows: ½ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅝ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Copper rivets have been advanced and revised quotations will be noted below: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ½, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Business is particularly active at present in axes and handles. Prices are as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Manila rope is steady at the recent advance. We are still quoting as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Shot is likely to be advanced again owing to the increasing strength of the pig lead market. Prices are: Cartridges, Dominion R.F., 50 and 5; Dominion, C. F., pistol, 30; military, 20; American R. F., 33⅓; C. F., pistol, 5 p.c.; C. F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL—Prices are Bar iron (basis, $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—The price has been advanced again and it is now $5.85 for ordinary lots with slight concessions for ton orders.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

LEAD PIPE—The recent advance to $7.80 is likely to be followed by another as a result of the condition of the pig lead market.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels, f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —We quote prices: White lead, pure, $7; bladder putty in bbls., 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg,

TENDERS WANTED

Wire Nail, White Lead and Putty Plants

TENDERS will be received, by registered post only, addressed to

Fred. Somerville, 59 Richmond St. E., Toronto, Ont., up to noon, Wednesday, Nov. 7th, 1906,

FOR

WIRE NAIL PLANT—Stock of Wire and Wire Nails.

WHITE LEAD PLANT—Stock of Dry White Lead, White Lead ground in oil, Refined Linseed Oil.

PUTTY PLANT—Stock of Putty, Whiting and Raw Linseed Oil.

The highest or any tender not necessarily accepted.
Tenders must be separate for Wire Nail Plant, White Lead and Putty Plant.

For further particulars apply

ONTARIO LEAD & WIRE CO., Limited, 59 Richmond St. E., Toronto, Ont.

96c.; Calgary, $1.03; Lethbridge, $1.03; Edmonton, $1.04. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.



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The Perfect Cooker

We draw the attention of the **Western Trade** to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a Western stove factory for Western people only.

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means bronze business and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

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Wire Glass

This is the season of the year when buildings are being completed—Wire Glass will be needed for Skylights, Metal Frames, etc.

Wire Glass is now almost universally used instead of Rough Rolled Plate on account of the ultimate economy. It may crack but the wire mesh keeps it intact and just as serviceable as ever.

Wire Glass is practially indestructible.

Special prices in case lots—write for them. Samples furnished on request. You may have an enquiry any day, better be prepared.

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AT HAMILTON

A FULL LINE OF **TREASURE BASE BURNERS** (WITH OR WITHOUT OVENS) **OAKS, HEATERS,** Etc.

HURRY UP ORDERS WILL BE SHIPPED SAME DAY AS RECEIVED

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CROWN TREASURE

BRITISH COLUMBIA DISTRIBUTOR:

John Burns

VANCOUVER

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

A Smart Catalogue.

One of the most striking and effective price lists that we have seen for some time is that issued by the Canada Paint Co. for their Winnipeg branch, the new lists going into force on the 1st of January, next. The color scheme of red and green, which dominates all the price lists of the Canada Paint Co., is adhered to, and the words Winnipeg Edition, running diagonally across the face of the book, boldly proclaim that this is the Northwest issue. The covers are lithographed by the Benallack Engraving Co. from a design furnished by the Advertising Department of the Canada Paint Co. The book itself is printed entirely by this company's own printing staff, and the work is first-class throughout.

Carriage Heaters.

The Chicago Flexible Shaft Co., La-Salle avenue, Chicago, one of whose specialties is the Clark heater for carriages, has gotten out a neat booklet and several leaflets drawing attention to the unique qualities of the heater and Clark coal for use in the heaters. The sale of carriage heaters should be enormous in Canada during the Winter months and dealers who have not yet gone after this trade should send for a copy of the booklet, which can be had if this paper is mentioned. Price lists are included.

INTERIOR DECORATION

THAT RETAINS IT'S BEAUTY!



Our Metallic Ceilings AND Walls

are in highest favor with practical and artistic people alike.

We make countless beautiful designs, with borders, friezes, dados and every detail to match; they are easily applied, in old buildings over plaster, or in new ones where plaster is not required.

They are suited for every building where practical, durable beauty is desired in the decorative finish, and are fire-proof and sanitary.

EXPENSIVE? Not at all. First cost is small. The plates are so carefully made they fit accurately.

We will give you an estimate if you send an outline showing shape and measurements of your ceilings and walls. Let us hear from you.

M.R Co.

The Metallic Roofing Co. Limited, Toronto, Canada.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

REVIEW OF REVIEWS BESTED.

It has long been the custom both in this country and England to disparage the attempts of Canadians to produce popular magazines. That the tide has turned is evidenced by the remarks of the editor of one of Ireland's leading periodicals, the Irish Monthly, who asserts that there is in Canada a magazine—The Busy Man's Magazine—which outdistances anything in the same field yet attempted in England. In the course of a long eulogy of this magazine he said: "It seems to realize the ideal that Mr. W. T. Stead proposed to himself better than Mr. Stead himself has done in his Review of Reviews. He, too, proposed to reproduce for busy people the cream of the world's magazines; but he is too original a man, he has too much of his own, to be merely a reproducer. Every page is sure to be studded with Steadisms. His magazine is not the less interesting for that, but it is the less able to give with adequate fullness the best articles of the periodicals of the previous month. The Busy Man's Magazine keeps more steadily—that is the best adverb, and the possible suspicion of a pun must not make us fling it aside—keeps more steadily to its purpose of reproducing for busy men and women the best articles from the current magazines of the world. The form, too, of the magazine is much more pleasant, of a convenient size and shape, and the type large and readable."

PECULIAR EXPLOSION.

The adjourned inquest into the circumstances attending the death of the four men who were killed by the explosion on the Russian battleship Rurik, was concluded on Sept. 17. It appeared from the evidence that the apartment adjoining that in which the explosion occurred had been painted with a mixture of pine oil and benzine, and that the gases from the later had in some way come into contact with a naked light, these vapours being rendered more dangerous owing to the very sultry state of the weather at the time of the accident. The jury returned a verdict of "accidental death," and recommended that more explicit instructions should be given in future, and that the men should observe greater care.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Richards Door Hangers.

C. A. McDonald, Montlach, Sask., writes:—Kindly let me know if there is a firm in Winnipeg who I could procure a set of Richards Door hangers from, or if not where I could get them as the wholesale firm I deal with claim they cannot get them in Winnipeg. Thanking you for your information regarding springs, I remain,

Answer—The door hangers referred to are carried in stock by Geo. D. Wood & Co, J. H. Ashdown Hardware Co., the Marshall Wells Co. and by the Miller Morse Hardware Co., all well known Winnipeg jobbing houses.—Editor.

FOUNDRY AND METAL INDUSTRIES

The Dominion Iron & Steel Co., of Sydney, N.S., state that they can manufacture cement from slag much cheaper than it can be manufactured of marl in Ontario. They are going after the Northwest market.

A contract has been given by the Chicago and St. Lawrence Steam Navigation Co. to the Canadian Shipbuilding Co. for a steel freight steamer to be 510 feet long over all, 500 feet on the keel, 56 feet beam, and 31 feet deep.

Preliminary work on what is expected to be one of the biggest coal docks in the district of the lakes was started at Detour, near the Soo, yesterday. The dock is to be 1,000 feet long, 300 feet wide, and the estimated cost, with machinery complete, is $400,000. Several boats at a time will be able to coal there. Construction will be started in the Spring.

The Belleville Rolling Mills, under the superintendency of V. S. Clowes, formerly of Hamilton, has started operations. Eighty-five men are on the register, and the number will be gradually increased till between 200 and 300 are employed. The 18 inch mill is now running and the two others will start almost immediately.

ZINC RESOURCES OF B. C.

The report of the commission appointed by the Dominion Government to investigate the zinc resources of British Columbia and the conditions affecting their commercial exploitation, has been issued. The volume comprises nearly 400 pages, the contents covering a wide scope of matter, historical, statistical and descriptive of the markets for ores, cost and processes of production, mines and smelters working, methods of assaying, etc. Copies of the work can be procured from the Department of Interior, Ottawa.

HOARDING OLD METALS.

Most of those who have had a long experience of the trade in old metals are aware that a miserly habit of hoarding often takes possession of the men who collect copper, gun metal, brass, and even old iron. In many cases it is not so much the hope of making an extra profit which induces them to hoard as the recoil from the well defined feeling of pain they experience in parting with their stock—a feeling similar in character to that of the miser who keeps his gold and starves himself to death. This feeling undoubtedly militates against the free selling of old metal, and in times of moderate prices large quantities are kept back from the market for this reason only. There must be a point in the price-movement of copper, however, when a large proportion of these old-metal hoarders can be tempted to part with their accumulations, and this point may lie between £90 and £100 per ton for standard copper. As the market approaches this level the hidden stores of old copper, gun metal, and brass should begin to return into composition. Those who remember the Secretan copper boom will recollect that an extraordinary quantity of old metal was poured into the market when copper passed the limit of £100; and taking into consideration the fact that what may be called the "latent copper supply" of the world is now five or six times as great as it was in 1887-9, there is at least the possibility of an enormous outpouring of old metal should the market price of standard be carried very much higher than it is at present. But even if such an outpouring should take place, the fact that the consumption of copper is now much greater than it was in the early eighties should prevent serious market troubles as a result of the release of large quantities of old metal. Still the possibility of their release is worth bearing in mind both by dealers in old and by consumers of new metal. —Ironmonger.

A PAYING SPECIALTY

Winter months are seasonable for certain paint specialties. *SHERWIN-WILLIAMS ALUMINUM PAINT*, for instance, has a ready demand. The housewife can use it to splendid advantage on gas stoves, ranges, water boilers, radiators, gas, steam and water pipes, fixtures, mail boxes, etc. It gives a peculiarly rich velvety lustre that lasts.

S-W. ALUMINUM PAINT is free from disagreeable odor, has great covering capacity, stands extreme heat and cold, and is the best paint of this nature on the market. You can handle it with profit. Suppose you place an order now for this good specialty and secure a paying trade. Write today.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

1747

CANADIAN RUBBER CO. EXPANDS.

The Canadian Rubber Co. have purchased the Maple Leaf Rubber Co., of Port Dalhousie, Ont. The purchase price is not stated, but the Maple Leaf Co. have a capital of $300,000.

Practically all brass and composition chips that are found on the scrap metal market contain lead. A short chip indicates lead. A long, stringy chip is usually free from it. As all automatic and screw machines require leaded brass, very little brass without lead is used where machine work is to be done.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT

Polished Steel Sheets

"DOMINION CROWN" brand, first quality, uniform dark blue finish, unexcelled in value.

A. C. LESLIE & CO.
MONTREAL

HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL
The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West, TORONTO

"MIDLAND"
BRAND.
Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents
Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...
Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of
Ferrona Pig Iron
And SIEMENS-MARTIN
OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

Long Distance Telephone Main 4315

CANADA SMELTING CO.
Limited

STANDARD ***Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc***

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S
The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters
'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

"PERFECT" GAVANIZED SHEETS
Is a Synonym for
GILBERTSON'S
COMET
Brand

Flat, well selected, soft and smooth, easy to work up

The price—Less than other high-grade brands Get the prices.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Agent: Alex. Gibb, 13 St. John St., Montreal.

Paint, Oil and Brush Trades

INTEREST WOMEN IN PAINT.

"The best way to clean house is to paint," is a timely motto containing more of fact than of fiction. Paint is a great renovator, not simply brightening up, but literally making clean. Further, it is a little recognized insecticide, destroying both egg and adult; and those unfortunate in getting into apartments infested with vermin will find it a more satisfactory remedy than carbon bisulphide.

Convince a woman on one or two of these points, and you have an interested listener. Few women who have never substituted the paint brush for the scrub brush are aware that they can do the most of their own painting and varnishing. With prepared paint and a few simple directions regarding care and selection of brushes, which the dealer should be prepared to throw in, creditable work is not beyond the reach of the most inexperienced. But the successful salesman should familiarize himself with the common problems of the housewife, anticipating her needs and showing a cordial interest. He should know what colors harmonize—for the color cards are not fully satisfying to the novice; how to prepare sizing for the kitchen wall if it is not hard finished plaster; to warn her against using anything but iron paint on tin. These and other "kinks" will be appreciated and prove profitable on both sides; for the real home-maker delights in using her own hands in every posible way in beautifying her home, and the newly acquired manual skill will find two ways to use paint where one was found before.—Hardware.

LINSEED OIL AND WHITE LEAD.

For some time past a spirited controversy has been waged in the Oil & Colourman's Journal, of London, Eng., as to whether linseed oil combines with white lead? A contribution to the subject by the well known chemist, George H. Hurst, of Manchester, is of interest to all who have looked into this subject. He says:

"I am not going to discuss the controversy in detail, but would like to be allowed to record the result of some experiments which I have had in progress for some weeks. I have had in my possession some old samples of paste white lead, and it occurred to me that if such a thing as saponification did occur these would be likely to show it. I proceeded to extract these samples with methylated ether, petroleum ether, and alcohol. The solutions obtained were submitted to evaporation to get rid of the solvent, and the oil obtained was quite clear and fluid (none was got with alcohol). This oil was tested for lead, which was found to be absent. The residual lead was quite dry and powdery when the solvent had been evaporated off, and on examination showed no sign of containing any oily or fatty matter. Evidently the mere grinding of white lead with linseed oil in the ordinary course of work does not cause and saponification to occur.

"The question arose: Is linoleate of lead soluble in ether, petroleum ether, and alcohol? Some was made by boiling linseed oil with caustic soda to make a linseed oil soap, care being taken to have the saponification complete and to produce a perfectly neutral soap. This was then poured into a solution of lead acetate, the lead linoleate formed carefully washed free from any excess of lead acetate or sodium acetate and dried. Weighed amounts were next put into methylated ether, petroleum ether, and alcohol. I found that methylated ether will take up 2 to 3 per cent. of lead linoleate, petroleum ether takes up 3 to 3 1-2 per cent., while alcohol only takes up 1 per cent. All these solutions show markedly the presence of lead. These results go to show that if, when white lead is mixed with linseed oil, any saponification does occur, the linoleate of lead would dissolve in the ethereal solvent used, and its presence could be detected in the oil left behind. As stated above, such was not found to be the case."

SEASONABLE LINES.

Dealers should make a special effort just now to push paints, varnishes and enamels used for interior finishing. In the cool evenings before Winter sets in householders will do considerable repairing if suggestive advertising brings the matter to their mind. The experiences of the large retail houses of the continent and the conclusions of foremost advertisers endorse the method of constantly offering the trade special lines and bringing new goods to their notice. It keeps the attention of the buying public upon your business, it shows that you are enterprising—and the public is always partial to the enterprising man or enterprising business.

NO WONDER

there has been such an increase in ELASTILITE VARNISH sales. Nothing remarkable about it though when you consider the quality of the varnish at such a reasonable price.

In tins only from ½ pints to 1 gallons. For outside or inside. "Wears on the job, not off it."

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

STOCKS AT

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.
WINNIPEG, MAN., c/o. MASON & HICKEY.

CHAIR VARNISHES

These are made particularly for the use of manufacturers of Rattan Furniture and Chairs of all kinds. If your stock of varnishes is running down specify

CHAIR VARNISHES

in your next order. It will be a profitable investment. Put up in all quantities. Write for prices.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

WE KNOW IT'S GOOD

and, if we could make it any better, we would do so. We personally test every bit of material that goes into

Jamieson's Floor Enamel

Pigments and all other materials are all the very best we can buy in the markets of the world. The greatest skill and care are used in grinding and mixing. Consequently, we are making in our **Floor Enamels** the best possible floor covering that can be used ; and yet, they do not cost much more than the ordinary class of floor paints.

These are talking points which move the goods from your shelves, Mr. Dealer

Be sure to stock up with

Jamieson's Floor Enamels

in all popular colors

Made only by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim for them **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied. Established 1815

CANADIAN AGENT
GODFREY S. PELTON
201 Coristine Building Montreal

A. Shaw & Son
52 Rahere St., E.C., London

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

SHELLAC

MARX & RAWOLLE
NEW YORK
Manufacturers

BLEACHED and ORANGE
Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**
Tel. Main 2661 P. O. Box 14. MONTREAL FOR QUOTATIONS

THE WAY A PAINT STANDS

"the ravages of time" is the point on which consumers want to be satisfied. You only need to tell them that the only white lead used in

"ANCHOR" LIQUID HOUSE PAINTS



TRADE MARK

is "Brandram's"

B. B. GENUINE

to settle this point.

What paint would be likely to stand more wear than the paint made with the white lead that has been the world's standard for nearly two centuries.



BRANDRAM-HENDERSON

LIMITED

Halifax, St. John, Montreal, Winnipeg,

CANADA

Paint and Oil Markets

MONTREAL.

Office of Hardware and Metal,
232 McGill Street,
Montreal, November 2, 1906.

Although the price generally quoted on turpentine, last week, was 95 cents, in single barrel lots, some dealers were asking only 93 cents. Even these, however, have advanced their quotations this week. It was found that, with a ready demand and somewhat short supplies, an extra 2 cents per gal. was warranted. There is every indication of higher figures ruling for some time.

Linseed oil is extremely firm, and sales are readily made upon the present scale of prices. In view of the approaching close of navigation, the paint manufacturers seem to be working at their full capacity to get orders out on time.

A strong demand is dominating this branch of the hardware trade, and, considering also, the firmness of the primary markets, it is said that higher prices may be looked for in the near future, in staple and general lines.

LINSEED OIL—The market is very firm. We quote as follows: Raw, 1 to 4 barrels, 52c.; 5 to 9 barrels, 51c.; boiled, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.

TURPENTINE—Demand is good, and the supply rather short. We quote: Single barrel, 95c. per gal.; two barrels or over, 94c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—We quote: Best brand Government standards, $6.50 to $6.75; No. 1, $6.15 to $6.40; No. 2, $5.80 to $6.15; No. 3, $5.55 to $5.80, all f.o.b. Montreal.

DRY WHITE ZINC—We quote as follows: V.M. Red seal, 7½c. to 8c. Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5½c. to 6½c.

PUTTY—Orders are large and numerous. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—Conditions are unchanged from those of last week. We are quoting: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

GUM SHELLAC — This week's quotations still remain as follows: Fine are constantly advancing, but Canadian jobbers quote the following prices: Fine orange, 60c. per lb.; med. orange, 55c. per lb.; bleached shellac (white) 65c. per lb.

SHELLAC VARNISH—The market in this product continues very firm, in sympathy with the conditions in the gum shellac trade. The prices are: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c

REFINED PETROLEUM— We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20½c. in barrels.

WINDOW GLASS—Prices currently quoted are as follows: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100feet, $3.20; second break, break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of Hardware and Metal,
10 Front Street East.
Toronto, November 2, 1906

Mixed paints and white lead are not being booked for delivery by paint manufacturers after Dec. 1, and it is safe to assume that higher prices will rule on all orders for next season's business, deliveries of which are not made immediately. Red lead is much firmer and we are revising our quotations on hundred pound lots.

Linseed oil has also advanced another cent as a result of the high prices of seed in the Western States, and there does not seem to be much probability

A few more of our

TRADE MAGNETS and TRADE RETAILERS

The Martin-Senour
Porch and Deck Paint
"Stands the Weather."

The Martin-Senour
Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour
Carriage Paint
It's "superfine," everything said.

The Martin-Senour
Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT
100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited

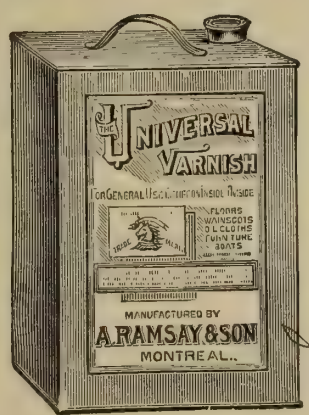
"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited
HALIFAX, N.S.

RAMSAY'S VARNISHES



RETURNED March 8/07 to Montreal
Cut
Page 63

NO STOPPAGE TO BUSINESS

The fire which occured in parts of our Varnish works last week, will not prevent in any way the flow of Ramsay's Varnishes.

The Unicorn Varnishes
" Crescent Star "
" Universal "
" Kaurine "
" 400 Hardoil "

and all other kinds in large storage tanks were untouched.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

UNION
FURNITURE
VARNISH

Not so pale as our Extra Furniture Varnish, but where a moderate-priced Furniture Varnish is required, it will be found most useful. For indoor work only.

The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft and varnish applied with an even light coat.

THE
CANADA
PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL·TORONTO
·WINNIPEG

of prices lowering any during the Winter as shipments of American seed to Europe are reported large. Only about one quarter of the seed required for the oil crushed for Canadian use is home grown, and consequently prices are subject to outside influences. The amount of seed grown in Canada could safely be increased from less than half a million to upwards of a million bushels. One bushel of seed makes two gallons of oil.

Turpentine keeps firm in the south and as stocks are bare locally the market continues strong.

Paris green is another line on which higher prices are looked for next season. Arsenic is both scarce and dear.

WHITE LEAD — Ex Toronto, pure white, $6.55; No. 1, $6.17½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $5.40.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.50; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.25.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 54c. to 55c.; 5 to 9 barrels, 53c. to 54c.; boiledl 1 to 4 barrels, 57c. to 58c.; 5 to 9 barrels, 56c. to 57c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic shee , 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75; barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—Gals., 70c. to 80c.

BRIDGE PAINTS—Gals., 75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

HOW CRUDE OCHER IS WASHED.

The crude ocher, brought in cars from the mines, is either dumped directly into a log washer or dumped on a platform and shoveled into the washer. The log washer consists of a log 12 to 20 feet in length and 8 to 14 inches in diameter. Iron teeth or paddles are set along the log in an irregular spiral. The log revolves in a trough (into which water flows) by power applied to gearing at one end of an axis passing lengthwise through the log. The paddles, during the revolutions of the log, break up the material (crude ocher) fed in and gradually force the sclid residue (sand, etc.) to the upper end of the trough, while at the same time the water carries off the lighter portion (containing the ocher and the finer particles of sand and clay) at the lower end of the washer. The ocherous water is led through a series of settling troughs 300 to 800 feet in length, set at a gentle slope. The heavier particles are deposited in these troughs, while the water, still carrying the finer ocher, has settled to tanks. Here it is allowed to stand until the ocher has settled to the bottom. The overlying water, fairly clear, is then drained off through pipes set in the sides of the tanks.

The ocher in the tanks is allowed to dry, under the action of the sun, until it is solid enough to be handled. It is then shoveled out and taken to the drying house. The final drying takes place either on racks in the open air or over coils of steam pipe. The latter process is, of course, quicker, but results in the loss of part of the ocher, as that portion nearest the pipes is dehydrated too much and takes a reddish tint. After drying, the material is finely ground. The machine used for this purpose is a Clark pulverizer or other mill of the same type.

ALABASTINE POPULAR.

R. E. Haire, general manager of the Alabastine Co., Paris, Ont., was a caller on Hardware and Metal in Toronto this week, he reporting that the demand for Alabastine this year is greater than any previous year. The company is operating a gypsum mill at Caledonia in addition to their plant at Paris, the gypsum being sold to the Portland cement companies for mixing with the cement to deter the setting. A very rich vein of gypsum, ten feet wide, has recently been discovered, and is now being worked at Caledonia, it being right alongside the railway track and the most accessible for shipment of any in Ontario.

Alex. Bertram, brother of the late John Bertram, M.P., is now Ontario sales representative of the Alabastine Company.

If we had all the money that has been sunk in gold mines we would not care to have all the money that has been taken out of gold mines.

* * *

The Crown Bank has had new plans prepared for a branch in Burford, Ont., having disposed of the building originally begun by it to the Bank of Toronto.

Calgary Correspondent WANTED

HARDWARE AND METAL wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

Hardware and Metal

511 Union Bank Bldg.

WINNIPEG, MAN.

"Watch ALABASTINE Sell"

Last season was a record year with us, yet we have determined to make during 1907 an

Increase of 100 per cent.

Our publicity campaign will be far more extensive than formerly, and all our

ALABASTINE

advertising matter is new, attractive and convincing.

Every dealer will feel the results of this publicity coupled with the new advertising matter going out with the goods, and they will warrant him in putting in a stock of all the shades. This will be Alabastine year.

Present delivery, Spring dating
Order direct or through your nearest jobber

THE ALABASTINE CO., LTD.

PARIS, ONT.

DOMINION

Buy Advertised Canadian Ammunition

¶ Don't make a mistake and stock imported shells and cartridges, for you will have to work harder to sell them than **Dominion Ammunition.**

¶ **Dominion Shot Shells** and **Cartridges** are growing in Canadian favor by leaps and bounds, not alone because of our advertising, but for the very good reason that they are of dependable quality—the kind that brings new customers to your store, and the old ones back again.

¶ Mr. Jobber, 1907 will prove a record breaker for **Dominion Ammunition.** Be prepared for the demand.

Dominion Cartridge Company, Ltd.

4 Hospital Street, MONTREAL

Foreign Agencies :

UNITED STATES — ENGLAND — AUSTRALIA — NEW ZEALAND — JAPAN — ARGENTINE — MEXICO — BRAZIL

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Turpentine works will shortly be established at Killaloe, Ont.

The Massey-Harris Co. will erect a warehouse in Humboldt, Sask.

The Dowswell Mfg. Co. is erecting an $8,000 addition to its plant in Hamilton.

The J. H. Ashdown Hardware Co., of Winnipeg, will erect a branch warehouse in Calgary.

The name of the Toronto Contracting & Paving Co. has been changed to the Orpen Co., Limited.

The Seaman-Kent Co., of Toronto, is considering the establishment of a branch in Fort William.

The North American Wrecking Co. has registered in Montreal, with Thomas J. Drummond as president.

The buildings of the Rapid Tool Co., at Peterboro, have been completed, and machinery is now being installed.

The Chapman Double Roller Ball Bearing Co. is erecting a $10,000 factory on Sorauren avenue, Toronto.

The American Metal Co., of Winnipeg, has sold out, and the Detachable Boiler Flue Mfg. Co. has been incorporated.

Hespeler has carried a by-law granting $15,000 to a firm who will manufacture forge blowers, dust blowers, etc.

W. J. Copp & Son, of Fort William, stove manufacturers, have appointed McDonald & Voigt their agents in Dauphin, Man.

The Ideal Concrete Machinery Co., with head offices in South Bend, Ind., has opened a Canadian branch in London, Ont.

It is reported that the United Zinc Co., of Boston, will establish a branch on the south side of Adelaide street, Toronto.

A hydraulic plant has been installed two miles out of New Liskeard, to supply that enterprising town with light and power.

Representatives of the Dominion Steel Co., of Sydney, C.B., have been in Port Arthur with a proposal to establish a wire works there.

The Elder Carriage Co. is building a $9,000 factory in Toronto. The Sharpless Separator Co. is erecting a building which will cost $15,000.

A million dollars will be spent by a new company, of which the Rev. Dr. A. S. Grant is head, in revolutionizing power conditions in the Yukon.

The ratepayers of Alvinston, Ont., will vote on a by-law to loan $6,000 to J. Smith for the establishment of a basket and nail-keg factory in that town.

Contracts for improvements to the power plant of the Lake Superior Corporation at the Michigan Soo, amounting to about $1,000,000, are being let.

Canada Lighting Fixtures, Limited, Winnipeg, has purchased the lighting fixture stock of the James Stuart Electric Co., Limited, and is seeking incorporation.

Work on the mountain drain improvements at Hamilton is being rushed, but there is little prospect of completing it this year. Scarcity of labor is one of the main drawbacks.

The International Acheson Graphite Co., of New Jersey, has been licensed by the Ontario Government to carry on the manufacture of graphite in its various forms. The capital is limited to $40,000.

The concrete foundation for the new steel water tower which the Town of Fort Frances, Ont., is erecting in connection with its waterworks system, has been commenced. The tower will be 92 feet high, with a capacity of 100,000 gallons.

John Robson, A.M.I.M.E.; J. M. Wilkinson and M. J. Miller, have taken over the Miller Reversible Gasoline Engine Co., of Toronto. The name of the new company is the British Canadian Engineering Co., and its capital is $250,000.

The last issue of the Manitoba Gazette contains notices of incorporation of the Western Fire Clay Products, Limited, dealers in building supplies; and the Commercial Cement Co., capital $150,000, provided mainly by North Dakota capitalists.

Work on the 30 new dwellings for the employes of the Ontario Iron & Steel Co., at Welland, is being rushed by the Welland Construction Co., who have the cantract. Fifteen of the houses are to be finished by Jan. 1, and the remainder by the 1st of March.

The new factory of the McGlashan, Clarke Co., at Niagara Falls, Canada, is now in operation. The site of the factory is on the direct line of the Michigan Central Railway, and the main building is 70 x 300 feet. It is equipped with the latest machinery. Electric power is used throughout. Flat ware and cutlery, both in silver and nickel-silver, are being manufactured. The officers of the company are: E. G. Clarke, president; J. G. Cadham, vice-president; Lee McGlashan, general manager, and S. Woods, secretary and treasurer. John C. McCain is superintendent.

The United States Steel Corporation has perfected plans to dominate the Portland cement industry of the United States. This step is in keeping with the modern tendency of big corporations to utilize every ounce of by-products. The steel corporation will make use of its slag, which has heretofore been of practically no value, and by this means it is hoped to add materially to revenue. The demand for cement is growing at a rapid rate, and the industry is regarded as a peculiarly profitable one for the steel trust, with its unrivalled facilities, to engage in. Official announcement is made of the plans by which the steel corporation not only will control the Portland cement industry in Chicago, but will invade the east by building a plant near Pittsburg. The Universal

Portland Cement Company, capitalized at $1,000,000, took over on October 1 the plants and business of the cement department of the Illinois Steel Company. It is planned to increase the output of cement by nearly 150 per cent. by the erection of a new plant near Pittsburg. To do this $3,000,000 will be expended—taken from an appropriation made by the management of the steel corporation last Spring. When the plants are completed the yearly putput will be about 6,000,000 barrels and will exceed by 10 per cent. that of the entire country. This will give the corporation the premier position in the industry, and it is probable that other plants will be started to keep pace with what is expected to be a rapidly growing demand.

BUILDING NOTES.

A handsome Masonic temple will be erected in Calgary.

The Adams furniture Co. is erecting a $30,000 warehouse in Toronto.

The Rubber Tire Wheel Co. will erect a large garage on Guy street, Montreal.

The Y.M.C.A. of Vancouver is erecting a $3,500 frame and concrete addition.

Stanley Mills & Co. will erect a large store and factory building on John street, Hamilton.

Tenders for the new Morris street engine house, Halifax, will be asked for by the city clerk.

T. H. Smyth is erecting a $7,000 store and dwelling block on Dundas street, Toronto Junction.

Improvements are being made to the premises of the Canadian Bank of Commerce in Ponoka, Alta.

It is stated that the J. D. King Co., boot and shoe makers, of Toronto, will locate a branch at Calgary.

The Massey-Harris Co. has taken out a permit for a $15,000 extension to their main building in Brantford.

Vancouver citizens will vote next month on a by-law permitting a $47,000 addition to the Lord Roberts School.

The Hamilton Y.M.C.A. proposes to erect a four-storey building for the boys' department, at a cost of $30,000.

A four-storey Turkish bath building, to cost $100,000, is to be erected in Montreal by the Crescent Turkish Bath Co.

The Merchants' Check Book Co. will erect a factory on the corner of Camden street and Spadina avenue, Toronto.

The Prince Albert School Board has secured a site for a Collegiate Institute and will erect a first-class building next year.

The Metropolitan Bank is reported to have purchased property in Streetsville, Ont., for the erection of a branch in that town.

The new Presbyterian church at Wolseley, Sask., will be finished shortly. The building will cost in the neighborhood of $25,000.

St. Germain & Black, Ottawa, are erecting a $4,000 dwelling on Besserer

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

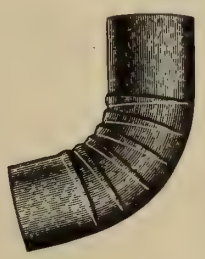
F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Paroid Roofing Will Make Money for You

READ THIS:

Thousands of dealers all over Canada and the United States are making with Paroid one of their most profitable lines. If you are not selling Paroid it will pay you to get our proposition.

Why Paroid is the Best Ready Roofing Made

Paroid is the best quality of ready roofing made. Railroads, manufacturers and farmers all over Canada and the United States are using it in place of shingles, tin, iron and other kinds of roofings, because it lasts longer and costs less.

We make Paroid from start to finish —we make our felt—the most important part of the roofing, while other manufacturers buy their felt where they can get it cheapest. That's the principle reason why Paroid lasts longest. We could not stand back of Paroid if we did not make the felt.

Paroid is **soaked** and coated with a thicker, smoother, more pliable and durable coating than is on other ready roofings. Send for samples of Paroid and compare it with other kinds. You can see and feel the difference.

Paroid is applied with the **only** anti rust-proof cap made. It insures a tight roof. Other roofs often fail because the cap rusts out. Paroid will not crack and break in cold weather. It is adapted for all kinds of buildings and will outlast other ready roofings.

How We Help You

Our advertising plan has doubled the sales of our dealers this year. It helps to sell their other lines, too.

Send for our proposition and we will mail advertising matter and samples to every likely user of roofing in your town. It will not cost you a cent and can't help bringing you orders. We'll send you all the electrotypes and special things you can use. We'll write letters to prospective customers and send our salesman to help you land orders. Write, telegraph or telephone at our expense at any time.

The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

It won't cost you a cent to try out our proposition and we stand back of every roll of Paroid you sell.

Sign your name to a postal to-day and we'll send you full particulars and samples.

F. W. BIRD & SON

Makers

Factory and Office:
Hamilton, - Ontario

Established U.S.A., 1817.

street, and W. D. Morris and A. MacLaren will build an addition on Rideau street to cost $4,500.

The Union Bank has bought the lot at the corner of May and Victoria streets, Fort William, for the erection of a branch in that town.

Kelly Bros. & Mitchell, of Winnipeg, have been awarded the contract for the erection of the new building in Vancouver for the Canadian Bank of Commerce. The cost will be in the neighhood of $400,000.

E. H. Rodgers, building inspector, Winnipeg, has begun a campaign to compel owners of buildings over three storeys in height to provide fire escapes. Sixty-three owners, who have already been notfiied, will be prosecuted unless they comply with the requirements at once.

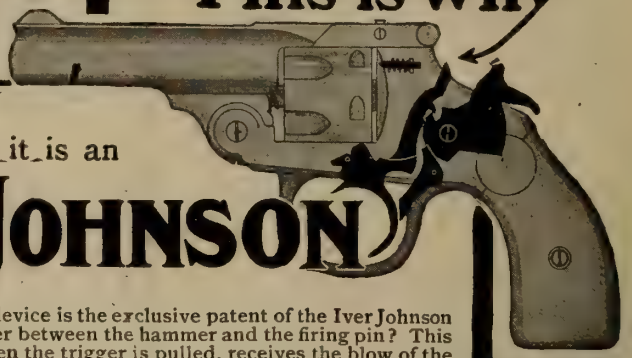
The Stephens Paint Co., of Winnipeg, is erecting a $30,000 warehouse in Calgary. T. Underwood and Christie & Co. are the contractors. T. Underwood also has the contract for the new Y.M.C.A. building, which is to cost $75,000. R. C. Thomas is erecting a store and dwelling block, three storeys in height, at a cost of $15,000.

Last week's building permits in Montreal include six stores to be erected by Ald. J. Robinson at a cost of $16,000; an extension to Sir Thomas Shaughnessy's residence, $8,000; stables for Meldrum Bros., $6,900; express office for C.P.R., $38,000; factory for the Montreal Rolling Mills, $25,000; and a new building for the Southam Printing Co., $35,000.

Accidental Discharge Impossible—

This is why

True only if it is an



IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.



Christmas Silverware

Quality Always Guaranteed

Write for our

5

Catalogues

The

Toronto Silver Plate Co.,

Limited

Manufacturers of all kinds of Silverware

TORONTO, CANADA

E. G. GOODERHAM, Managing Director

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

ARTICLES FOR SALE.

CORNICE brake and a number of other tinsmith's tools in first-class condition for sale cheap Chesney & Smiley, Seaforth, Ont.

FOR Sale—Stock of Hardware, Stoves and Tinware in the town of Tweed (on the main line of C.P.R. between Peterboro and Perth); place of business splendidly situated in the heart of the town; only one opposition, stock about $4,000; present owner going into the manufacturing business. W. Gordon, Tweed, Ont. [46]

ARTICLES WANTED.

WANTED—Tinsmith's outfit, second-hand, must be in good condition. The Sussex Mfg. Co., Sussex, N.B.

SITUATIONS VACANT

WANTED hardware traveler for Montreal hardware importing house, dealing chiefly in German hardware and cutlery. Good advancement for a capable and energetic man. All communications treated confidentially. Box 562, HARDWARE AND METAL. (42)

SITUATIONS WANTED

SPECIALTY traveller, good salesman. 385 Markham St., Toronto.

HARDWARE Salesman—Position desired by one with thorough knowledge and wide experience of Canadian Trade open for engagement by 1st November; references A1. (A), HARDWARE AND METAL, Montreal.

COMMERCIAL traveller with good trade connection through Manitoba and the Northwest is open to represent a reliable Eastern firm on a commission basis. Address P.O. box 452, Winnipeg. (45)

FOR SALE IN SASKATCHEWAN.

THE only retail hardware in hustling new town, main line C.P.R., rich district just developing; ideal location for home and enlarging business. Big turnover; $5,000 will handle; good reasons for selling. Box 8, Mortlach, Saskatchewan.

HARDWARE BUSINESS WANTED.

HARDWARE Business Wanted in good town of 10,000 or over, with good surrounding country; confidential. Box 563 HARDWARE AND METAL.

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

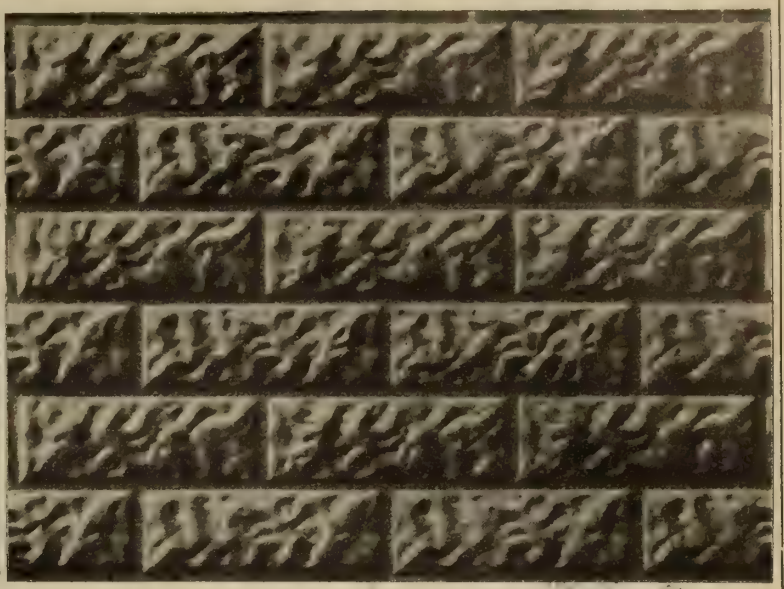
HERE'S ANOTHER GOOD ONE!

ROUGH BRICK—

This is a splendid die—mortar—lines are clean cut and bold.

This pattern is very popular for dwellings or surfaces much cut up by openings.

The rough face hides all unevenness, as well as the joints, which fit perfectly and easily. Made in three grades each of galvanized and painted steel. Send us a trial order.



The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, **THE McCLARY MFG. CO.**, Winnipeg and Calgary.

WHITE LEAD

Pure white lead mixed with pure linseed oil is the best paint, because it penetrates and firmly adheres to whatever it is applied, thus protecting the surface from the elements and preventing decay.

Tiger  Brand

White Lead

is strictly pure and guaranteed so.

Always uniform in quality.

Every package bears yellow label of the Lead Grinders' Association.

Made only by

THE MONTREAL ROLLING MILLS CO.



Will Hold up a Shelf

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., New Haven, Conn.,

"THE EMLYN" SAW BENCH

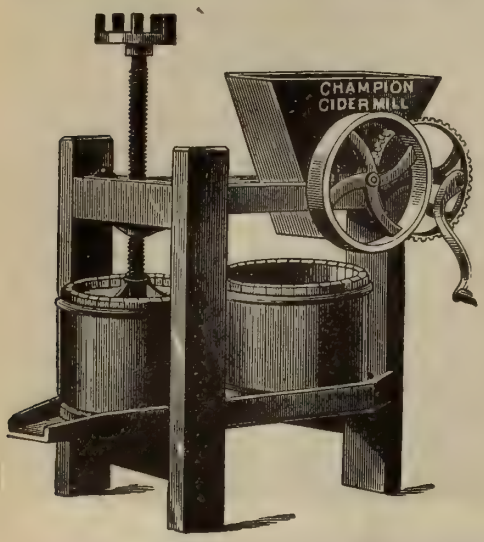
Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables— "Machinery," Newport.

Emlyn Engineering Works NEWPORT, MON., ENGLAND

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skeins

THE LONDON FOUNDRY CO., Limited

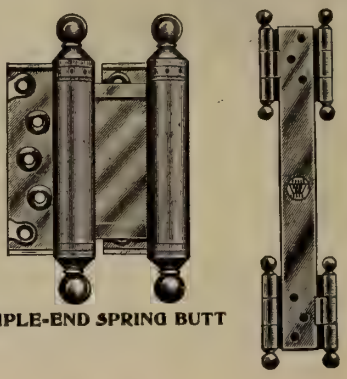
LONDON, CANADA

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

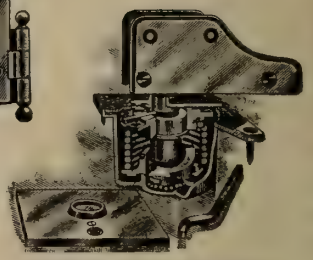
A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

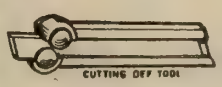
ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING



CUTTING OFF TOOL



PLANER TOOL

DON'T BE MISLED

into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.



LEFT HAND TOOL HOLDER



RIGHT HAND TOOL HOLDER

ARMSTRONG BROS TOOL CO.

"THE TOOL HOLDER PEOPLE"

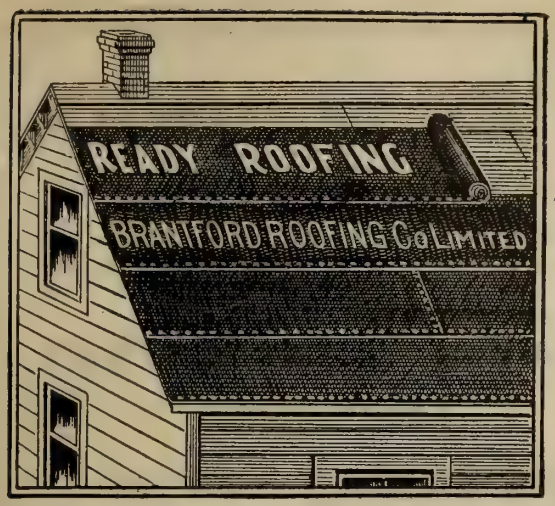
106 N. FRANCISCO AVE., CHICAGO, U.S.A.



STRAIGHT TOOL HOLDER



BORING TOOL



BRANTFORD - ROOFINGS

Are in great demand. Shipments increasing daily.

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CHEAPER, BETTER THAN SHINGLES

MR. DEALER! ARE YOU IN IT?

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DURABLE

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THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

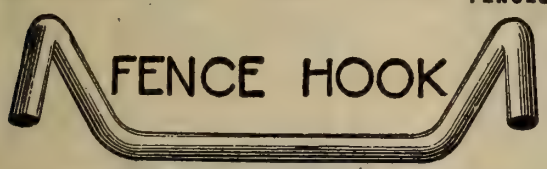
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GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET OR WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

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Largest Variety, Toilet, Hand, Electric Power

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Highest Quality Grooming and Sheep-Shearing Machines.

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A READY ROOFING THAT REQUIRES NO RECOMMENDATION

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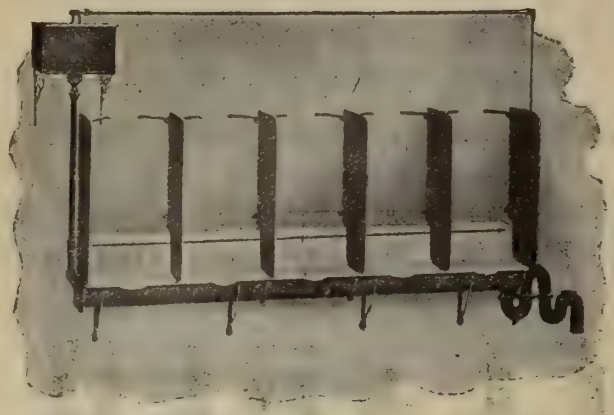


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We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street *Montreal: 128 Craig Street West*
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HOME OFFICE and FACTORIES: PORT HOPE, ONT.

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and Specialties

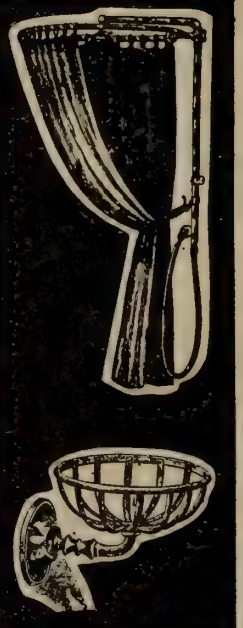


Lavatory and Bath Room Fittings

We make and handle a full line of these goods:

Soap Dishes,
Towel Bars,
Tumbler Holders,
Combination Sponge & Soap Holders, Etc.

We have something special to offer in the Bath Shower shown her—Write us.





THE "THOMSON"

All Plumbing work should be tested.
All progressive Plumbers test their work.
Nearly all progressive Plumbers have a

THOMSON SMOKE TEST MACHINE

The simplest and most effective.

The James Morrison Brass Mfg. Co. Limited

93-97 West Adelaide St.
TORONTO

RETURNED NOV 9 1906

Plumbing and Steamfitting

THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff in the National Builder, Chicago

Article XI.

Installation.

Figure 54 is a plumbing section of a modern cottage and is given as a further example of the installation of the piping for the drainage system. It also shows how a cellar may be drained when the cellar floor is below the level of the sewer.

Starting at the sewer connection, which should be made at the top of the sewer as shown, a 5-inch earthenware house sewer is run in to within two feet of the front wall of the house. From this point a 5-inch cast iron house drain is run in through the cellar to the base of the soil stack "B."

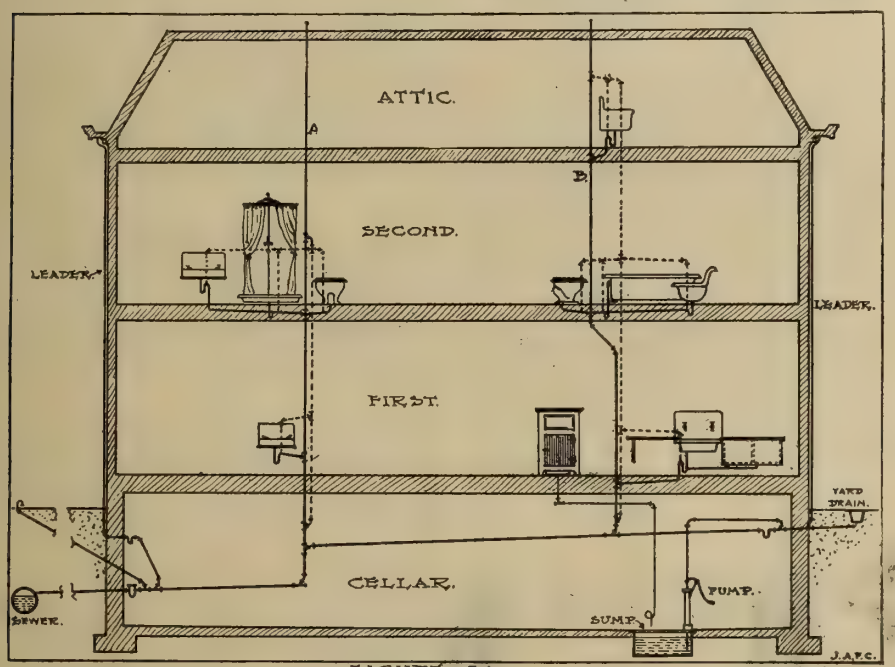


FIGURE 54.

Just inside the front wall a house trap with clean-outs is provided; and from a tee fitting on the house side of the trap a cast iron fresh air inlet is run to the lawn in front and terminates with a return bend as shown, or a vent hood, placed at least fifteen feet from any window or door to the house.

The front leader is next connected, from a point about five feet above grade where the sheet metal leader stops, with cast iron pipe provided with a running trap just inside the foundation wall.

A clean-out is provided on the house drain at the base of the vertical stack "A." This stack receives the discharge from a lavatory on the first floor, and from a lavatory, water closet and shower bath receptacle on the second floor.

Line 'B" receives the discharge from the kitchen sink and wash trays on the first floor; a water closet, bath tub and sitz bath on the second floor and a slop sink in the attic.

A branch of the house drain is run to the rear of the house to receive the discharge from the rear leader and yard drain. One running trap is made to serve for both the leader and drain.

The cellar floor is drained to a cast iron sump pit provided with a grating cover. The sump pit being below the level of the street sewer, makes it necessary to raise the water to and discharge into the house drain by means of the hand pump indicated. The discharge from the pump should always be connected to the main house drain on the outside of a leader trap. The seal in the trap prevents the foul air and gases generated within the drainage system from escaping through the pump discharge.

The refrigerator safe and the hot water boiler blow-off may also be connected to the sump pit.

The vent stacks and their branch vents are indicated by the dotted lines.

MANY FAILURES IN TORONTO.

The aftermath of a season's strenuous strife amongst Toronto plumbers is being felt at present. Some plumbing firms have already gone under, more will succumb during the next two or three months, while still others are having special sales of gas fixtures, etc., in order to stand off their creditors.

This situation is only what was to be expected after the breaking up of the old Master Plumbers' Association. As a result of organization the trade was securing a profit of twenty-five per cent. one-fifth of which went towards keeping the organization together, maintaining its officers, extending the membership and holding educational and social gatherings. True, certain of the larger firms abused the power of the organization, but the great majority received benefits only in the way of doing business on a fair margin of profit without the annoyance and loss of having to compete with price cutters.

With the death of the association an era of commercial anarchy was ushered in. Instead of holding to a profit which would allow the payment of rent and necessary business expenses, wages, jobber's accounts, etc., as well as providing a salary for the master plumber and interest on the money he had invested, price cutting became prevalent and the percentage of profit was gradually cut down from twenty to fifteen, then to ten and five, and in too many cases down below the zero mark. Only one result was possible—the harvest of failures which has only just commenced.

Last Spring, Hardware and Metal expressed the view that it would be better to do a small business on a fair margin of profit, or even to sit in the shop and do only those jobs which were handed in, rather than attempt to compete with the price cutters at the low figures jobs were being contracted for. This position has been accepted by quite a number. One prominent master plumber who had a dozen men working last year had only four during 1906 and he also took a months' holidays during the early Summer. He found he could not get in on contracts even when he figured on a 10 per cent. margin so he went back to fifteen per cent. and has managed to keep four men going and make a fair profit on the business he has done. Others have run their legs nearly off, done jobs for architects for nothing and after a season's hard work find that doing contracts on a zero or five per cent. basis may allow them to pay wages but it means hard scratching to pay the supply house for materials used, and it leaves the master plumber in a worse position than before.

Most of the supply houses have protected themselves by cutting down their line of credit to a very small figure on old customers and to practically nothing to the hundred new firms which have butted in to the game in Toronto since the association became defunct.

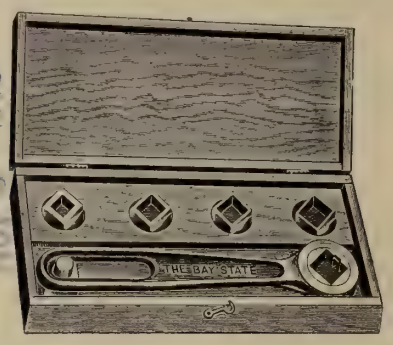
The attempt made to reorganize the trade into a branch of the Employes' Association met with considerable success early in the Summer, but little has been done in recent months. The present is an opportune time to make another effort to get the trade together.

SELF-LIGHTING ARRANGEMENTS.

Although it is not generally admitted, there can be little doubt that the principal attraction which electricity offers to the non-technical private person lies in the switch wherewith the lamps are lighted or extinguished. The switch is so simple, cheap, and perfect that it has become universal, and it is quite common to find two or three switches put just inside the door of a room, so that one, several, or all the lights can be turned on by the movement of the finger. There are self-lighting devices for gas-burners, but none of them can compare practically with the electric switch. Even when they work satisfactorily they involve an additional fitting, which means complexity and expense; and if they are not absolutely trustworthy they become more trouble than they are worth. It is hardly too much to say that if some invention should be brought out actually comparable with the electric switch —one, that is, independent in its action of a pilot or by-pass flame kept constantly alight—a very great advance would be made in the gas-lighting industry. An interesting discovery, which may perhaps ultimately lead in the desired direction, has been made recently. As is well known, the incandescent-gas mantle is composed of the oxides of two "rare earth" metals, thorium and cerium, the substances present in the mantle being termed thoria and ceria. Now, the metals themselves, and the other metals with which they are generally associated in nature, form alloys with other metals in the usual way. Some of the alloys formed by these rare-earth metals with iron have been found to possess the property of emitting sparks when rubbed with a file, and the sparks appear to be competent to fire a stream of gas without hesitation or delay. It has thus been suggested that if a fitting with a rough end is suitably attached to the gas-cock of a burner, and a piece of the iron alloy is held in such a position that the rough end scratches it when the cock is turned, the mere turning of the cock will suffice to ignite the gas. Experiments hitherto carried out seem to be satisfactory, but it remains to be seen how the alloys will bear prolonged exposure to air in close contact with a gas flame. Even if the alloys do not lose their sparking power in time, the electric switch will not be equalled, because the device will only be suitable for application to burners which are accessible to the hand, and the cock must be immediately at the base of the flame that has to be lighted. Alloys of iron with some of the allied rare metals emit sparks of high illuminating power, and it has been proposed to employ them for the temporary production of a light for signalling purposes. Further experience is needed to gauge the true practical value of these alloys.—Ironmonger.

NEW WRENCH AND CLAMP.

The interchangeable ratchet and socket wrench shown in the accompanying illustrations is manufactured by the Bay State Tool Co., 98-100 Beacon street, Worcester, Mass., and is an extension of the line of ratchet wrenches



Interchangeable Ratchet and Socket

which has been described in these columns. By means of interchangeable bushings five sizes of wrenches are obtainable in one. By reversing the bushing when inserting in the wrench, a socket wrench is obtained. Two sizes of sets are included in this line, set No. 2 consisting of a wrench with a 1⅛-in. hexagonal opening, and the four bushings, with openings of ¾, 13-16, ⅞ and 1 in. Set No. 3 consists of a wrench with 1⅞-in. hexagonal opening and four bushings, with openings of 1⅛, 1¼, 1⅜ and 1½ in. Fig. 2 shows the tool used as a socket wrench.

The feature of the Bay State Lightning clamp, which is also illustrated, is the quick adjustment, which is obtained by means of an eccentric nut,



Bay State Lightning Camp.

through which the screw passes. The screw is of slightly less diameter than the nut, so that when the nut is turned by means of the butterfly handle the screw slides easily. When the eccentric is brought around to seize the thread of the screw the clamp acts like any other. The screw is so loose when released by the nut that it slides by gravity. The body of the clamp is double ribbed throughout and consequently cannot get out of alignment.

BRASS AND COPPER TUBING.

The raw materials for brass tubing, says the Valve World, about one-third spelter (unrolled zinc) and two-thirds copper, are first melted in a crucible. The proportions of this mixture may be varied according to the quality of tube desired. After being thus melted and mixed, the composition is poured into a mold and around a bar that is supported in the mold, thus producing a hollow casting. This casting, when cooled, is removed from the mold and taken to the drawing room.

The machine for drawing the tubing has somewhat the appearance of a long trough. In the centre of it is permanently fastened a support for holding a die, through which the casting is drawn, the outside of the tubing being thus formed. The inside of the tubing is formed by a mandrel of proper size placed inside the casting, this mandrel being held in position by a long bar. The casting is clutched on one end by a clamp , or "dog" as it is called, and is then drawn through the die and over the mandrel, which operation reduces its size and at the same time gives it a finish. This drawing process is repeated again and again, each time through a smaller die, until the tubing is brought down to the diameter and thickness required. As drawing has the effect of hardening the metal, it is necessary that the tubing should be annealed after each drawing; otherwise it would become so hard and brittle as to break while being drawn. Annealing consists in heating the metal to a red heat and then allowing it to cool gradually.

PLUMBING NOTES.

The corporation of Mount Forest have awarded the contract for about a mile of mains extension to the water works system to J. P. Noonan, hardware merchant, Mount Forest.

* * *

Lead pipe made from old lead is superior to that made from new metal. The small amount of tin and antimony in old lead strengthens the pipe and renders it more non-corrosive.

* * *

As a result of the recent fire in that town, Summerside, P.E.I., has decided to have at the earliest possible date an adequate system of water works. The electric light plant will also be restored, and both works will be owned and operated by the town.

* * *

The James Robertson Co. are securing additional room for their plumbing supply business at Toronto by the removal from their ground floor premises of the Simonds Canada Saw Co. who after December 1 will be located at 103-109 Adelaide street west, Toronto.

* * *

W. H. Meredith, sales manager for the Monarch Brass Mfg. Co., Toronto and Port Colborne, is calling on the plumbing trade in Montreal and Quebec this week. The doubling in size of the Monarch plant has given them a very substantial increase in business.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 2, 1906.

Everything in brass goods is away up. On account of the uncertainty existing in primary markets, the majority of makers prefer not to quote prices except on application, but in all cases, considerable advances are shofn. So long as the present high prices in copper continue, the situation in brass goods will no doubt be unchanged.

In iron pipe, the supply houses report that the shortage in all sizes up to 2 inch is being more keenly felt, all the time. Moreover, there does not seem to be any relief in sight, and it is expected that, before many weeks are over the scarcity will be still more pronounced.

General business is rushing, the demand for heating supplies being especially brisk.

RANGE BOILERS—The recently advanced prices for copper boilers are held firm. Sales are good. We give prices as follows: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon. $29.50; 40 gallon, $32 net.

LEAD PIPE—No change has taken place in market conditions since our laest report, and we are still quoting prices as follows: 5 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax: f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—A good demand is being maintained at the following discounts from list: Discounts on nipples, 1-4 inch to 3 inch, 75 per cent.; 3½ in. to 6 in., 72½ per cent.; couplings, ¼ in. to 2 in., 55 per cent.

IRON PIPE—The shortage continues and is daily becoming more acute. Our quotations are as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, black pipe, 1-4 inch, 62 per cent.; 3-8 looked for. At present we quote: inch, 62 per cent.; 1-2 inch, 71 per cent.; 3-4 inch and upwards, 73 per cent. Discounts on galvanized pipe: 1-4 inch, 47 per cent.; 3-8 inch, 47 per cent.; 1-2 inch, 61 per cent.; 3-4 inch, and upwards, 63 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 $36; 2 inches, $50. The discount for inch, $22; 1 1-4 inches, $30; 1 1-2 inches, black pipe is 71 per cent., and for galvanized, 61 per cent.

SOIL PIPE AND FITTINGS — A moderate trade is reported. We still quote the following discounts: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Nothing new has transpired and we continue to quote: Bar solder, half-and-half, guaranteed, 25c.; No. 2, wiping solder, 22c.

ENAMELWARE—Business is active, and prices very firm owing to the high quotations ruling for pig iron. We quote as follows: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65, special $18.65; plate E11 and E21, 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.2[illegible]; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

ANSWER THIS QUESTION:

In your judgement is it essential that every closet connection to soil pipe stack should be provided with a Breaksyphon?

If not, illustrate by a rough sketch the conditions which would render unnecessary the use of a Breaksyphon, and give the reasons why it would not be required

For the best answer received by December 1, we will send a cheque for $5.00 and to every one sending a satisfactory reply for publication we will give a year's subscription to Hardware and Metal. Send in a reply at once and answer the question as fully as possible.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, November 2, 1906.

New lists on brass goods are now out and quotations are from five to ten per cent. higher on the various classes of work. Compression work remains at 60 off on half inch but all others are 50 per cent. Cushion work is 10 per cent. and fuller work 70 off for half inch, and others 60 per cent. Flatway stop and waste cocks are now 60 and roundway 50 per cent. All special 10 per cent discounts for gross lots are to be cut out in future. All standard valves are to be 52½ per cent. and quick opening valves 65 per cent.

Large sizes of iron pipe have been advanced materially, but the smaller lines have been moved up only one cent per hundred feet. In the States fittings have been advanced but no similar move has taken place locally as yet.

Business continues remarkably lively in both plumbing and heating goods.

LEAD PIPE — The discount on lead pipe is now five per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 5½c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The shortage still continues. One-inch black pipe is now being quoted at $4.46, and one-inch galvanized at $6.10. Full list in current market quotations.

IRON PIPE FITTINGS — New lists are as follows: Cast iron elbows, tees, crosses, etc., 62½ per cent.; cast iron plugs and bushings, 62½ per cent.; flange unions, 62½ per cent.; nipples, 70 and 10 per cent.; iron cocks, 60 per cent.; Canadian malleable, 30 per cent.; malleable unions, 65 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain or nickel-plated, 65 per cent.; cast iron floor, 75 per cent.; hook-plates, 62½ per cent.; expansion plates, 67½ per cent.; headers of branch tees, 62½ per cent.; ring hangers, black, 75 per cent.; galvanized, 65 per cent., standard list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. Copper range boilers are now net list.

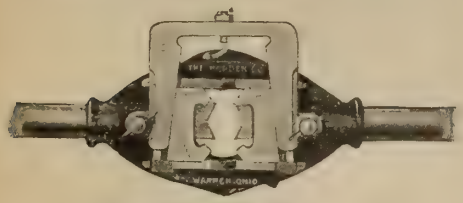
RADIATORS—Quotations have advanced about ten per cent, as follows. Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance also.

SOLDER — Quotations remain very firm as follows: Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE—We quote as follows: Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25: plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

Cluff Bros., Toronto, have gotten out a novel picture post card announcing the calls to be made by their Eastern and Western Ontario travelers, Messrs. Wilson and Groff. The card shows a photographic reproduction of the salesmen rushing a shipment of "Daisy" boilers, iron pipe, valves and fittings to their customers via the automobile route.

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada

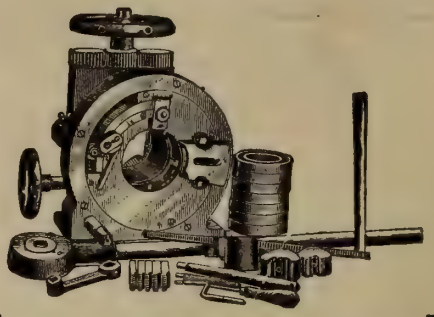


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THE ARMSTRONG MFG. CO.
292 Knowlton St.,
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Goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

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Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

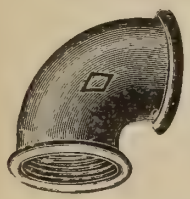
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THE SMOOTH FINISH
OF
Diamond Brand Fittings
MAKES THEM EASY TO HANDLE. DO YOU STOCK THIS BRAND?

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

100,000 TURNS

off and on a Glauber bibb, will not show the wear—the tough quality of the metal and the deep square threads are only two of the many reasons good enough for any plumber.

Two Bibbs Free

For every one sent you defective, and a 5 year guarantee.

We Make Good

Glauber Brass Mfg. Co.
Cleveland, Ohio

GALVANIZING

WE HAVE THE
Largest Plant in Canada
AND ARE IN A POSITION TO DO
The Largest Work—The Best Work – The Cheapest Work

We run two pots continuously, by which we are enabled to give *Special Work* advantages both in

QUICKNESS and QUALITY

As we are large users of *Galvanized Goods*, we can afford to
Quote Lower Prices Than All Others

Ontario Wind Engine & Pump Co., Limited
Atlantic Ave., - TORONTO

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Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

"BEST" MOPS

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No. 44 Mixing Spoon

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They Make Trade—Hold Trade

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Why Not You?

Quality, Finish, Construction, Price unequalled by any.
Better order a sample dozen and be convinced.

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THE CUMMING MFG. CO. Limited

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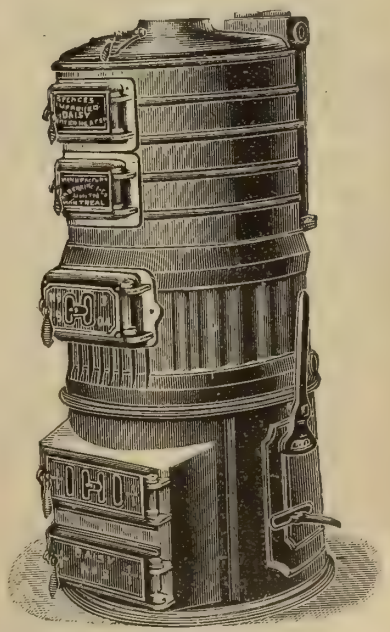
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THE DAISY

Hot Water Boiler combines every requirement for efficiency and satisfaction. Rather than jeopardize the name which has earned honor the country over, the manufacturers make every effort to eliminate every part that has the least flaw or defect and endeavor to ensure every casting being perfect that leaves our plant.



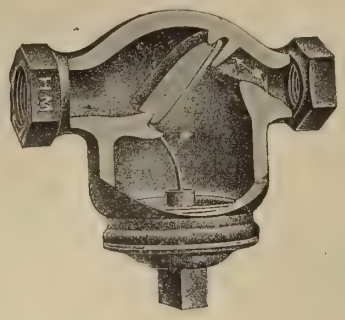
CLUFF BROTHERS

Selling Agents for WARDEN KING & SON, Limited

Lombard Street, TORONTO

Mueller Water Strainer

PATENTED



C—109

Foreign matter can't cling to the screen in this strainer and choke it. A baffle plate at the inlet receives the first impact of foreign matter and deflects it past the screen into the pocket. Made in regular pipe sizes up to 3-inch and in larger upon order.

THE MARK OF DECATUR H⊙M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS

UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

FOR YOUR NEXT SALE

We give you much for little money. As an inducement for you to use our signs, we will send you, express prepaid, for $10.00 the following signs:

One Cotton Sign, 3-in. x 20-in., lettered in handsome colors.
Six Show Cards, 22-in. x 38-in.
Six " " 14-in. x 22-in.
Two hundred assorted price tickets.

This lot would cost you $15.00 at our regular prices.

We will write up copy, giving you up-to-date matter, without extra charge.

Our folder, WHY SIGNS PAY, is free for the asking.

The Martel-Stewart Co., Limited
Montreal, Canada

MIGHT and RIGHT

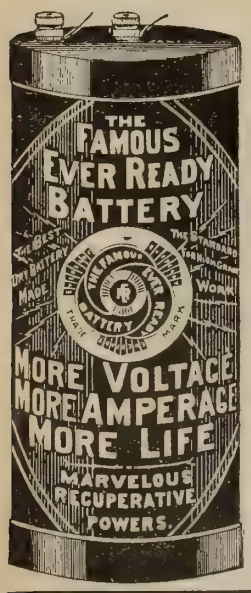
Want ads appearing between the covers of

Hardware and Metal

are read by the RIGHT people and ACTED on.

Want to sell. Want to buy. It makes no difference which. An expenditure of 25 or 50 cents in **Hardware and Metal** want columns will produce the desired result.

Rates 2c. per word, first insertion.
" 1c. " each subsequent insertion.



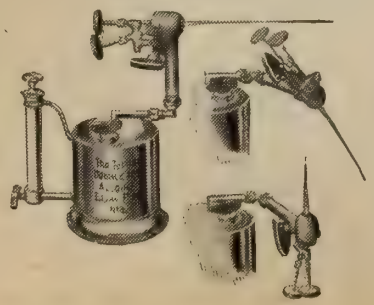
The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

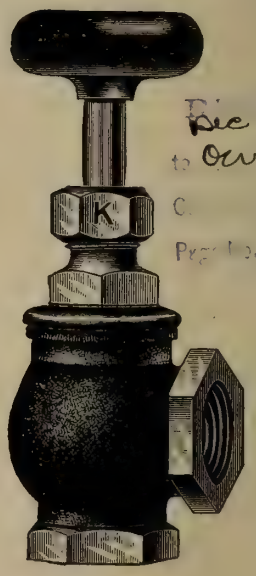
248 and 250 Craig St. W., MONTREAL, - Que.



HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries; Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, **$9.75 net.**

THE TURNER BRASS WORKS
53 MICHIGAN STREET, - CHICAGO, U.S.A.



Kerr's Standard and Jenkin Disc Radiator Valves

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, strictly high-grade

The KERR ENGINE CO., Limited
Manufacturers
WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

TRADE PENBERTHY MARK.



"Salute"
Sight Feed Flushing Oiler.
For Stationary Bearings.



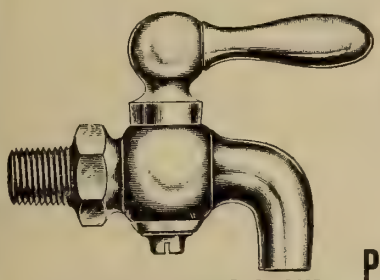
"Priming Cups"
Tee or Lever Handle
Polished Brass.



"Sultan"
Gas Engine Cylinder Oiler.
With Ball Valve.



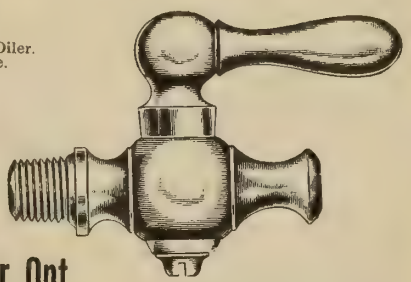
"Silex"
Self Feeding Grease Cup.
Good for the Crank Pin.



ALL STYLES OF AIR COCKS

Brass Specialties
for the
Gas Engine

Manufactured by
Penberthy Injector Co., Limited, Windsor, Ont.



ALL STYLES OF AIR COCKS

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA

Fairbanks Standard
SCALES

FOR ANY DUTY

Bathroom Scales
Postal Scales
Kitchen Scales

Carried in Stock



The Canadian Fairbanks Co., Ltd.

Montreal *Winnipeg*
Toronto *Vancouver*

Hurrah for the brands of Sheathing known as "Joliette and "Cyclone"

They have been the makings of many a dealer's business. They have never been known to beat a quality retreat.

"BLACK DIAMOND"



TARRED FELT

has built up a great selling reputation, too. Wherever it goes custom follows.

Tell us your needs in BUILDING PAPERS, WRAPPING PAPERS, READY ROOFING, etc.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Nov. 2, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27½ 0 28

BOILER AND T.K. PITTS.

Plain tinned, Spun..... } 35 per cent. off list.

BABBIT METAL.

The Canada Metal Co.:

Imperial, genuine	0 50
Metallic	0 30
Hercules	0 20
Star	0 15
No. 1	0 12
No. 2	0 10
No. 3	0 07
No. 4	0 06

Canada Smelting Co., Limited.

Hard Genuine Babbit	0 40
Standard Anti-Friction Babbit	0 30
" Special Babbit	0 25
Car Box Babbit	0 20
Extra "	0 15
No. 1 "	0 12
No. 2 "	0 07½
No. 3 "	0 05
Standard Phosphor Tin	0 40

On large orders special discounts given.

Robertson's Babbit Metals.

Extra Monarch	0 45
No. 1 Monarch	0 30
"King" Anti-friction	0 20
Fleur-de-lis Anti-friction	0 15
No. 1 Thurber	0 12
Philadelphia	0 10
Canadian	0 07
Hardware Babbit No. 1	0 10
" " " 2	0 08
" " " 3	0 06½

Discount on Hardware No. 1, 2 3, 15 per cent. All others net list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ½ to 2 in.	0 31

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	23 00	23 50

Bars.

Cut lengths, round, ½ to ⅞ in.	26 00
" round and square,	
Cut lengths, 1 to 2 inches	25 00 26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60	29 00
Plain, 14 oz	30 00
Tinned copper sheet, base	27 00
Planished base (not including extras)	27 00
Braziers' (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base	0 27

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 60
14 gauge		2 80
17 "		2 40
18 "	2 30	2 45
20 "	2 30	2 55
22 "	2 30	2 60
24 "	2 30	2 70
26 "	2 35	2 85
28 "	2 40	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 75
All bright "	3 80
Galvanized Canada Plates, 52 sheets	4 25
" " " 60 "	4 50

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 45	3 95
22 to 24 gauge	3 70	4 00
26 "	3 95	4 20
28 "	4 20	4 50

Apollo.

10¾ oz. (American gauge)	4 25 4 60
28 gauge "	4 00 4 25
26 " "	3 75 3 90
24 " "	3 50 3 70

	Queen's Comet.	Head.	Bell.	Windmill Best.
16 to 20 gauge	3 40	3 60	....	3 40
22 to 24 gauge	3 55	3 75	....	3 65
26 "	4 10	4 30	....	3 90
28 "	4 25	4 45	4 40	4 15

Less than case lots 10 to 5c. extra.

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 10	2 25
Forged iron "	2 35	....
Refined "	2 50	2 65
Horseshoe iron "	2 50	2 65
Hoop steel, 1½ to 3 in. base		2 70
Sleigh shoe steel "	2 25	2 25
Tire steel	2 40	2 40
Best sheet cast steel		0 12

B. K. Morton & Co.—

"Alpha" high speed	0 65
" annealed	0 70
"M" Self-hardening	0 50
"J quality, best warranted	0 18
"I" " warranted	0 14
"B.C" quality	0 09
Jonas & Colver's tool steel	0 10 0 20
" "Novo"	0 65
" " annealed	0 65
Thos. Jowett & Sons B.P.L. tool steel annealed	0 10½

LEAD.

Imported Pig, per 100 lb	5 15 5 25
Bar, " "	5 25
Sheets, 2½ lb. sq. ft., by roll	0 06½
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ZINC SPELTER.

Foreign, per 100 lb	7 00 7 25

SHEET ZINC.

5-cwt. casks	8 00
Part casks	8 25

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$46 00 $46 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 50
I X "	5 25
I X X "	6 00
I X X X "	6 75
Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
IXX, 14 x 20 "	7 75
Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 00
I.C., special sizes, base	4 25
20x28	8 00

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 00
IX., Terne Tin	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 50
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge	8 00 8 50
" " 26 "	8 50 9 00

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, dis. half inch 60 per cent., others 50 per cent.

Cushion work, discount 40 per cent.

Fuller work, ½-inch 70 per cent., others 60 p.c.

Flatway stop and stop and waste cocks, 60 per cent.; roundway, 50 per cent.

J.M.T. Globe, Angle and Check Valves, discount 50 per cent.

Standard Globe, Angle and Check Valves discount 52½ per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 50 per cent.

Standard Radiator Valves, discount 52½ per cent.

Patent Quick-Opening Valves, discount 65 per cent.

Jenkins' Globe Angle and Check Valves discount 35 per cent.

No. 1 compression bath cock.....net	2 00
No. 4 " " "	1 90
No 7 Fuller's "	2 25
No. 4½ " "	2 35

Patent Compression Cushion, basin cock, hot and cold, per doz., $16.20

Patent Compression Cushion, bath cock, No. 2208 2 25

Square head brass cocks, discount 50 per cent.

" " iron 60 "

Thompson Smoke-test Machine $25.00

COPPER RANGE BOILERS.

Copper, 30 gallon	25 00
" 35 "	29 00
" 40 "	33 00

Net list.

GALVANIZED IRON RANGE BOILERS

Capacity.	Standard.	Extra heavy
30-gallons	4.75	7.50
35 "	5.75	8.50
40 "	6.75	9.50

2 per cent, 30 days

BATH TUBS.

Zinc	6 00
Copper, prices withdrawn.	

ENAMELED BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality	Special
4 and 4½ ft. 3 in. rolled rim	$21 65	20 25
5 feet "	22 65	21 25
5½ " "	24 15	22 75
6 " "	26 90	25 50
Plate E II		
5 feet 2½ in. "	21 15	19 75
5½ " 2½ " "	22 65	21 25

Closer prices in quantities.

ENAMELED LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	30 & 10 p.c.	40 p.c.

ENAMELED SINKS.

	1st quality.	Special.
Plate E 201	20 p.c.	20 & 10 p.c.
Kitchen, plate E 300.65 & 5 p.c.		70 p.c.
Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	2 09	¼ inch	2 92
⅜ "	2 09	⅜ "	2 92
½ "	2 47	½ "	3 32
¾ "	3 11	¾ "	4 26
1 "	4 46	1 "	6 10
1¼ "	6 08	1¼ "	8 33
1½ "	7 29	1½ "	10 00
2 "	9 72	2 "	13 32
2½ "	15 00	2½ "	23 00
3 "	20 50	3 "	30 25

2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 62½ per cent.; headers. 65; flanged unions 65; malleable bushings 55; nipples, up to 2 in., 70 and 10 per cent.; up to 6 in., 65 per cent.; malleable lipped unions, 60 per cent.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

Light pipe, 50 and 10 p.c.; fittings, 60 p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, 5 per cent. off.

Lead waste, 8c. per pound, 5 per cent. off.

Caulking lead, 5½c. per pound.

Traps and bends, 50 per cent. discount.

RADIATORS, ETC.

Hot water	47½ p.c.
Steam	50 p.c.
Wall Radiators and Specials	45 p.c.

BOILERS, FURNACES, REGISTERS AND STOVES.

Discounts vary from 40 to 70 per cent. according to list.

OAKUM.

Plumbers....per 100 lb	4 00 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. per lb.	0 37
1-lb. or over "	0 34

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping	0 22	0 23

PAINTS AND OILS.

COLORS IN OIL.

Venetian red, 1-lb. tins, pure.	0 08
Chrome yellow "	0 15
Golden ochre "	0 08
French " "	0 08
Marine black "	0 04½
Chrome green "	0 10
French permanent green"	0 13
Signwriters' black "	0 15

Clauss Brand Ladies' Scissors

FULLY WARRANTED

Our Eastern Pattern Ladies' Scissors. This is an exceptional scissor, adapted for clean-cutting work where stiffness of blade is required. Hand forged from finest steel.



Ask for Discounts

The Clauss Shear Co., - Toronto, Ont.

GROUND WHITE LEAD IN OIL.	Per 100 lbs.	
Pure	6 50	6 75
No. 1	6 10	6 40
No. 2	5 80	6 10
No. 3	5 55	5 80
No. 4	....	5 25
Munro's Select Flake White	....	7 00
Elephant and Decorators' Pure	....	6 80
Monarch	....	6 75
Standard Decorator's	....	6 50
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	8 25
"Anchor," pure	....	6 50
Ramsay's Pure Lead	....	6 40
Ramsay's Exterior	....	6 15
"Crown and Anchor," pure	....	6 50

RED LEAD.		
Genuine, 560 lb. casks, per cwt	....	$6 00
Genuine, 100 lb. kegs, "	....	6 25
No. 1, 560 lb. casks, per cwt	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

DRY WHITE ZINC.		
Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.		
Pure	0 08	0 09
No. 1	0 06½	0 07½
No. 2	0 05½	0 06½

PREPARED PAINTS.		
Pure, per gallon, in tins	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints, ¼ gal.	....	1 45
" " ½ gal.	....	1 40
" " gal.	....	1 35
Canada Paint Co.'s pure	....	1 25
Standard Co.'s "New Era."	....	1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Henderson & Potts's "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, ¼ gal.	....	1 45
" " " ½ gal.	....	1 40
" " " 1 gal.	....	1 35
Jamieson's "Crown and Anchor"	....	1 20
Jamieson's floor enamel	....	1 50
" barn paints, bbls, per gal.	....	0 60
Senour's Floor Paints....gal.	....	1 20

PUTTY.	
Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES. In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Turpentine, brown japan	1 10	1 20
" black japan	1 10	1 20
" " No. 1.	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor finish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, 1 gal.,		$2.50.
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac." coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal. can		2 00

SHELLAC.	
Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian Points.	
Shellac, bone dry, 56c. per lb., f.o.b., Easte Canadian Points.	
Shellac, T N. orange, etc., 49 to 53c, f.o.b., New York.	

GLASS.
Window Box Price.

Size United Inches.	Star Per 100 ft.	Double Diamond Per 100 ft.
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off.

GLUE.		
Common	0 08	0 08½
French medal	0 10	0 14
White, extra	0 16	0 18
Strip	0 18	0 20
Coopers	0 19	0 20
Ground	0 12	0 16

BUILDERS' HARDWARE

BELLS.
Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
Peterboro' door bells, discount 50 and 10 per cent. off new list.
American, house bells, per lb. 0 35 0 40

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt	per ton	55 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise		0 37½
Dry Sheathing	per roll, 400 sq. ft.	0 35
Tar	" 400 "	0 45
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 65
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Root Coating, in barrels	per gal.	0 17
Roof small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80 0 90
Slater's felt	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BUTTS.
Wrought Brass, net revised list.
Wrought iron, 70 and 5 per cent.
Cast Iron.
Loose Pin, discount 60 per cent
Wrought Steel.
Fast Joint, discount 70 to 70 and 5 per cent.
Loose Pin, discount 70 to 70 and 5 per cent.

CEMENT AND FIREBRICK.
F. Hyde & Co. quote:

"Lafarge" cement in wood	3 40
"Lehigh" cement, in wood	2 54
"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick (Scotch) per 1,000, ex wharf	15 00 24 00
Fire clay (Scotch), net ton, ex wharf	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x ", ex wharf	36 00

DOOR SETS.
Peterborough, 45 and 10 per cent.

DOOR SPRINGS.
Torrey's Rod per doz. 1 75
Coil, 9 to 11 in " 0 95 1 65
English " 2 00 4 00
Chicago and Reliance Coil Door Springs, 25 per cent.

ESCUTCHEONS.
Discount 50 and 10 per cent., new list
Peterborough, 45 and 10 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.
Blind, Parker's, discount 60 per cent.

Heavy T and strap, 4-in., per lb. net		0 06
" " 5-in., "		0 05½
" " 6-in., "		0 05½
" " 8-in., "		0 05½
" " 10-in. and larger		0 05
Light T and strap, discount 65, 10 and 2½ p.c.		
Screw hook and hinge—		
under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75
Spring, No. 20, per gro. pairs		10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

SPRING HINGES.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago Floor Hinges, 40 and 5 off.
Garden City Fire Engine House Hinges, 12½ per cent.

HOOKS.
Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 50 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
¼ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright steel gate hooks and staples, 40 per cent. discount.
Hat and coat wire discount 62½ per cent.
Screw, bright wire, discount 62½ per cent.

KEYS.
Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Peterborough knobs, 45 and 10 per cent.
" porcelain, mineral and jet knobs, net list.

LOCKS.
Peterborough, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
English and Am. padlocks, doz. 0 50 6 00
Eagle, discount 20 to 25 per cent.

SAND AND EMERY PAPER.
B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SASH WEIGHTS.

Sectional	per 100 lb.	2 00 2 25
Solid	"	1 50 1 75

SASH CORD.
Per lb. 0 31

BLIND AND BED STAPLES.
All sizes, per lb. 0 07½ 0 12

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.
Discount 22½ per cent.

AUGERS.
Gilmour's, discount 60 per cent. off list.

AXES.

Chopping Axes		
Single bit, per doz.	7 00	10 00
Double bit, "	10 00	18 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	8 00	10 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25
Underhill American Bench Axes, 40 p.c.		

BITS.
Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS CLEAVERS

German	per doz.	6 00 9 00
American	"	12 00 18 00

CHISELS
Broad's, discount 75 per cent.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CROSSCUT SAW HANDLES.		
S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DRAW KNIVES.
Coach and Wagon, discount 75 per cent.
Carpenters' discount 75 per cent.

DRILLS.
Millar's Falls, hand and breast, net list.

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	70 and 10	per cent.
Arcade	70 " 10	"
Kearney & Foot	70 " 10	"
Disston's	70 " 10	"
American	70 " 10	"
J. Barton Smith	70 " 10	"
McClellan	70 " 10	"
Eagle	70 " 10	"
Nicholson	66⅔	"
Royal	80	"
Globe	70 to 75	"

Black Diamond, 60 and 10 to 60, 10 and 5 p.c.
Jowitt's, English list, 27½ to 30 per cent.

GAUGES.
Stanley's discount 50 to 60 per cent.

Wire Gauges.
Winn's, Nos. 26 to 33 ....each 1 65 2 40

HAMMERS.
Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball peen, per lb.		0 22 0 25

HATCHETS.
Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem ....each 1 15

NAIL PULLERS.

German and American 0 85 2 50
No. 1..... 0 85
No 1573..... 0 75

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00

PUNCH S.

Saddler s .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Hand, Disston's, discount 12½ per cent
Crosscut, Disston's....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium.... . ... 4 25
" " Watch Spring 4 25
" common frame..... 4 00

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose.....	$17 50	.....	$16 30
Bear	15 00	.....	15 30
Fox	12 50	.....	14 30
Black Cat....	10 00	.....	13 30

Canadian, discount 45 per cent.

SQUARES.

Iron, No. 492 .....per doz. 1 90 2 25
" No. 493 ..... " 2 40 2 55
" No. 494 ..... " 3 25 3 40
Steel, discount 60 and 5 to 65 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TROWELS.

Disston's, discount 10 per cent.
German .....per doz. 4 75 5 00
S. & D. discount 35 per cent.

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Steel barn door.....	8 00	10 00
Stearns, 4-inch	....	4 50
" 5-inch	....	6 00
Zenith.....	....	9 00
Acme, 4-inch	....	5 00
" 5-inch	....	6 50
Atlas, No. 0.....	....	5 00
" " 1.....	....	5 50
" " 2.....	....	6 00
Perfect, No. 1.....	....	8 00
" " 2	....	11 00
New Milo.....	....	6 50
Steel, covered.....	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net prices.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1½ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter..... per doz. 4 00 4 50

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head

HORSESHOES.

F.O.B. Montreal
M.R.M.'Co. brand, base..... 3 65
Add 15c. Toronto, Hamilton, Guelph.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 45 per cent.

HEAVY GOODS NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½

BOLTS AND NUTS

Carriage Bolts, common ($1 list	Per cent.
" " ⅝ and smaller..	60 and 10
" " 7-16 and up	55
" " Norway Iron ($3 list)	50
Machine Bolts, ⅝ and less	60
Machine Bolts, 7-16 and up....	55
Plough Bolts	55
Blank Bolts.....	55
Bolt Ends.....	55
Sleigh Shoe Bolts, ⅜ and less ..	60
" " " 7-16 and larger	50
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

CHAIN.

Proof coil, 3-16 in., per 100 lb.	....	7 00
" ¼ "	5 85
" 5-16 "	4 45
" ⅜ "	3 75
" 7-16 "	3 50
" ½ "	3 25
" 9-16 "	3 20
" ⅝ "	3 20
" ¾ "	3 10
" 1 "	3 00
" ⅛ "	3 05

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c. count 40 p.c.
Jack chain, brass, single and double, dis-

PRESSED SPIKES

Pressed spikes, ⅝ diameter, per 100 lbs., $3.15.

NAILS.	Cut.	Wire.
2d.....	3 70	3 15
3d.....	2 85	2 80
4 and 5d.....	2 60	2 55
6 and 7d	2 50	2 45
8 and 9d	2 35	2 30
10 and 12d	2 30	2 25
16 and 20d.....	2 25	2 20
30, 40, 50 and 60d (base)	2 20	2 15

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 p c.
Copper Burrs only, discount 30 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent,
" R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Iron and Brass.
Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 5
" " tinned.....	80 and 10
" " (in kegs).....	40
Cut tacks, blued, in dozens only	75 and 10
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85 and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	40
Copper tacks.....	45
Copper nails	50
Trunk nails, black	65
Trunk nails, tinned and blued ..	65
Clout nails, blued and tinned ..	65
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.	45

Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

CUTLERY AND SPORTING GOODS.

AMMUNITION.

Cartridges.

B. B. Caps Dominion, 50 and 5 and 25 per cent. American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent., American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent, American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign 25, 10 and 10; Regal 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.: American $2 05

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8 50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Lewis Bros.' "Klean Kutter"	8 50	10 50

Clauss, 50 and 10 per cent.
Clauss Strops, 50 and 10 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Mic Mac hockey sticks, per doz 4 00 5 00
New Rex hockey sticks, per doz 6 25

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 45 per cent.
Copper pitts, 35 per cent.

ENAMELLED WARE.

White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.....
Diamond, Famous, Premier, 50 and 10 p.c.
Pearl, Imperial Crescent, 50 and 10 per cent.
Premier steel ware, 40 per cent.
"Star" decorated steel and decorated white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 33 per cent. off.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

Cold Blast	per doz.	6 00	
Ordinary, with O burner. ...	"	3 50	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined.....	per doz.	2 20	5 60
Galvanized.....	"	1 87	3 85
King, wood.....	"	2 75	2 90
King, glass.....	"	4 00	4 50
All glass	"	0 50	0 90

PICTURE NAILS.

Porcelain head .....per gross		1 35	1 50
Brass head.....	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set		0 75
" No. 50, nickle-plated, "		0 80
Common, plain.....		4 50
" plated		5 50
Can openers, per doz.....	0 40	0 75
Mincing knives, per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz...	0 60	0 70
" wood " ..	0 50	0 60
Vegetable slicers, per doz		2 25

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet						3 30
3 "	"	"	"	"	"	4 40
4 "	"	"	"	"	"	5 80
5 "	"	"	"	"	"	7 45
6 "	"	"	"	"	"	9 90

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000		7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....		7 00
7 inch.....	"	"	7 50

ELBOWS (stovepipe.)

5 and 6-inch, common.....per doz.		1 32
7-inch.....	"	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

WIRE GOODS.

BRIGHT WIRE GOODS

Discount 62½ per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge.....	$2 15	
10 "	6c. extra	
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c.	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7.65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Brass wire, discount 47½ per cent. off the list.
Copper wire, discount 47½ per cent. net cash 30 days, f.o.b factory.

Galvanized wire, per 100 lb.—Nos. 1 and 5, $3.60 to $3.60—Nos. 6, 7, 8, $3.05 to $3.05—No. 9, $2.40 — No. 10, $3.10 to $3.10—No. 11, $3.15 to $3.15 — No. 12, $2.55—No. 13, $2.65—No. 14, $3.65 to $3.65—No. 15, $4.20—No. 16. $4.20 from stock. Base sizes, Nos. 6 to 9, $2.25 f.o.b. Cleveland. In carlots 12½c. less.
Clothes Line Wire, 7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

WIRE FENCING.

Galvanized barb.....	2 70
Galvanized, plain twist	3 85
Galvanized barb, f.o.b. Cleveland, $2 47½ for small lots and $2.35 for carlots.	

POULTRY NETTING.

2 in. mesh, 19 w. g., discount 50 and 10 per cent. All others 50 per cent.

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 55
" No. 11	3 20
" No. 12	2 80

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 45
Terms, 2 per cent. off 30 days.

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent

HANDLES.

Store door..... per doz.	1 00	1 50

C. & B., fork, 40 per cent., revised list.
C. & B., hoe, 40 per cent., revised list.

American, saw .....per doz.	....	0 25
American, plane ... per gross	3 15	3 75

Canadian, hammer and hatchet 40 per cent
Axe and cant hook handles, 45 per cent.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00
"Best" mops.....	1 25
"900" mops	1 25
Folding ironing boards.....	12 00 16 50

WRINGERS.

Royal Canadian, 11 in., per doz.	32 00
Royal American, 11 in.	34 00

Terms, 3 months, 2 per cent. 30 days.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	6 50
Common doors, 2 or 3 panel, yellow and green stained, 4-in. style....per doz.	6 75
Common doors, 2 or 3 panel, in natural colors, oil finish .....per doz.	8 75

3-in. style 20c. per dozen less.

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M		4 25
Small heel	"	4 50

CARPET STRETCHERS.

American .....per doz.	1 00	
Bullard's.....	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump.....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon.....per gross	0 14	0 18

PINE TAR.

½ pint in tins .....per gross	...	7 80
" " ..... "	....	9 60

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle ..... "	0 22	0 33
Screw ..... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout ...	1 80	3 16

ROPE AND TWINE.

Sisal.....		0 10½
Pure Manilla		0 15½
"British" Manilla.....		0 12
Cotton, 3-16 inch and larger.....0 21		0 23
" 5-32 inch 0 25		0 27
" ⅛ inch 0 25		0 28
Russia Deep Sea		0 16
Jute.....		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet.....per doz.		0 65
" " 60 feet..... "		0 80
" " 72 feet..... "		0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

SCALES.

Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

STONE.

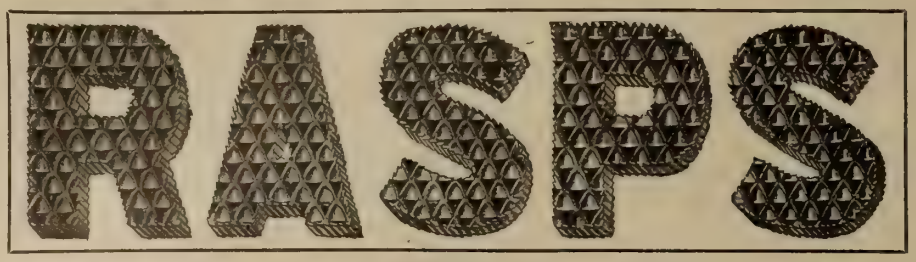
Washita .....per lb.		0 28	0 60
Hindostan	"	0 06	0 07
" slip	"	0 09	0 09
Labrador.....	"	....	0 13
" Axe.....	"	....	0 15
Turkey	"	....	0 50
Arkansas.....	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton....		....	25 00
" under 40 lb., "		....	28 00
" 200 lb. and over		....	31 00

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Alabastine Co 51
Albany Hardware Specialty Co 14
American Shearer Mfg. Co..... 57
Armstrong Mfg. Co 60
Armstrong Bros. Tool Co 17, 56
Atkins, E. C., & Co..... 22
Atlas Mfg. Co..... 55

B

Barnett, G. & H. Co....outside back cover
Batty Stove Co..... 45
Bell Telephone Co..... 11
Bell, Thomas, Sons & Co 47
Belleville Foundry Co 42
Benjamin, Moore, & Co..... 24
Bird, F. W..... 53
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co. 12
Bowser, S. F., & Co..... 11
Brandram Hender on 48
Brantford Roofing Co. 57
Brigent, A. E. 17
British America Assurance Co..... 11
Burman, & Sons 52
Burr Mfg. Co 13

C

Cameron & Campbell. 26
Canada Foundry Co 12
Canada Iron Furnace Co..... 43
Canada Metal Co. 17
Canada Paint Co..... 50
Canada Paper Co 12
Canada Smelting Works 45
Canadian Bronze Powder Works..... 47
Canadian Fairbanks Co 2, 65
Canadian Heating & Ventilating Co.. 21
Canadian Rubber Co....outside back cover
Canadian Sewer Pipe Co. 45
Canadian Shovel & Tool Co..... 4
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 56
Clauss Shear Co..... 67
Cluff Bros..... 63
Confederation Life Association 11
Consolidated Plate Glass Co..... 52
Consumers' Cordage Co..... 10
Copeland-Chatterson 14
Copp, W. J..... 41
Covert Mfg. Co 9
Crain, Rolla L..... 1
Cumming Mfg. Co..... 63

D

Dana Mfg Co..... 21
Davenport, Percy P..... 12
Davidson, Thos., Mfg. Co..... 4
Deseronto Iron Co..... 41
Dieckmann, Ferdinand..... 53
Dominion Cartridge Co. 51
Dominion Wire Mfg. Co..... 11
Dorken Bros. ..... outside front cover
Dowswell Mfg. Co 57

E

Eadie, H. G..... 45
Emlyn Saw Bench 14
English Embrocation Co..... 72
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa..... 14
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 45
Findlay Bros..... 25
Forman, John 64
Forwell Foundry Co 62
Fox, C. H..... 16
Francis-Frost Co..... 24
Frothingham & Workman 6

G

Galt Art Metal Co..... 55
Gibb, Alexander..... 16
Gibsone, J. B..... 18
Gilbertson, W., & Co..... 45
Glauber Brass Co..... 64
Greening, B., Wire Co..... 72
Gurney Foundry Co..... 23, 62
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hanover Portland Cement Co..... 21
Harrington & Richardson Arms Co 16
Harris, J. W., Co..... 24
Hart & Cooley Co..... 68
Heinisch, R., Sons Co..... 17
Henderson, J. A..... 9
Henderson & Potts Co 44
Heney, E. N., & Co..... 68
Hobbs Mfg. Co 22
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 18
Hyde, F. & Co..... 13

I

Imperial Varnish and Color Co..... 46
International Portland Cement Co.... 19

J

Jamieson, R. C., & Co..... 47
Jardine, A. B., & Co. 45
Johnson's, Iver, Arms and Cycle Works 54
Joy Mfg. Co..... 24

K

Kemp Mfg. Co..... 26
Kerr Engine Co..... 64

L

Leslie, A. C., & Co. outside front cover, 45
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 57
London Foundry Co..... 54
London Rolling Mills 12
Louden Machinery Co. 19
Loughead, J. S., & Son 12
Ludger Gravel Co..... 18
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McArthur, Corneille & Co. 64
McCaskill, Dougall & Co..... 47
McClary Mfg. Co..... 22
McDougall, R., Co..... 65

M

Maple Leaf Harvest Tool Co 8
Martin-Senour Co 49
Martel-Stewart Co..... 65
Maxwell David..... 72
Merrell Mfg. Co..... 58
Metal Shingle and Siding Co..... 11
Metallic Roofing Co 43
Metropolitan Bank..... 11
Miller Morse Hardware Co 20
Mitchell, H. W 16
Montreal Rolling Mills Co 20
Moore, Benjamin, & Co. 20
Moore, D., Co..... 42
Morrison, James, Brass Mfg. Co..... 58
Morrow, John, Machine Screw Co 17
Mueller, H., Mfg. Co 64
Munderloh & Co..... 65

N

Newman, W., & Sons 17
Nicholson File Co.. 70
North Bros. Mfg. Co..... 1
Nova Scotia Steel and Coal Co..... 45
Novelty Mfg. Co 19

O

Oakey, John, & Sons..... 45
Ontario Lantern & Lamp Co..... 72
Ontario Lead & Wire Co..... 41
Ontario Tack Co..... 44
Ontario Wind Engine and Pump Co .. 62
Orford Copper Co..... 45
Oshawa Steam & Gas Fitting Co..... 61
Owen Sound Wire Fence Co..... 11

P

Paterson Mfg. Co..... 68
Pearce, Frank, & Co 1
Pearson J. N. 18
Pelton, Godfrey S 47
Penberthy Injector Co..... 65
Peterborough Lock Co..... 26
Peterborough Shovel & Tool Co. 9
Phillips, Chas. D 55
Phillips, Geo., & Co..... 13
Pink, Thos. 2

R

Ramsay, A., & Son Co..... 49
Robertson, James Co....inside back cover
Rochester Lamp Co. 9
Roper, J. H 23
Round, John, & Son..... 10

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 20
Scott, Bathgate & Co..... 16
Sells Commercial..... 55
Seymour, Henry T., Shear Co..... 17
Shantz, I. E., & Co..... 62
Sharratt & Newth 13
Sherwin-Williams Co..... 44
Silica Barytic Stone Co..... 17
Spear & Jackson 17
Stairs, Son & Morrow..... 70
Standard Ideal Sanitary Co..... 58
Standard Paint and Varnish Works... 47
Stanley Rule & Level Co..... 12
Starr Mfg Co. 12
Steel Trough and Tank Co..... 12
Stephens, G. F., & Co..... 41
Sterne, G. F., & Son 18
Stewart, Jas., Mfg. Co..... 13, 21

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co. outside back cover
Toronto and Belleville Rolling Mills... 9
Toronto Silver Plate Co..... 54
Turner Brass Works 64

U

Universal Systems 21

V

Vickery, O..... 62

W

Wallace Barnes Co 18
Western Assurance Co 11
Western Wire Nail Co 57
Wilcox Mfg. Co..... 23
Winnipeg Paint and Glass Co 41
Wright, E. T., & Co 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Junction.

Auditors.
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Robertson, Jas. Co,, Montreal.

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J. N. Warminton, Montreal.

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Glauber Brass Mfg. Co., Cleveland, Ohio.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

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Canadian Bronze Powder Works, Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Ramsay, A., & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Cumming Mfg. Co. Renfrew.

Cans.
Acme Can Works, Montreal.

Builders' Tools and Supplies.
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
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Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Carriage Accessories.
Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.

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Hamilton Cotton Co., Hamilton, Ont.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

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J. N. Warminton, Montreal.

Cut Glass.
Phillips, Geo., & Co., Montreal.

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Birkett, Thos., & Son Co., Ottawa.
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Dorken Bros. & Co., Montreal.
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Howland, H. S. Sons & Co., Toronto.
Phillips, Geo. & Co., Montreal.
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Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

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Canadian General Electric Co., Toronto.
Forman, John, Montreal.
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Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell Toronto.

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Kerr Engine Co., Walkerville, Ont.

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Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

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Bradstreet Co.

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Gibsone, J. B., Montreal.
Pelton, Godfrey S.
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Shaw, A., & Son, London, Eng.
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Winnipeg Paint & Glass Co., Winnipeg.

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Diamond Saw & Stamping Works, Buffalo

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

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McDougall, R., Co., Galt, Ont.

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Kemp Mfg. Co., Toronto.
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Mitchell, H. W., Winnipeg.
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Deseronto Iron Co., Deseronto, Ont.
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Gibb, Alexander, Montreal.
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Lysaght, John, Bristol, Eng.
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Thompson, B. & S. H. & Co. Montreal.

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Galt Art Metal Co., Galt.
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Cumming Mfg. Co., Renfrew.

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Vickery, Orlando, Toronto.

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Grey & Bruce Portland Cement Co., Owen Sound.
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Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

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Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
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Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamiltor
Dominion Sewer Pipe Co., Toronto
Hyde, F., & Co.. Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shellac
Bell, Thos., Sons & Co., Montreal.

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co, Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

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Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.



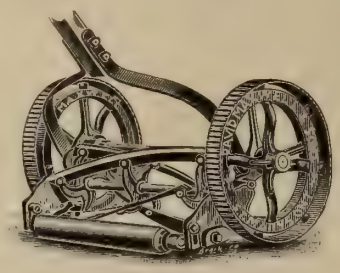
FAVORITE CHURN

More sold in the Dominion than all others combined

In 8 sizes, churning from ½ to 30 gallons.
IMPROVED STEEL FRAME. PATENT FOOT and LEVER DRIVE.
PATENT STEEL ROLLER BEARINGS

Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish. **No other just as good. Accept no substitute.** If not offered by your jobber write direct to us.

MAXWELL LAWN MOWER



Made in 4 different heights of wheel and widths, ranging from 8 to 25-in. in plain or ball bearings as required. Improved for coming season. Not equalled anywhere for clean cutting, durability and finish.

DAVID MAXWELL & SONS
ST. MARY'S, ONT.



"LION" BRAND

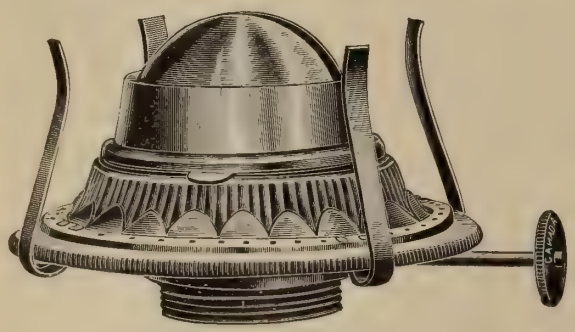
Trade Mark

PUTZ TRIPLE EXTRACT
METAL POLISH
LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,
Montreal, Quebec

Our New Line—



The Canada Burner

Made in A and B sizes only, of Brass Construction.

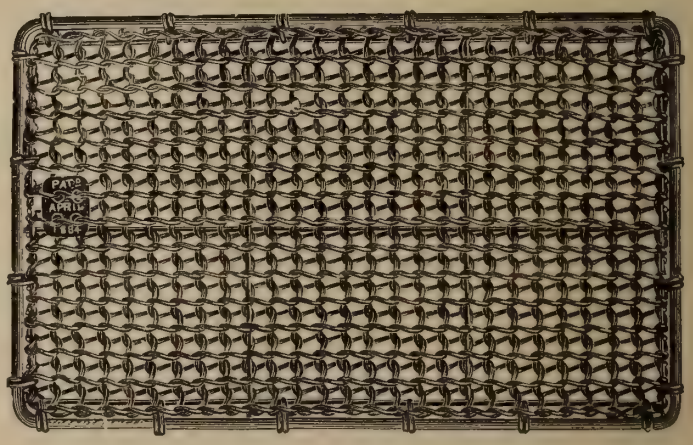
IT'S A SELLER

The Quality and Price will interest you.

MANUFACTURED BY

ONTARIO LANTERN & LAMP CO., Ltd.
HAMILTON, ONT.

WIRE DOOR MATS



The cleanest, most durable and perfect sanitary Mat made.

Has been on the market for 20 years.
All sizes and shapes made to order.

For Stock sizes see Catalogue.

The B. GREENING WIRE CO.
LIMITED

Hamilton, Ont. **Montreal, Que.**

FOR A CHEAP SAW MILLS
AND GENERAL FACTORY

BABBITT

THERE IS
NOTHING TO BEAT

Fleur de Lis

ANTI-FRICTION METAL



PRICE 5c. PER LB.

Equal to imported sold at 25 cents.
Try it and save money.

The Jas. Robertson Co., Limited

MONTREAL

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.

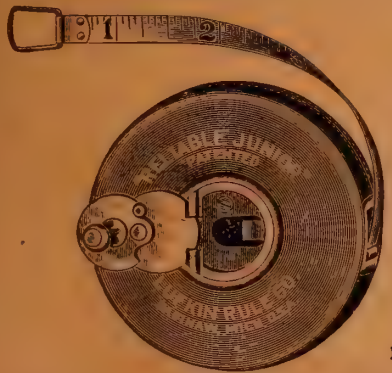


WALKER CORK SCREWS

are good holiday souvenirs and live sellers the whole year. Are made well and are made out of good material. That is why we guarantee every one that we put out. When ordering Cork Screws try **Walker's**

Manufactured only by **ERIE SPECIALTY COMPANY,** ERIE, Pa. U.S.A.





LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

**ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.**

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—280 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve  Medals

Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

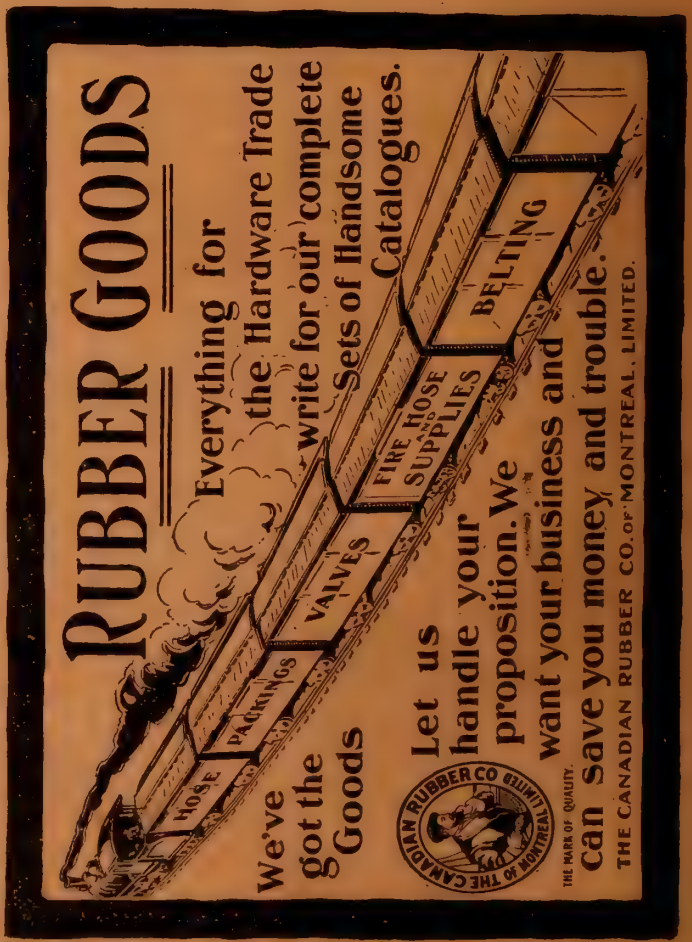
Sheet Copper, Seamless Brass and Copper Tubes

LOWEST PRICES TO IMPORT ON APPLICATION TO

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL



CIRCULATES EVERYWHERE IN CANADA
Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 10, 1906 NO. 45.

E. M. DICKINSON'S



CARVERS
CASED GOODS
TABLE CUTLERY
BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale by Leading Wholesale Houses.

Every Jobber in Canada

East or West can supply "QUEEN'S HEAD" Iron if you insist on it. Accept no substitute as there is nothing quite as good.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers, Canadian Branch

WHEN THE CUSTOMER

was asked what Boiler he would take, the answer came back

"Sovereign"

and the reason he gave were

It operates with a certainty
It operates with economy



A "Sovereign" Boiler batch of particulars is ready for you

WE MANUFACTURE THE "SOVEREIGN" RADIATOR ALSO

TAYLOR-FORBES COMPANY, Ltd.

TORONTO—1088 King St. West.
MONTREAL—122 Craig St. West.
Head Office and Works, GUELPH, ONT.

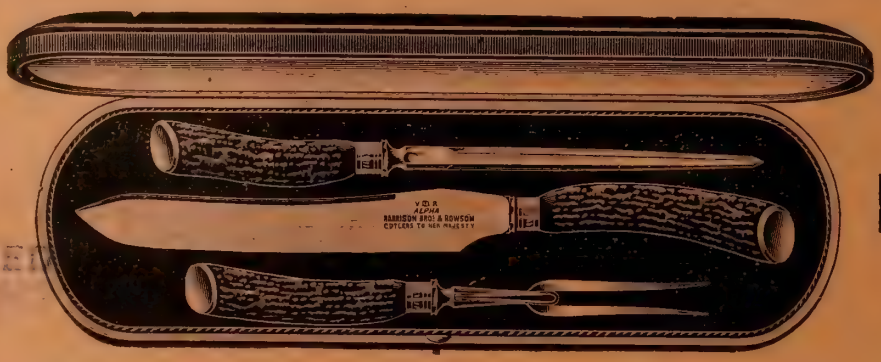
AGENTS:
Mechanics' Supply Co., Quebec.
Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 71.

CUTLERY

Cases of Carvers

Pen Knives and Scissors



Razors and Pocket Knives

3-piece Case Carvers



Pocket Knives

Stag Handles



5-piece Cases of Carvers



Pocket Knives

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

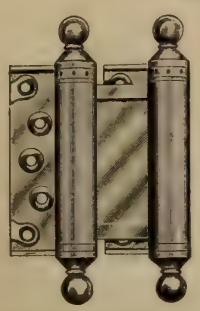
TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

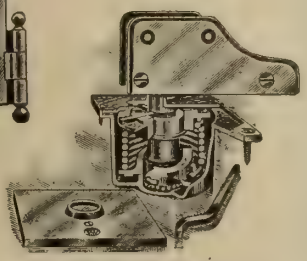
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of WINCHESTER and DOMINION Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

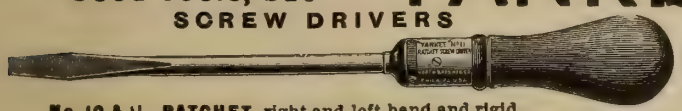
OTTAWA, ONT.

Other Tools are very Good Tools, but

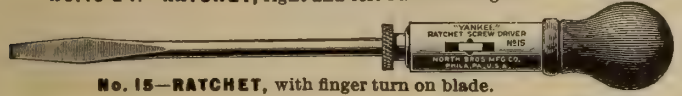
"YANKEE TOOLS"

ARE BETTER

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



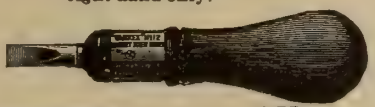
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



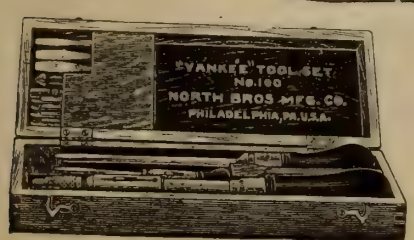
No. 12—RATCHET, with stub blade



No. 60—POCKET SCREW DRIVER.

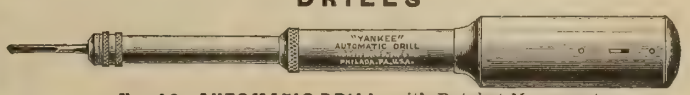


Countersink, for spiral ratchet screw driver.



The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

DRILLS



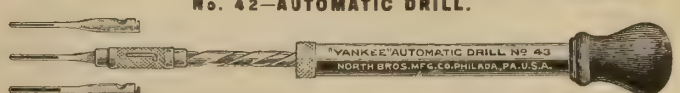
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



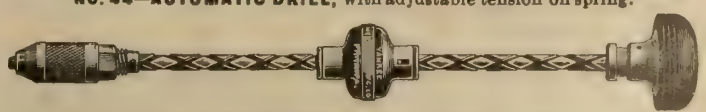
No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



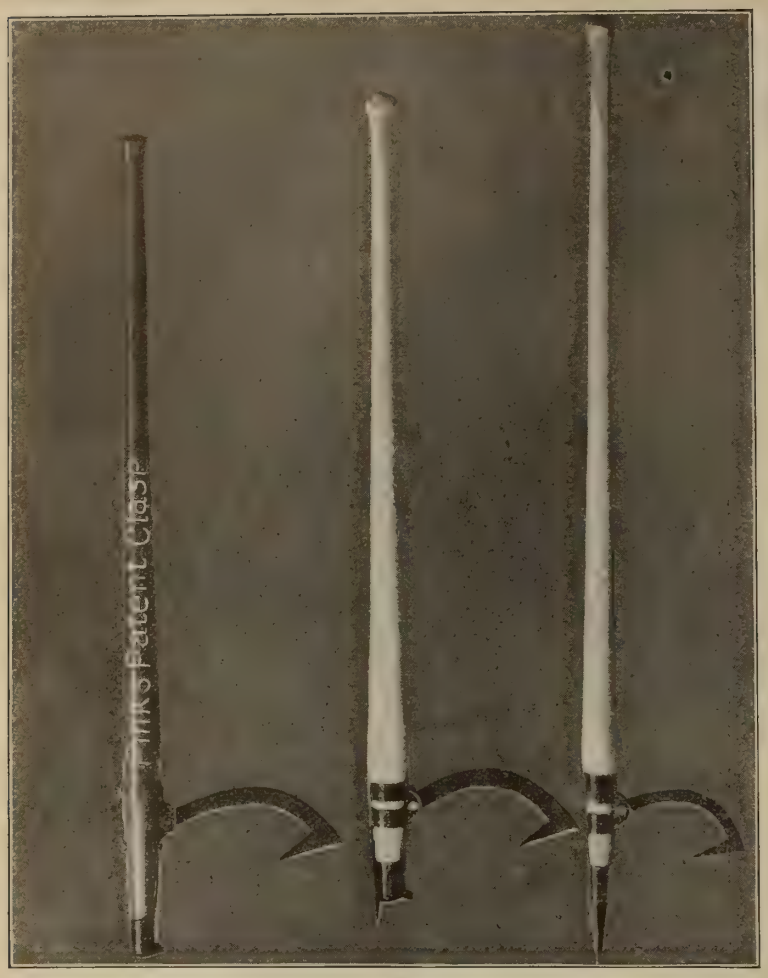
No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

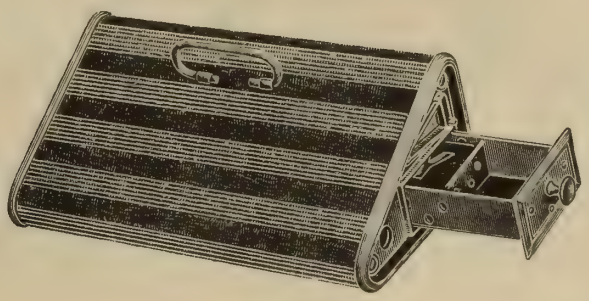
Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

"Ideal" Carriage Heaters



Warm Feet

Many people drive in winter for pleasure, and others because they can't help themselves.

Whether on business or pleasure, cold feet spoil any drive.

Many farmers put a hot brick in the bottom of their sleighs, but if the drive is long, the brick is not of much use, as the cold is only felt worse after a temporary toasting.

Warm Sellers

It is predicted that we will have a long, cold winter this year ; this means a big season for Carriage Heaters.

If you want the lion's share of the business, stock **"Ideal" Carriage Heaters.** They ***sell***, because they're everything a good heater should be ; economical, handsome, perfectly safe, simple, and of a shape that makes a practical foot-rest, as well as a heater.

For further particulars, ask our travellers, or write us.

WE ALSO STOCK "IDEAL" COAL,
FOR USE IN THIS HEATER.

LEWIS BROS., Ltd.

Montreal

OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY

WE DO

GALVANIZING

IRON, CAST, MALLEABLE,
WROUGHT, SHEET, FITTINGS

QUICK

Phone M. 172
31 WILLIAM ST., TORONTO

THE CANADA METAL CO.



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

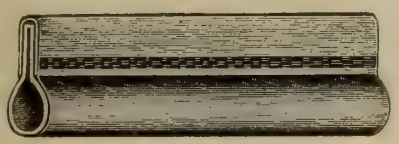
Wholesale Only

Weather Strip and Storm Sash Hangers



All Felt, ⅛-inch wide

For side of windows.



All Felt, ⅝-inch wide

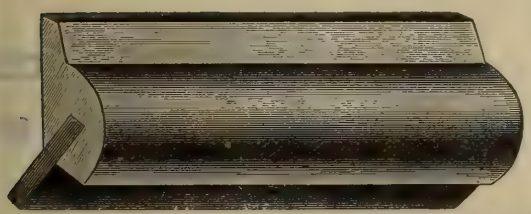
For side and top of doors.



All Felt, ¾-inch wide

For bottom of doors.

Packed 50 feet in a box.



Wood and Felt, ¼-inch wide

For centre of windows.



Wood and Felt, Spring Door Bottoms

3-in. wide, 36-in. long; 2 doz. in a package.



Patent Storm Sash Window Hanger

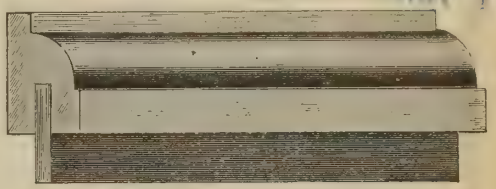
With these hangers storm sash can be easily and quickly put up and and taken down without the aid of ladder, nails or tools.





Wood and Felt, ⅜-inch wide

For side and top of windows.



Wood and Felt, ⅝-inch wide

For side of windows and doors.



Wood and Felt, 1¼-inch wide

For bottom of doors.



Wood and Felt, 1¾-inch wide

For bottoms of heavy doors.

Package contains 500 feet, 12 feet long.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station.

GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory. Dufferin Street, Toronto, Ont.

We Ship promptly

THESE ARE MERE TRIFLES

in a hardware stock in comparison with anvils and barbed wire. But the profit on two dozen of any of them will equal the profit on a 250-lb. anvil or 1000 lb. of barbed wire.

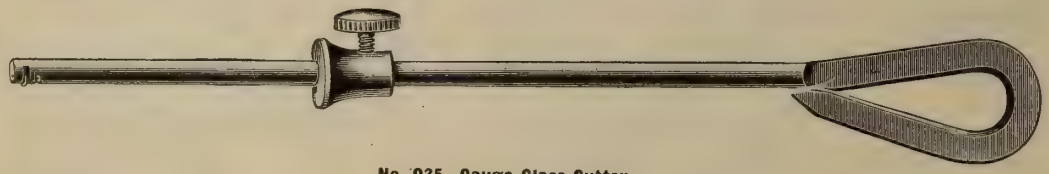
It is only necessary to keep a small variety of them, to display them, and they will sell themselves. The profit runs from 50 to 100 per cent.

Do you keep glaziers' diamonds? Every glazier in your town needs one. Don't keep more than two or three. We can send you others by mail as you require them.

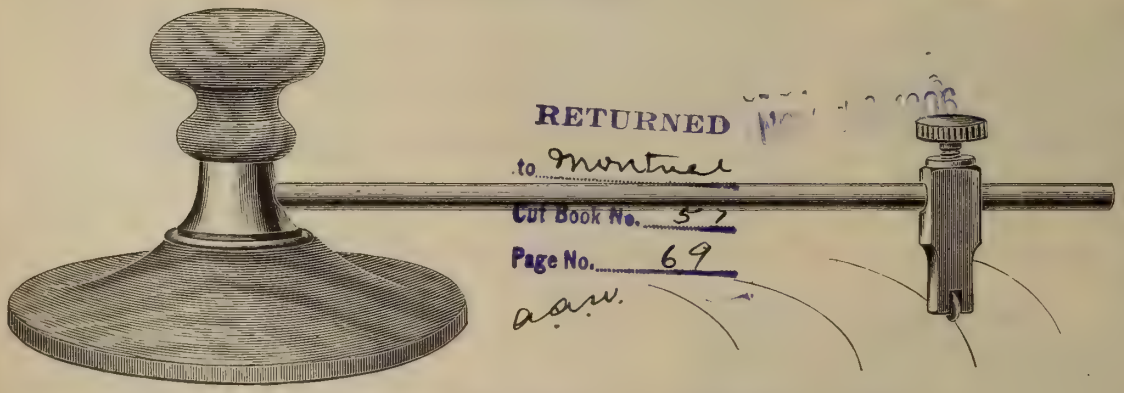
When you do make a sale you earn a good profit.



No. 0 Cocobolo Handle Loose Head | No. 7 A good low priced Cutter | No. 25 Six cutting Wheels | No. 30 Four cutters | Glazier's Diamonds Sharratt and Newth's | No. 298 Four Tools in one



No. 035—Gauge Glass Cutter.



No. 6—Circle Glass Cutter, cuts circles 3 to 20-in. diameter.

Write for prices or ask our travellers about them.

F. & W. Hardware Montreal

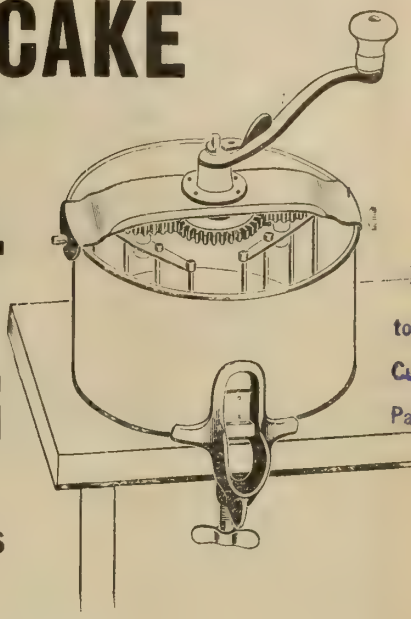
F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA.

FOR GOOD CHRISTMAS CAKE

EVERY HOUSEKEEPER REQUIRES A

Universal Cake Maker

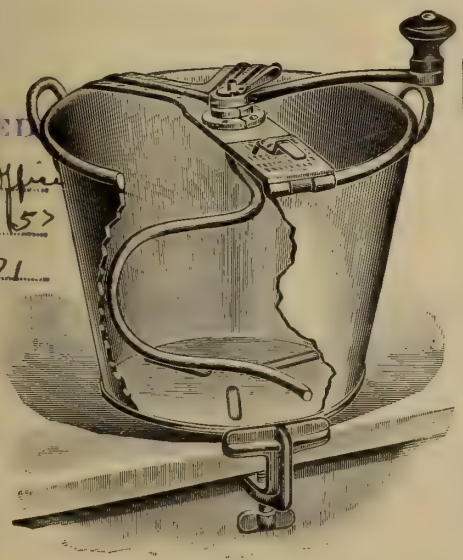


It mixes batter for Cake with much better results than the old hand method.

Booklet of cake recipes goes with each machine.

The bowl of the Universal Cake Maker holds 4 quarts of batter. All parts are heavily tinned and well finished.

The Universal Cake maker can be used as an egg beater and cream whipper.



Universal Bread Maker

DOES ITS WORK IN 3 MINUTES

Made in two sizes.

No. 4—4 to 6 loaves. No. 8—8 to 10 loaves.

When you sell Universal Goods you make a liberal profit. They are easy to sell too.

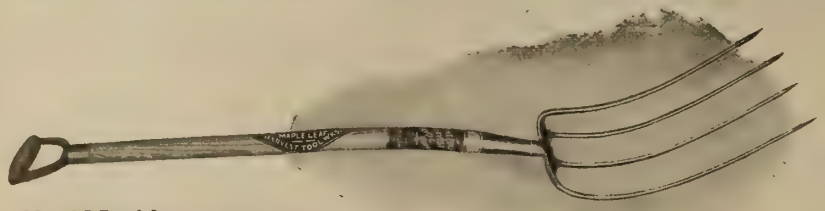
Caverhill Learmont & Co

MONTREAL——and——WINNIPEG

Have You Ordered Them ?

The Time for Doing So is Now !

Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



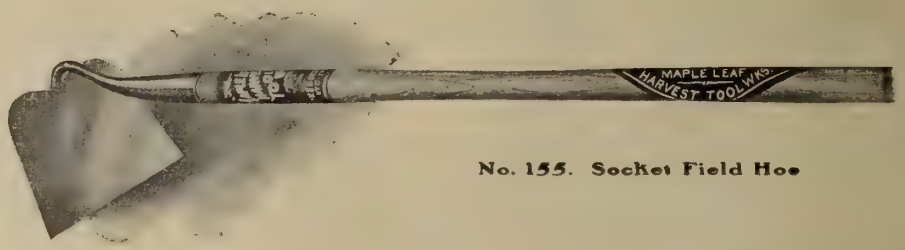
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



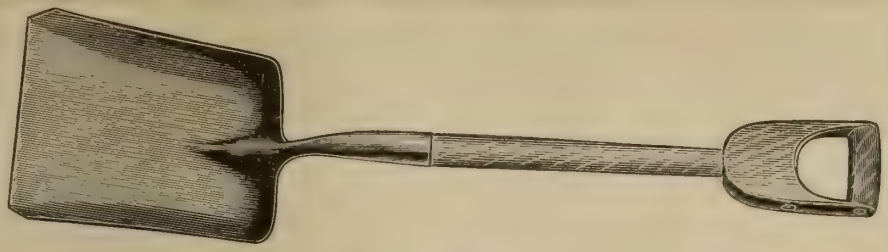
No. 155. Socket Field Hoe

To the Merchants:

The season is now on to order your stock of harvest tools for 1907. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

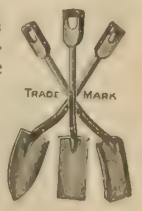
TILLSONBURG, ONT.



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

By getting in touch with us you will become acquainted with the favorite lines:

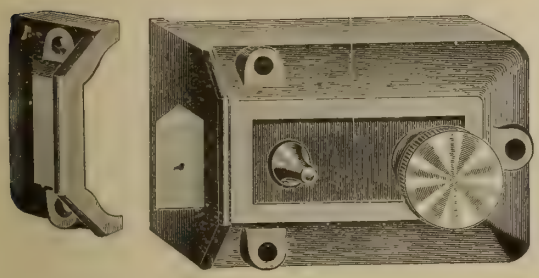


"Peterborough," "Lundy," "Irwin," and "Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

COMPETITION CLOSES DEC. 31st.

GET BUSY NOW

For best Photo of Xmas Window Display

First Prize	$6.00	cash
Second Prize	4.00	"
Third "	Hardware and Metal	one year
Fourth "	"	"
Fifth "	"	"

For Best Xmas Advertisement

Special Prize, Handsome Fountain Pen.

OPEN TO HARDWARE DEALERS AND CLERKS

TORONTO AND BELLEVILLE ROLLING MILLS LIMITED.

BELLEVILLE, - ONTARIO.

BAR IRON

PROMPT SHIPMENTS

"QUALITY UNSURPASSED."

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

LIST
SILVER PLATED $22.30

LIST
BEST NICKEL SILVER $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

JOHN ROUND & SON, LIMITED

MANUFACTURING
Cutlers and Silversmiths

Factories SHEFFIELD, Eng.

MONTREAL

Established 1847

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING





DON'T BE MISLED



into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.



ARMSTRONG BROS TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.





You Won't Need to Force Your Sales

when the season opens if your shelves are stocked with Stauntons'

Wall Papers

The magic touch which is the result of half a century of experience has impressed itself better than ever in the lovely coloring and designs of our 1907 patterns.

NOVELTY AND BEAUTY

are embodied in them in a surpassing degree, together with that attractiveness and serviceable quality which

INSURES RAPID CLEARANCE

from your shelves. That's the kind of wall papers every progressive dealer wants. That's the only kind we make.

DON'T FORGET THIS—STAUNTONS' WALL PAPERS ARE RAPID SELLERS.

Would you like our traveller to call on you? If so send us a postal.

(Borders same price as side wall)

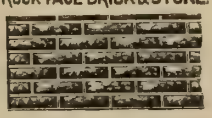
STAUNTONS
LIMITED
Wall Paper Manufacturers
TORONTO



SHINGLES

Our "Safe Lock" shingle has helped many a dealer to make and hold trade. It's construction appeals to anyone as being superior, and when put on a roof they give lasting satisfaction and make neighbors want them.

ROCK FACE BRICK & STONE.



SIDINGS

There is nothing else so suitable as our steel sidings to dress up old buildings with and make them warm—They are also useful for a low priced building where attractive appearances are desired.



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When you sell and erect one of our classified designs you can always count on a well pleased customer—These designs do not get out of date same as patterns carrying out no idea. Give a customer a selection and he will invariably turn to our classified ceilings. They cannot get away from their richness.

The Metal Shingle & Siding Co., LIMITED
PRESTON, Ontario

WRAPPING PAPERS

TRADE MARK

This design a guarantee of quality.

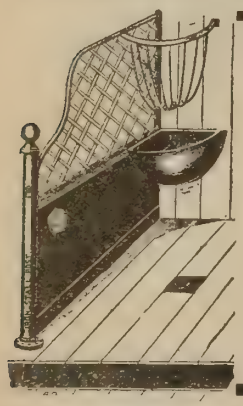
ALL GRADES, AND BEST OF EACH

GREY, RED-BROWN, MANILLA, FIBRE, TEA, ETC.

SAMPLES AND PRICES FOR THE ASKING.

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TORONTO LIMITED MONTREAL



Dennis' Iron Stable Fittings

Sanitary, Indestructible, Economical

A good line for the hardware dealer.

Send for New Stable Fittings Catalogue and Price List "A."

DENNIS IRON & WIRE WORKS, Ltd.

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Some Points About C. G. E. Meridian Lamps

Simplicity	*Efficiency*	*Low Cost*	*Quality*
Easy renewal	Perfect light distribution	Inexpensive to install	Brilliant
Lights instantly	Average downward efficiency	No repairs	Soft and uniform
Burns on any standard circuit	Exceeds 1 watt per candle	Cheap renewals	

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Proper Heating Essential

Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

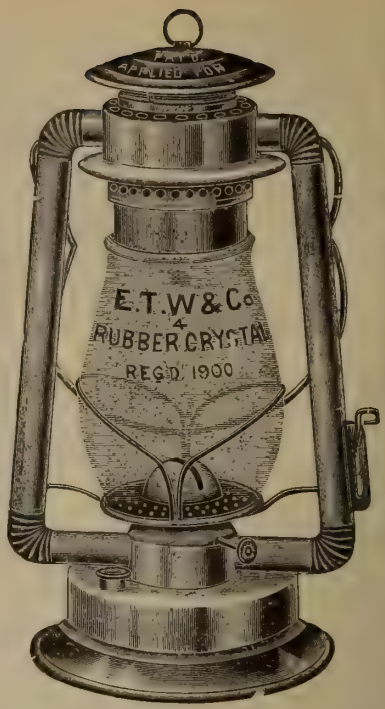
A trial order will make you a regular customer. 53

London Rolling Mills

London, Canada.



We will be glad to receive your orders for Searchlight Lanterns, Hinge and Lift Lanterns, Railway Lanterns, and Lantern Burners.



This cut shows our COLD BLAST LANTERN with side lift. We also make the Cold Blast with bottom lift. Plain and Japanned.

E. T. WRIGHT & CO., HAMILTON, ONT.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

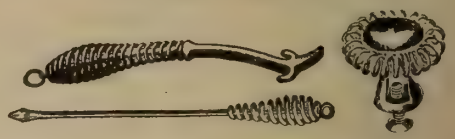
PERCY P. DAVENPORT

622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts

The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.



Because they are such steady sellers.

Everyone knows that they are the best.

15 different styles for men, women and children.

Even if you have ordered your stock for winter, write for our 1907 catalogue of Starr Skates, and Rex and Mic Mac Hockey Sticks. You are sure to have calls for them.

Starr Manufacturing Co., Limited

DARTMOUTH, N.S., CANADA.

Branch Office, - Toronto, Ont.

Montreal
Book No. 37
Page No. 92

The Acme of Perfection

in Cement Blocks is only attained by using

"LEFARGE"

(Non-Staining) Portland Cement

LEHIGH
Best Grade American

KEENE'S
Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

F.HYDE&CO.
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MONTREAL

INSULATED PLIERS



No. 3999x8"

BRAND: A★1 THE R. BERG HARDWARE Co.

In buying our pliers, branded A★1 and manufactured by the **R. Berg Hardware Co.** you have the best possible guarantee to get a first-class tool.

REMEMBER, THIS BRAND INDICATES:

First in Quality; Highest Grade of Material; Best Workmanship

Not a pair leaves the factory without being properly tested.

F. W. Lamplough & Co.
MONTREAL



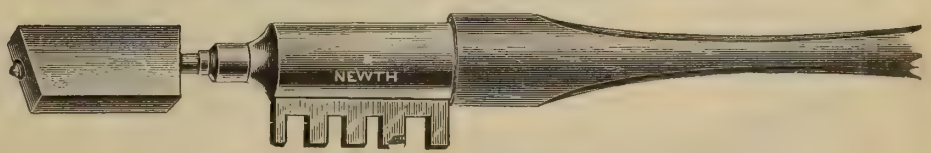
Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" ***FARLEY WORKS, SHEFFIELD, ENG***

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL **TELEPHONE M. 5576**

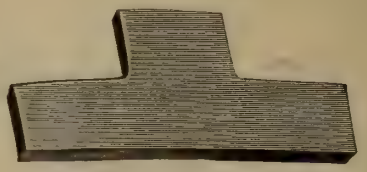
BULL DOG

SHOVELS AND SPADES

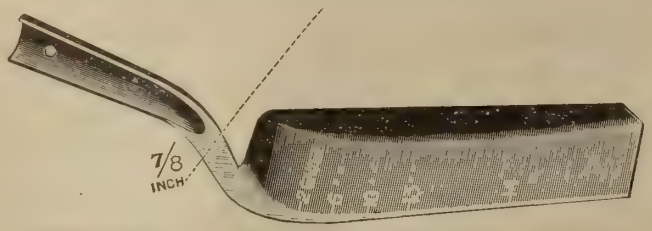
Forged from the bar without weld or rivet, having solid neck and thick centre line on blade, tempered in oil ·. ·. ·.



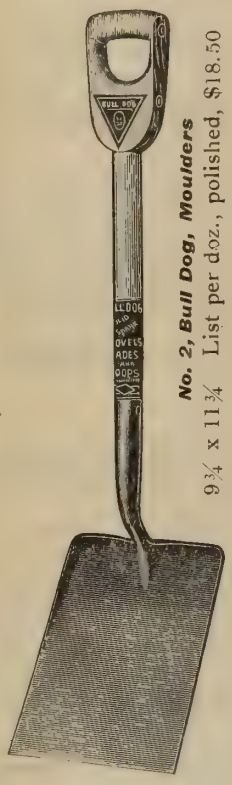
One Piece Blank With Socket Drawn



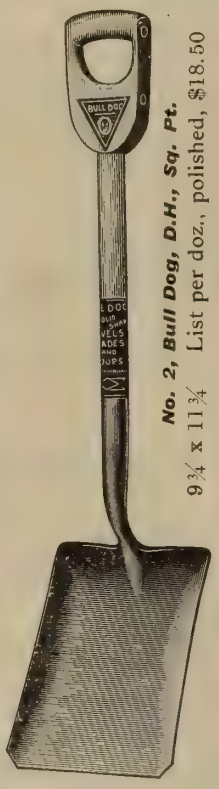
Note Solid Shank One Piece Shovel Blank.



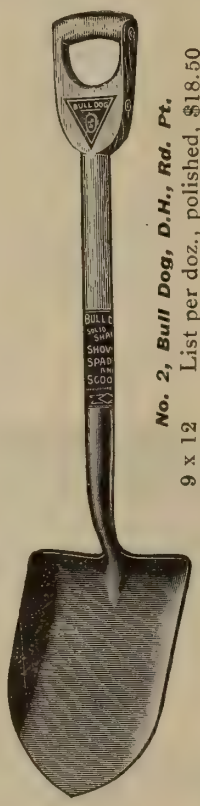
Sectional View of Finished One Piece Shovel Showing Gauge or Thickness of Steel at Different Points.



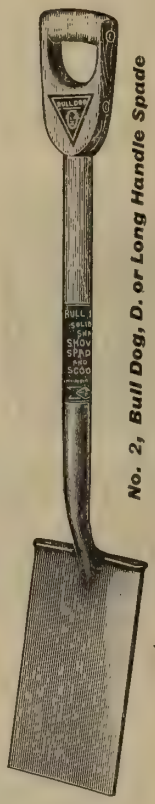
No. 2, Bull Dog, Moulders
9¾ x 11¾ List per doz., polished, $18.50



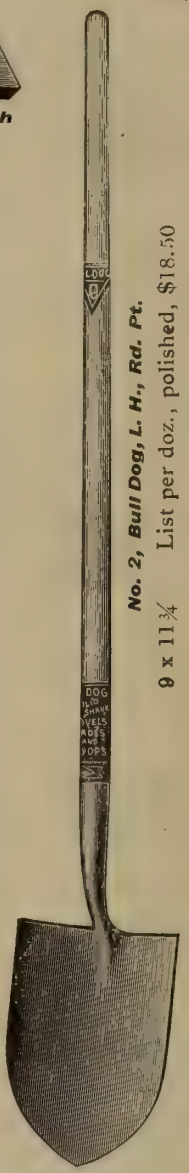
No. 2, Bull Dog, D.H., Sq. Pt.
9¾ x 11¾ List per doz., polished, $18.50



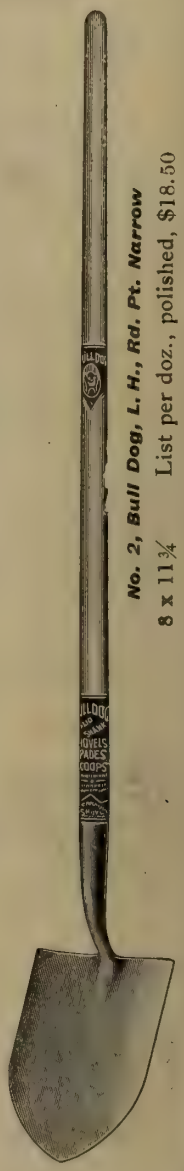
No. 2, Bull Dog, D.H., Rd. Pt.
9 x 12 List per doz., polished, $18.50



No. 2, Bull Dog, D. or Long Handle Spade
11¾ x 7½ x 7⅛ List per doz., polished, $18.50



No. 2, Bull Dog, L. H., Rd. Pt.
9 x 11¾ List per doz., polished, $18.50



No. 2, Bull Dog, L. H., Rd. Pt. Narrow
8 x 11¾ List per doz., polished, $18.50



Bull Dog Post Hole and Ditching Spades

No. 2, 14 x 5½ x 6. List per doz., polished, $18.50. No. 3, 16 x 5½ x 6. List per doz., polished, $19.00. No. 4, 18 x 5¼ x 6. List per doz., polished, $19.50.



Bull Dog Drain Spades

No. 2, 14 x 5¾ x 4. List per doz., polished, $18.50. No. 3, 16 x 5¾ x 4. List per doz., polished, $19.00. No. 4, 18 x 5¾ x 4. List per doz., polished, $19.50.

Handles OF THE BEST QUALITY.

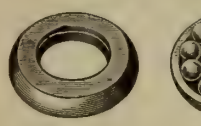
THE CANADIAN SHOVEL & TOOL COMPANY, Limited, HAMILTON, Canada

MANUFACTURERS

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

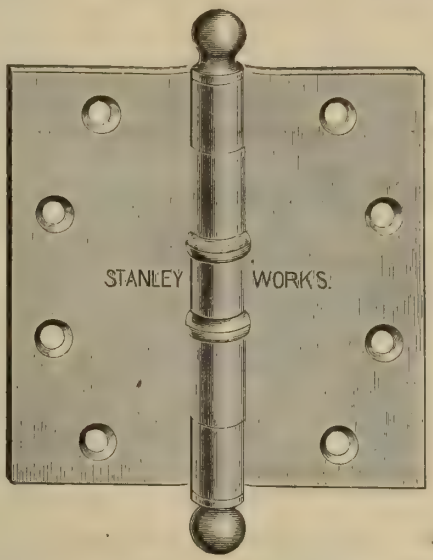
Stanley's Ball-Bearing Hinges

FOR ALL THEIR IMPORTANT WORK. DEALERS SHOULD HAVE THEM IN STOCK.



CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE



MADE IN WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION.

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.



The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



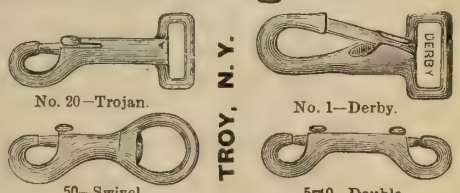
Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents

Covert Mfg. Co.



No. 20—Trojan. No. 1—Derby.

TROY, N. Y.

50—Swivel. 5-0—Double.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO, Limited
Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N Francisco Ave., CHICAGO, ILL.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

J. N. WARMINTON
207 ST. JAMES ST., - - - MONTREAL

Strapping for Binding Cases.

Plain Hoop Iron, Oil Finish;
Clutch Nails; Pail Hooks;
Box Board Fasteners.

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.

Small Springs of Every Description.

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS

Made only by thoroughly experienced workmen. 10 years as glass cutter and 16 years as chooser and setter being the experience of our head setter.

Canadian Agent: J. B. GIBSONE, P.O. Box No. 478, MONTREAL

From whom users of Glaziers' Diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.

It's Made Right

There you have the reason why the request for

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

keeps on increasing.

A made-right article sells right, suits right and pays right.

G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.



REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

Manufacturres' Agents

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

FRANK PEARCE & CO.

Established 1868

Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day

you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods? They include a rare variety of money-makers That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.

Look at our list of Agencies. It will pay you to get acquainted.

AGENCIES:

Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works, Limited, Windsor Ont.
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Dowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co., New Brunswick, N.J
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Sparls Mfg. Co., Newark, N.J.
Proprietor Balmoral Oil.

LUDGER GRAVEL

22 and 28 Jacques Cartier Square, MONTREAL

PHONES:

Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.
Tel. Merchants 964



The Louis XV

We are now manufacturing in Plate this popular pattern, and are using to do so the same dies as we use for making it in Sterling Silver. This necessitates, particularly in the fancy pieces, a certain amount of hand fashioning, which gives the pattern an individuality not possessed by the ordinary machine-made pattern.

Below we give a list of the individual pieces made and the list prices for same. Prices stated are per dozen.

		A1 or Extra Plate	*Gilt Extra*
Spoons			
	Tea	$1 75	
	Tea, Medium	4 50	
	Dessert	8 50	
	Table	9 50	
a	Coffee	4 70	$3 00
a	Orange	6 00	4 00
a	Berry or Nut	24 00	9 00
	Soup	9 50	6 00
a	Bouillon	9 00	4 00
a	Salad	24 00	9 00
a	Pea	24 00	9 00
	Salt	4 20	2 00
	Mustard	4 70	2 00
	Egg	4 75	4 00
a	Ice Cream	7 50	4 00
Forks			
	Dessert	8 50	
	Medium	9 50	
a	Oyster	6 30	3 00
a	Cold Meat	15 00	6 00
a	Fish	42 00	12 00
a	Salad	30 00	9 00
	Pickle	7 50	4 00
a	Lettuce	20 00	6 00
a	Ice Cream	7 50	4 00
	Sardine	12 00	4 00
Knives			
	Butter	10 50	4 00
a	Fish	42 00	12 00
a	Jelly	18 00	6 00
a	Pie	30 00	9 00
a	Crumb	48 00	12 00
Shells			
	Sugar	9 00	4 00
a	Jelly	12 00	6 00
a	Preserve	18 00	9 00
Ladles			
a	Cream	13 50	6 00
a	Gravy	18 00	9 00
a	Tomato or Cucumber Server	24 00	6 00
a	Pie, Ice Cream or Cake Server	30 00	
a	Nut Picks	4 00	
	Sugar Sifter	12 00	4 00
	Cheese Scoop, Medium	20 00	
	Butter Pick	10 00	
	Bon Bon Scoop	15 00	6 00
a	Butter Spreader	8 50	
a	Baby Spoon	7 00	3 00
a	Baby Food Pusher	9 00	3 00
a	Sugar Tongs, Medium	18 00	6 00
Sets			
a	Butter Knife and Sugar Shell	22 00	8 00
a	Salad Spoon and Fork	54 00	18 00
a	Fish Knife and Fork	84 00	24 00
Hollow Handle			
a	Dessert Knives	14 00	
a	Medium Knives	16 00	
a	Fish Knives	18 00	
a	Fish Forks	18 00	
a	Pie Servers	36 00	

a Where the article is prefaced by this mark it means that it is put up in a satin lined paper box.

List prices above are subject in the case of Staple pieces to 40 and 10 per cent., and the Fancy pieces 40 and 5 per cent., trade discount, usual terms.

The TORONTO SILVER PLATE CO., Ltd.

Silversmiths and Manufacturers of Electro Silver Plate

WEST KING STREET - - TORONTO, CANADA

E. G. GOODERHAM, Managing Director

The Universal Steel Range is constructed to suit the requirements of the Canadian Trade. **BUILT LIKE A STEAM BOILER AND WILL LAST A LIFE TIME.** It has all the requisites suitable for a Farmer's Range. Will burn a 29-inch stick, and both the fire box and fire box door are unusually large to admit of rough and coarse wood. Lots of room on the top and in the oven to do the busy morning's work.

RETURNED
Nov/19/06
to Ottawa
Cut Book No. 5-7
Page No. 78



Made with
18 and 20-inch Ovens

Both sizes
Burn 29-inch Wood

This Range with coal will cook and bake perfectly and no trouble to retain a fire day and night. When this Range is connected to Hot Water attachments the grates and all other linings can be removed without disturbing the water front.

The linings can be changed from Coal to Wood or vice versa in five minutes without the removal of a bolt.

Now Mr. Dealer is not this a grand feature, for in most of Ranges to change the linings from Coal to Wood is an awful job, particularly after it has been in use for some time. In the Universal Favorite the woman of the house can change the linings herself so simple and perfect is the arrangement.

The Universal Favorite has more REAL features of Merit and more good talking points than any other Range on the market.

Manufactured by

FINDLAY BROS. CO., LIMITED

Carleton Place, Ont.

Makers of the smoothest and best fitted Stoves in Canada

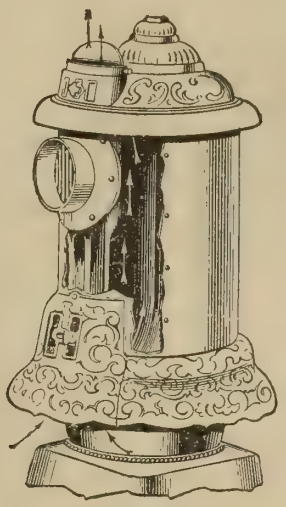
Western Agents: Rattray, Cameron Co., WINNIPEG

The "Good Cheer" Oak

NEW SERIES

Single and Double Heater





SECTIONAL VIEW.

Supplied with Feeder if Required



REAR VIEW.

Made in two sizes —either Single or Double Heater

No. 54, 13½ in. Firepot

No. 56, 15½ in. Firepot

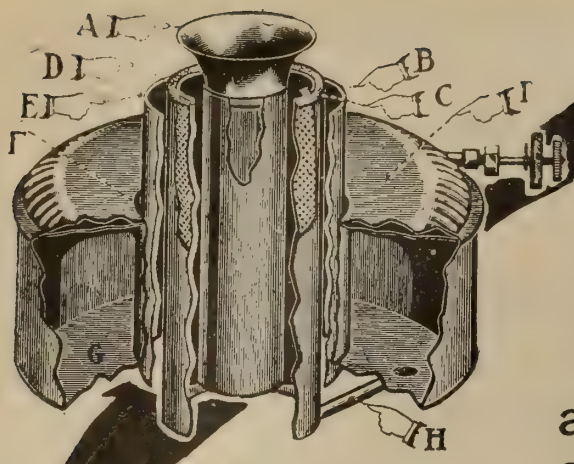
This handsome Oak exactly fills the want between the low-priced heater and the more expensive base burner. The double-heater attachment we are able to include at a very small advance over price of a single-heater Oak, and is a feature which will be appreciated. Its construction as illustrated in the Sectional and Rear Views shows what a powerful heating adjunct it is.

Body of Stove is of heavy polished steel, handsomely nickel trimmed. Large feed door with good sized mica lights, making it a very cheerful stove, while screw dampers in both upper and lower doors make it easy to regulate the fire.

A shaking ring draw centre grate is provided, as also a good sized ash pan.

THE JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT.



Note Construction of Grand Safety Burner

A—Flame Spreader. **B**—Air Space outside of Wick Tube. **C**—Air Space inside of Wick Tube. **D**—Wick. **E**—Outside Casing to Burner. **F**—Air Space between Fount and Outer Casing. **G**—Fount for Oil. **H**—Feed Pipe conducting oil from Fount to Burner. **I**—Shield resting on top of Fount with Air Space underneath.

ALUMINUM OIL HEATER

The heater that attracts attention, that holds the interest, that is overflowing with selling points.

People live on the floor, not on the ceiling. Yet in using other oil heaters the upper half of the room is hot—the lower half cold. Not so with the Aluminum Heater.

A Stationary damper across the centre of the stove throws the heat **downward** at will. Do you note the significance of that—the unique possibilites in it? **It radiates the heat from the bottom and sides** just like a base burner.

Get in line now with the shrewdest and most successful dealers in the United States and Canada by ordering the Aluminum Heater—either of your jobber or us. Let us send you our booklet. We will be glad to.



LEWIS BROS., Ltd.

Montreal Toronto Ottawa Winnipeg Vancouver Calgary

EMERSON & FISHER, Ltd.

St. John, N.B.



S S S

That's what

The Joy Malleable Range

is

Stay Satisfactory Sort

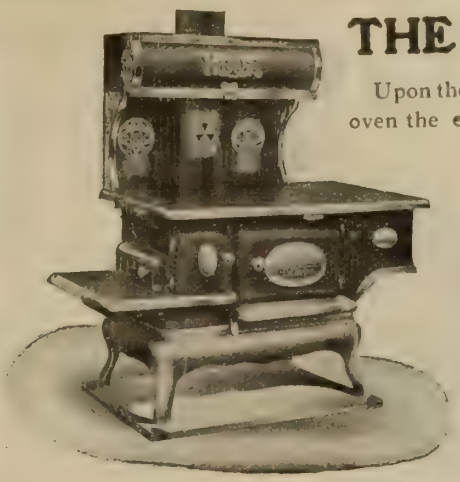
All ranges are made to cook and bake, and all ranges made in Canada will cook and bake. The manufacturer who would make one that wouldn't would be the biggest kind of an idiot. Almost all ranges will cook and bake equally well at first, but right here is "**the parting of the ways.**" Stay Satisfactory Sort will go right along — improving with use — but the "**Unsatisfactory Sort**" keeps declining until it is soon out of business. Stay Satisfactory Ranges can only be made of **Steel** and **Malleable Iron**, riveted together, making joints forever tight.

Dealers, why not sell your customers **S S S**

JOY MFG. CO., 32 Humberside Ave., TORONTO

TEES & PERSSE CO., Western Distributors, Winnipeg

CHAS. H. FOX, Agent for British Columbia, Vancouver



THE OVEN

Upon the efficiency of the oven the entire usefulness of a range depends. In

THE EMPIRE QUEEN RANGE

a high degree of success has been achieved. As a result the oven of this range applies heat evenly on all sides; thus perfect baking is made possible. Such good workmanship as this must tell in "stove-buying time" and it **does** tell. If you have never sold **The Empire Queen Range** resolve to change your policy in the future. It will pay you. **Send for Booklet.**

The Canadian Heating & Ventilating Co. Limited,

OWEN SOUND, Ontario,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

DOMINION

MR. JOBBER:
BUY DOMINION AMMUNITION

1907 will witness the greatest demand for DOMINION SHOT, SHELLS and CARTRIDGES that you have ever experienced.

Don't make the mistake of stocking imported shells, for you will find them harder to sell in the future than the past.

THE DOMINION CARTRIDGE CO. are creating a demand for their product among dealers and consumers—a demand that is built on the strongest foundation — quality, advertising, satisfaction and a natural preference for Canadian-made products.

Consider our NEW proposition before closing with outside manufacturers.

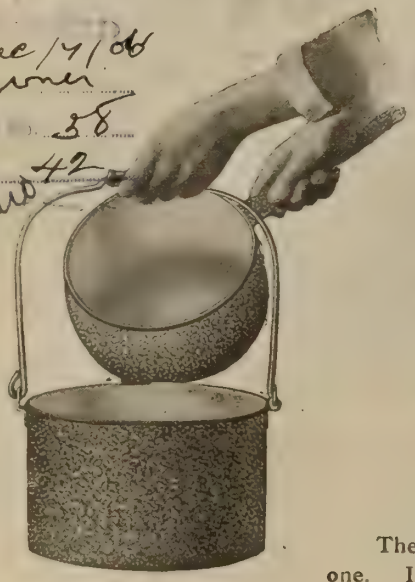
Dominion Cartridge Company, Ltd.

4 Hospital Street, MONTREAL

Foreign Agencies:

UNITED STATES	AUSTRALIA	JAPAN	MEXICO
ENGLAND	NEW ZEALAND	ARGENTINE	BRAZIL

One Woman said "it is the best cooker I have ever seen."

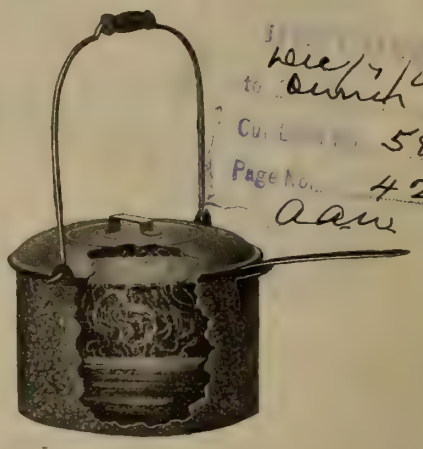


Patented

OUR "FAMOUS" QUICK-SELLING TRI-USE COOKER

Can be used in various ways, viz., as a double boiler for cooking cereals of all kinds, as a steamer for vegetables, puddings, stale buns, bread or cake, or as two separate saucepans, etc.

Sufficient room has been allowed for the steam to circulate between the two saucepans and under the outer cover into the inner saucepan, thus cooking the food by steam, making it appetizing and more easily digested.



Patented

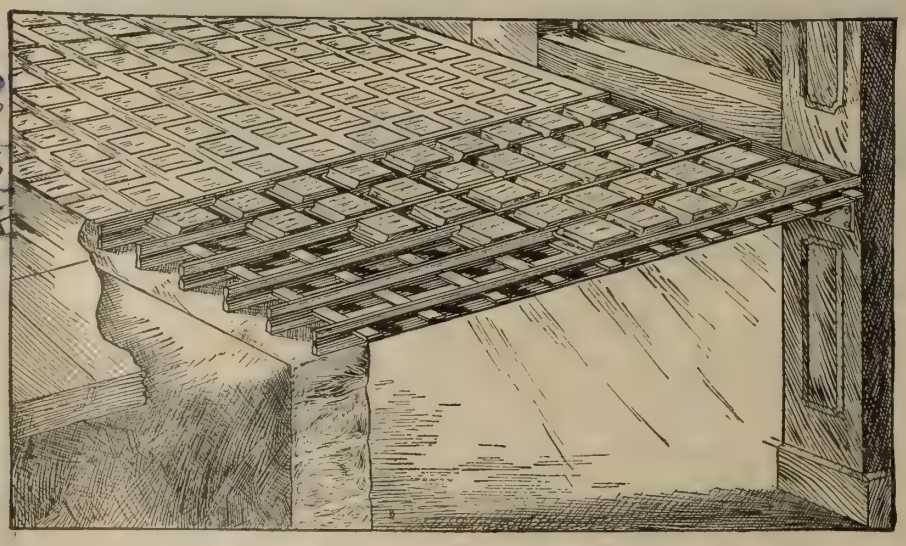
The Tri-use Cooker is a great seller and every one of your customer's should have one. Introduce it and follow results.

THE McCLARY MFG. CO.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON

"EVERYTHING FOR THE TINSHOP"

HERE'S SOMETHING TO ENQUIRE ABOUT!



Paschall Interlocking Sidewalk Prisms

Greater strength for its weight than the "others," because of its perfect structural formation.

Separation of iron and cement is impossible, because grooved bar and cement interlock perfectly.

GET FURTHER FACTS FROM

THE HOBBS MANUFACTURING COMPANY, LIMITED

LONDON WINNIPEG TORONTO



ATKINS SILVER STEEL SAWS

make merchandising easy. The Quality in them, backed by our enthusiastic publicity, has made them popular—we create the demand—you supply it. Easy to buy them—at your jobbers--or nearest branch.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited

WOLVERHAMPTON

Bar Iron
Sleigh Shoe Steel
Tire Steel
Spring Steel

JAMES BARBER, Era Works, Sheffield

Best quality only,
TABLE AND POCKET CUTLERY,
RAZORS, CARVERS, Etc.

Inquiries Solicited by

J. H. ROPER
Canadian Representative
82 St. Francois Xavier Street, MONTREAL

Busy, Busy, Busy

Cans are rushing.

Get your supplies in--Don't wait until the last moment

We are running full capacity and are anxious that you get your orders in early. Don't delay. We want to satisfy you.

Order Now!

Acme Can Works
MONTREAL



Australasian Hardware and Machinery,

The Organ of the Hardware, Machinery and Kindred trades of the Antipodes.

SUBSCRIPTION $1.25 PER ANNUM,

post free to any part of the world.

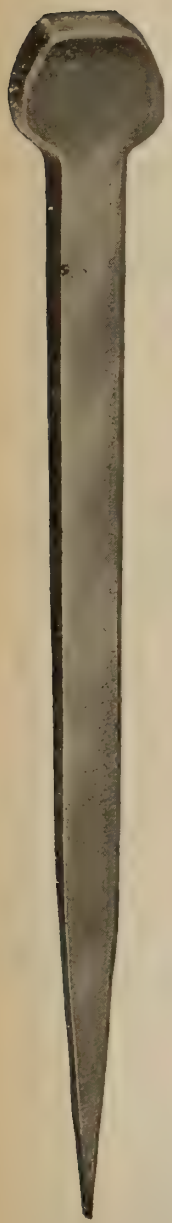
PUBLISHING OFFICES:
Melbourne - Fink's Buildings.
Sydney, - - - Post Office Chambers.

BRITISH OFFICES:
London, - - 42 Cannon St., E.C.

CANADIAN AND AMERICAN ENQUIRIES will receive prompt attention if addressed to the LONDON OFFICE, 42 CANNON STREET, E.C.

Specimen Copies Free on Application.

How to Buy Horse Nails



If you are not particular, just order the number of boxes and the size required, and take whatever brand the wholesale dealer may have in stock. But if you want the best made or sold in Canada, without any exception, you will not make any mistake in specifying on your future orders that you want the "C" brand Horse Shoe Nails made by this Company.

You can do all your farrier trade with the "C" brand. They will fulfill the most exacting conditions required as tests of quality. They are of the best designs, especially made for Canadian use. Have the finest hardened bevelled points, which will penetrate easily into the hardest hoofs; they will not bend in driving, nor will the heads fly off on striking an obstruction. This is because they are hot-forged from a special quality of Charcoal Steel Nail Rods, made for our purpose, and imported direct by us from Sweden. It is the best material known or used in the world for the purpose of making horse nails. We challenge any maker in the world to give better results than are obtained by the use of the old reliable "C" brand Horse Nails, which has been made in Canada for the past forty years, and is the standard for quality to-day among all its competitors.

All the leading wholesale hardware dealers have them for sale, or will accept orders for same at our discounts (40, 10 and 7½ %), plus freight. Your orders are respectfully solicited.

CANADA HORSE NAIL COMPANY

Established 1865 **MONTREAL**

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

The Best Door Closer is . . .
NEWMAN'S INVINCIBLE FLOOR SPRING
Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS,
Hospital St., - - - BIRMINGHAM

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

Calgary Correspondent WANTED

HARDWARE AND METAL wants a live correspondent in Calgary to send in each week a budget of trade news from Calgary and vicinity.

Here is a chance for some bright young clerk to earn some extra money with little extra trouble.

ADDRESS

Hardware and Metal
511 Union Bank Bldg.
WINNIPEG, MAN.

Too Expensive For My Business!

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO

Any retailer who says that about Business Systems, is laboring under a delusion.

The size of a business is the factor that determines the cost of installing Business Systems.

Business Systems are, proportionately, just as much an economy for the smallest retail store as for the largest factory.

■ ■ ■ ■ ■ ■

In different businesses, Business Systems are designed to fit different ends.

In your business, Mr. Retailer, Business Systems, instead of being "too expensive," are time savers and an actual economy.

You can understand why a system that posts your books and writes out your bills at the same time, is economical, can't you?

That's only one of the things Business Systems will do for you.

■ ■ ■ ■ ■ ■

Let us tell you more.

Drop us a post card and we will send you all the details.

It will only cost you a cent to know more.

BUSINESS SYSTEMS
LIMITED
84 SPADINA AVE.
TORONTO, CANADA

ESTABLISHED 1880 INCORPORATED 1883
DOMINION
TRADE MARK

DOMINION WIRE MANUFACTURING CO.
LIMITED

MONTREAL TORONTO

Manufacturers of

Iron and Steel Wire,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Cotters,
Steel Wire Barrel Hoops



FULL SIZE

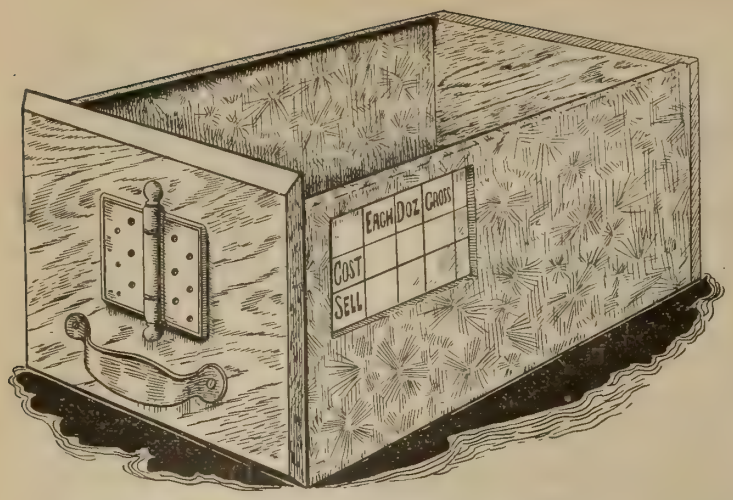
KITCHEN HOOKS

GALVANIZED, COPPERED, JAPANNED

TRY *a few gross when making up your next order for*

Bright Wire Goods or Wood Screws

When Ordering Please Specify DOMINION WIRE MFG. CO.'S Goods



The Best Laid Out Store

is the one which displays the most goods.

There are very few men who can describe just what they want, but if they see it sampled on a shelf box they can point it out. Which is the easier—for a man to point out the article he wants, or for you to untie half a dozen packages to show him what you have in stock?

Your salesmen should be employed in selling goods, not in looking for goods, in untying packages and tying them up again.

Shelf Boxes improve the appearance of your store 100%.

The Bennett Steel Shelf Box is the best box on the market in Canada or the United States.

It has galvanized steel sides and bottom, and thus saves at least 20% shelf room. The steel is not nailed to the wood front, but is locked in by our own patented process.

The Bennett Box is more durable than a wooden box. It has been tested for fifteen years and we have never heard of one man who was dissatisfied.

Note the "lip" on box, this renders it dust proof. Write for catalogue and price list.

CAMERON & CAMPBELL, SOLE MANUFACTURERS **TORONTO**

HARDWARE AND METAL, Picton, Ont.

Toronto.

Dear Sirs—I wish to thank you for the number of enquiries received through the condensed advertisement which I inserted in your paper, advertising my Hardware and Tinware business for sale. I certainly consider your columns a good medium for advertising any business of this nature.

Yours truly,
A. H. ILLSEY.

HARDWARE AND METAL

WANT ADS.

BRING RESULTS

HARDWARE AND METAL, Delta, Ont.

Toronto, Ont.

Dear Sirs,—I have received the offer of a number of positions through the small advertisement I inserted in HARDWARE & METAL. I secured excellent results and shall remember your paper next time in a similar position.

Yours very truly,
GORDON B. PIERCE.

STOVE BOARDS



***ELITE*—**

Wood and paper lined

***ONYX*—**

Wood lined

***EMBOSSED*—**

Wood lined

We Ship Promptly

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

INTERIOR STORE ARRANGEMENT

A gentleman who intends to establish a hardware store in a Western Ontario town has written asking if Hardware and Metal will answer questions of interest to the hardware trade. He begins by asking: "What suggestions would you give to a hardware merchant intending to open a store 24x60 feet in size?"

The publishers of this paper invite readers to ask as many questions as possible. For some months we have been publishing "Our Letter Box" and some very interetting information has been brought out in reply to questions asked—interesting not only to the merchants seeking information but to the entire trade. Any matter which puzzles any one in the trade should be sent to us and replies will be promptly published.

The arrangement of store interiors is an interesting subject and this week we give a floor plan and photo showing the arrangement of a successful store in one of the smaller towns in Western Ontario and invite correspondence and suggestions from dealers who are planning to build new stores or rearrange old buildings in keeping with modern store arrangement.

Next week we will give a floor plan plan drafted on the size suggested by our correspondent together with some ideas gathered by one of our staff who has made a close study of hardware store arrangement in the leading American cities as well as in all parts of Canada.



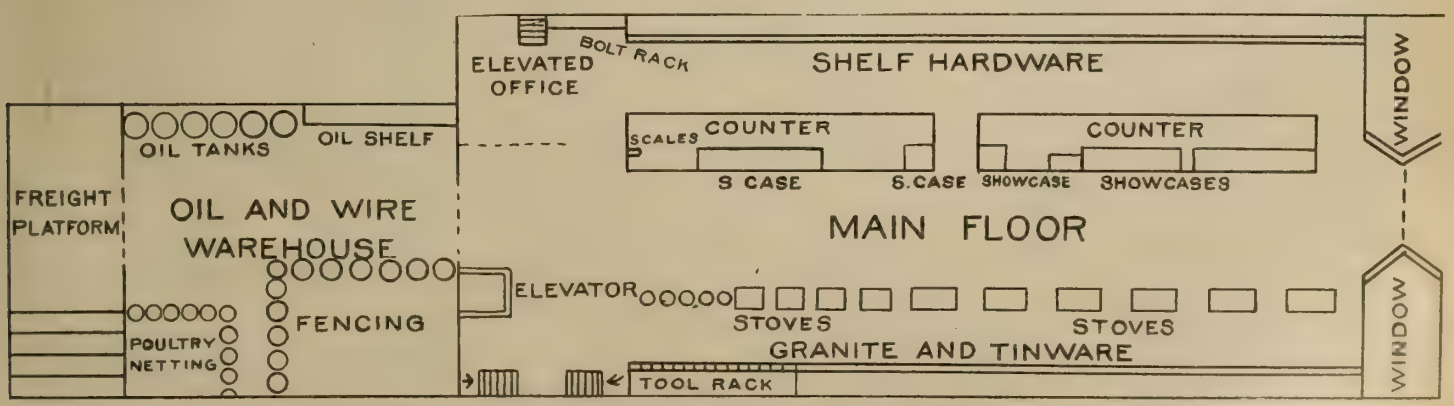
E. M. Shildrick's Store at Paris, Ont., recently purchased by Wilson & Koening, formerly of Mitchell.

DESCRIPTION OF PARIS STORE

The accompanying engraving and floor plan, illustrate the store of Wilson and Koening, Paris, Ontario, until a few months ago conducted by E. M. Shildrick. The store is situated in the centre of the buisness part of Paris which has a population of 4,000 of whom nearly 1,500 work in the factories.

The site of the store is 120 x 25 feet, the main floor of the store being 20 x 60 ft. The building is two storeys high, with a ten foot basement full size. At the rear, and attached to the main building is an iron covered warehouse for storing oils and wire. The store has two large plate glass windows, with an entrance of double doors, in the centre. Prism glass is used above the plates, and windows extend to within 24 inches of the pavement, the bottom of the window on the inside being flush with the bottom of the glass.

On the right hand side, coming in the door, is located the shelf hardware. Counters are on this side only, on them being placed three eight foot show cases, and three smaller ones. The shelving, and boxes, how cases and all wood work are finished in natural wood. The boxes are assorted sizes and are divided by partitions. The back end of this side of the store has a full set of pigeon holes, where is kept bolts, coach screws, etc. On the left side is a row of Imperial Oxford ranges and the stock of base burners and oak heaters. All stoves are kept on stove trucks for convience. The shelving on this side of store is divided into nine sections, and contains the nickel plated goods and aluminum ware, granite ware, and tin ware, at the end of this shelving is situated the fork and shovel rack, and stairway leading to second floor, at the rear end of main floor in front of the



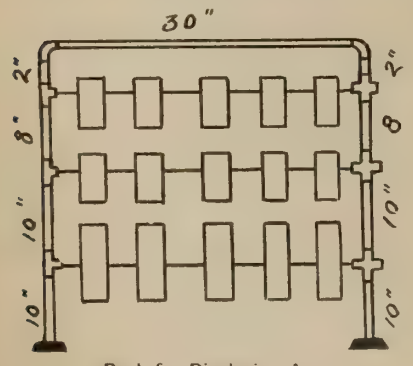
Floor Plan of Wilson & Koening's Store at Paris, Ont.

elevator, which is cased in, is situated the mixed paint shelving, which reaches from floor to ceiling, making a fine display to a person coming in the front door.

The office is suspended from the ceiling at the rear end corner. It is always comfortable even in the coldest weather, because of its location, although a little unhandy on account of stairs leading up to same. But the floor space is increased by having the office elevated. In the rear of the main floor is a door opening into the fireproof warehouse, which is made of a skeleton frame of scantling, covered with corrugated galvanized iron, making a cheap and durable building. And as the building contains all the oils, this arrangement of inflammable goods lessens the fire hazard a third. Behind the warehouse is a platform, the top being on a level with the floor of the store, making it very easy for one man with a truck to handle alone any goods received. The elevator situated at rear of main floor is accessible from either floors or basement, so that freight can be handled conveniently.

The second floor is reached by either stairway or elevator, and is divided into two departments. The one is used for cleaning second-hand stoves—a splendid paying department—as all second-hand stoves are put in a first-class condition. All parts inside are painted white and red, outsides well polished, and nickled parts cleaned up nicely. Sometimes they are sent away and re-nickled. All old micas are also replaced with new ones. The remainder of this floor is used as a second-hand store show-room. On balconies on either side in this room are stocked goods not in season. This room is kept in as good and clean a condition as the main floor.

In the basement is stocked all sizes of rope on revolving reels, the ends extending to first floor. Suspended from the ceiling on shelves and racks along the walls is the stock of building paper,



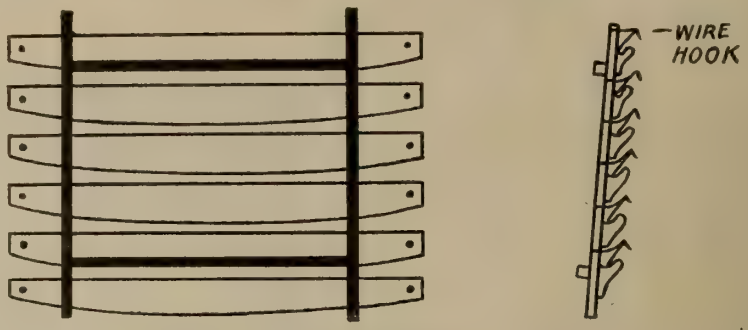
Rack for Displaying Axes.

handles of all kinds, and band, hoop and round iron. In the centre of the floor is a double-sided box rack, where a complete stock of all kinds of ploughshares are kept. This is usually a stock that gets mixed up, but with a system of numbering each box to correspond with the number opposite each name of share, with a complete set of names kept on a large card on side of rack, this trouble does not occur. A No. 500 Sunshine hot-air furnace heats the building, while both floors and basement are well lighted with gas.

USEFUL DISPLAY FIXTURES.

Bridge Bros., Thessalon, who are known in all parts of Canada for their enterprising methods of doing business some time ago forwarded rough sketches of display fixtures which they have used to advantage in their business.

The first one is an axe rack made of half inch iron pipe and fittings and is made to hold fifteen axes by using the following material: Two pieces of pipe 8 inches long, four 10 inches long, three 32 inches long, one 30 inches long, two 2 inch nipples, two elbows, three tees, three crosses and two flanges. It makes a very effective display rack and can be made any size to suit the number of samples to be displayed, it can be fastened to the counter or floor, and practically takes up no room, to remove the axes it is only necessary to pull out the iron bars.



Fixture for Displaying Saws, Curtain Poles, Etc.

The second is a rack for displaying cross cut saws or curtain poles and can be made in a very short time. It can be suspended from the ceiling or placed against the wall, while it is also useful for a window display. Bridge Bros. use it for displaying curtain poles in the summer season, and cross cut saws in the winter season. When displaying saws a short piece of wire (stove pipe wire will do) should be attached to the frame, and hooked over top end, and by use of the wire the saws can be given a proper slant forward. The rack is made of four pieces of one inch square strips, 42 inches in length and six pair of wood curtain pole brackets.

When sending the drawings Bridge Bros. stated that they did not desire to compete for any prize but were "always pleased to receive new ideas and just as pleased to let the other fellows have ours." Hardware and Metal's artist is at the service of all readers of the paper and we invite other merchants to forward rough drawings of display fixtures used by them and not generally adopted. By this exchange of ideas the columns of the paper can be made of greater value to each subscriber.

A proposition for the erection of a $400,000 rolling mill plant at Sydney, N.S., with a bonus of $50,000 upon completion, exemption from taxes for thirty years, and reduced water rates, is being considered by the council. Should the proposition not be considered, the company may locate in Montreal.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

SIGN WRITING OUTFITS.

A. R. Dundas, plumber and tinsmith, Cobourg, asks for the name of some firms selling reasonably priced outfits for writing window cards.

Answer—The Martel-Stewart Company, Montreal, are Canada's leading show card dealers and they can probably supply outfits at prices to suit almost and purpose. B. Cairns, rubber stamp manufacturer, 23 Adelaide street west, Toronto, sells cheap rubber outfits as low as $2.50 per set. Thayer & Chandler, 160-4 West Jackson Boulevard, Chicago, supply expensive air brush outfits to cost about $25.—Editor.

WORLD'S RUBBER SUPPLY.

An enormous increase in the demand for India-rubber has taken place in the last few years, and last year the production was not less than 60,000 tons. Until recently the supply of rubber came chiefly from two sources—the forests of Brazil, which contain the tree known as Hevea brasiliensis, furnishing the Para rubber of commerce which commands the highest price, and the forests of Africa, where climbing plants, generally of the Landolphia class, also furnish rubber. The increased demand for caoutchouc has led to the extensive planting of the Para rubber tree, especially in Ceylon and in the Federated Malay States. Systematic cultivation and improved methods of preparation are responsible for the fact that the product of the cultivated tree, which begins to furnish satisfactory rubber when six or seven years old, is now commanding a higher price than the product of the wild tree in Brazil. It is estimated that within the next seven years the exports of cultivated India-rubber from Ceylon and the Federated Malay States will reach between ten and fifteen million pounds annually, and that after fifteen years they may exceed the exports of the so-called wild rubber from Brazil.

PUBLIC-SPIRITED HARDWARE MERCHANTS
NO. 2

Among the new towns in Saskatchewan that have sprung into prominence during the last two or three years none is more widely known than Saskatoon. Its marvellously rapid growth and the confident faith of its citizens in the bright future which they expect for their city have already become almost proverbial throughout Western Canada. That future seems to be assured not merely nor chiefly by the undoubted natural advantages of the city but by the enterprise and energy of the people of Saskatoon; and foremost among those who have devoted so much time, energy and originality to the promotion of the interests of the city is Frank R. Oliver, President of the Board of Trade of Saskatoon.

Frank Oliver has not been very long in the West but he is a well known character. In 1903 he resigned his position as assistant manager of The Percival Plough and Stove Co. of Merrickville, Ont., to move west to Saskatoon to open a hardware and furniture business which has in three years grown to large proportions.

In 1903 Saskatoon was a small hamlet of 150 people but those 150 people had visions of great things to come. From the first Mr. Oliver was a moving spirit in the Board of Trade although he took no part in municipal politics.

When there seemed a liklihood that the G.T.P. would pass Saskatoon by, it was Frank R. Oliver who organized a deputation to go to Ottawa to secure the road. That deputation was successful. It was Mr. Oliver who first suggested the amalgamation of Riverdale, Nutana and the town of Saskatoon to make the city of Saskatoon. It was Mr. Oliver who was perhaps the most active in the enterprising but unsuccessful campaign to make Saskatoon the Capital of the new Province of Saskatchewan. If Saskatoon is to-day one of the best advertised towns in the West this is largely due to the originality of Frank R. Oliver who has been the man responsible for the unique and highly successful methods which have been followed.



FRANK R. OLIVER,
President Saskatoon Board of Trade.

Mr. Oliver has not neglected his hardware business to promote the interests of his city: that is quite evident from the rapid growth of his trade. It is often the busy man who can be relied upon to find time to do a little more and Mr. Oliver is that type of the busy man. He is brim full of enthusiasm and confident that what Saskatoon has accomplished in the last three years is but an earnest of the development to be experienced in the next three. "I have unbounded faith in Saskatoon," said he recently to Hardware and Metal, "believing that it will be the wholesale centre of Saskatchewan as it is now the hub of the hard wheat belt of Western Canada."



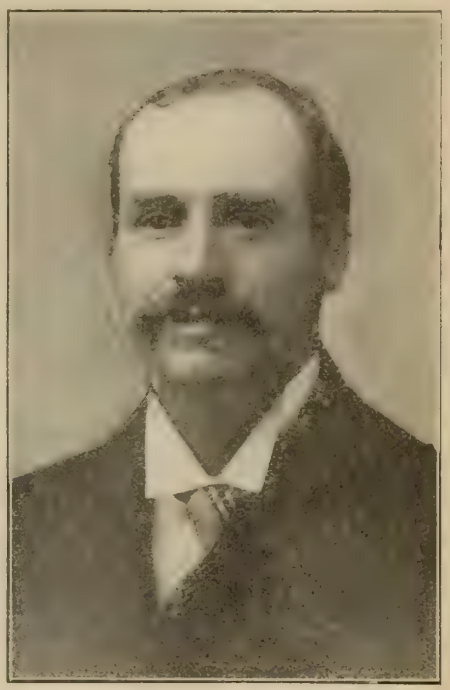
C. EDWARD WOOD,
Recently Appointed General Sales Manager Dominion Cartridge Co., Montreal.

NEW SALES MANAGER.

We are glad to be able to introduce to the Canadian hardware trade this week, C. Edward Wood, the recently appointed general sales manager of the Dominion Cartridge Co., whose likeness appears on this page.

Mr. Wood was formerly associated with the widely-known Simmons Hardware Co., one of the largest hardware jobbing houses in the United States. Six months ago, he was appointed to the management of the United States business of the Dominion Cartridge Co. In this capacity his success was instant and his abilities have been recognized by his promotion to be general sales manager of the same firm.

If this is Canada's growing time, it must be admitted that the Dominion Cartridge Co., are keeping fully in pace with the country's progress. The organization of an extensive sales department is another step forward in the history of the company. "Dominion" goods are now being sold in always increasing quantities, in every part of the world, and Mr. Wood will have a wide field for displaying his energy and resource.



M. F. IRWIN,
Appointed Manager of the McClary Mfg. Co's Branch at St. John, N.B.

McCLARY COMPANY CHANGES.

John J. Foote, manager at St. John of the McClary Manufacturing Co., London, has been promoted to an important position in the home office. He will be succeeded by M. F. Irwin, who has been general sales manager at London and in the employ of the McClary Company for seventeen years, during which time he has filled many positions. As an old traveller, with headquarters at Toronto and London, he is favorably known to the trade in all parts of Ontario.

SMELTING ORE IN TORONTO.

It is anticipated in the near future that Moose Mountain ore will be smelted at Toronto, where a proposition has been made for the utilization of a large tract of land at Ashbridge's Bay as a site for blast furnace and steel works. Mackenzie & Mann interests are at the bottom of this to afford an outlet for the extensive ores at Moose Mountain, in Northern Ontario. A furnace of 200 tons daily capacity is considered and it is expected that this will be in operation two years hence. The ore haul will be slightly less than 300 miles, and it is believed Toronto is ideally situated for this on account of its boat transportation facilities both east and west.

The Taylor Pattison Company's, saw mill, Victoria B.C., have started operations. It is one of the most complete and up-to-date mills on the Island with a cutting capacity of 40,000 ft. per day.

STOVES AND TINWARE

SOME GOOD CONTRACTS.

E. P. Paulin, Goderich, has sold to the trustee board of the New North St. Methodist church an entire new heating apparatus, combination steam and hot air. The auditorium and lecture room will be heated by warm air supplied by two No. 600 McClary "Sunshine" furnaces, and a steam boiler will be used as an auxiliary to heat the smaller rooms, library, vestry, chair rooms and class rooms. Cold air will be drawn from the auditorium at six different points, and instead of being piped to the furnaces will be conducted to the floor of the basement. The Goderich Signal says: "Mr. Paulin's practical knowledge of the requirements of the case gained for him the contract. Although a new comer in our business community, he has succeeded in gaining the confidence and good-will of a large constituency." In addition to the above $650 job, Mr. Paulin has just completed that of heating the Sovereign Bank at Goderich, and has succeeded in securing the contract for heating the Clinton branch of the same bank, at a cost of between $700 and $800.

PROFIT IN OLD STOVES.

Every stove dealer can increase the profit from his business by using the right methods. It is only necessary to reflect a moment to be almost astounded with the number of stoves in kitchens and used for heating in a given community that are in such bad repair that they are quite nuisances. A man is always looked upon as a public benefactor, says the Metal Worker, when he abates a nuisance. The stove dealer is not only a public benefactor, but a benefactor to himself when he reduces the annual out-of-repair stove epidemic. He can occupy this role by announcing in season and out of season on all occasions that he buys old stoves. Of course, if the old stove is bought a new one must be purchased to replace it. If he has paid a generous price for the old stove the customer is very much in the position of the man who could not look the gift horse in the mouth, and in consequence the price paid for the new stove will necessarily be satisfactory to both parties to the bargain. A little good judgment and some tact will enable exchanges of this kind to be made with satisfaction to all concerned, and at such a price that the old stove is practically a gift to the stove dealer. The old stove would have to be in a very bad condition if it could not be repaired and sold at the same price that was paid for it or a little more. It would not be a difficult matter for some salesman to impress on the mind of the buyer that the old stove, when it is repaired and in good condition, is being offered at the same price or a little more than was paid for it, making the new owner also pleased with the bargain. There is room for considerable good judgment to be displayed in this line of trade, and a visit to the room where the old stove is in use will give a pretty clear idea of its condition and the repairs needed before a price is set. It is not necessary for the price to be set at that time, but an invitation for the possible customer to visit the showroom and see the new stoves and arrange for a trade. The lazy man who waits for his customer to come to him will not be successful in this line of work. The active, energetic, alert, enterprising man, will not only find it profitable, but will also find work for his roofers, tinsmiths and plumbers, when he is on his tour to buy old stoves. This is the time to make the effort pay.

ABOUT PUDDING STEAMERS.

This is the time of year when visions of plum puddings insist on pressing themselves on our minds, and the busy housewife is already making elaborate preparations for her Christmas culinary efforts. In view of this, the hardwareman can easily do a little business in up-to-the-minute pudding steamers, if he has them in stock.

The M.B. Pudding Steamer is being energetically pushed by F. W. Lamplough & Co., the Montreal hardware importers. It consists of an enamelled bowl with a retinned cover, held with a patent wire clasp. The bowl is made of best quality enamelled steel, and is practically indestructible. Its use is very simple, and no directions are required. It is put in a saucepan with a close-fitting cover, and a little water to generate steam. The steamer should not be covered with water, for, as its name indicates, it is a "steamer" and not a "boiler." Burning is impossible, and good luscious puddings are always produced.

Among the novelties peculiar to the season, this is one of the best selling, and, as the price is moderate, there is no doubt but what a good demand can be worked up in any part of the country.

WALKER COMPANY TO ENLARGE.

The Walker Steel Range Co., Grimsby, state that there is no truth in the report that they intend withdrawing from the Western Canada business. Their trade in the west, they state, has wonderfully increased since last year as well as their local business, so much so, that they will find it necessary to increase their plant next year. Their business connections in the west will remain as heretofore.

MADE IN CANADA STOVES.

A few weeks ago a representative of Hardware and Metal was in one of the hardware stores of Victoria, B.C., when a lady came in to buy a stove. The lady was well-dressed and the dealer concluded he would sell her one of his highest priced stoves.

He had a very fine looking assortment of ranges, but the lady refused to even look at them, because they were not "Made in Canada." I believe Canadians can make just as good stoves as the Yankees, and I think you should at least carry one Canadian line in stock," she remarked as she left the store.

There are few lines in which Canadian made goods are not the equal of those which are imported, and in such a line as stoves, dealers should handle at least one Canadian line in order that customers may compare it with the imported goods.

NOVEL AMERICAN RANGE.

It is nothing unusual for an American manufacturer of kitchen stoves to announce that he has devised something entirely new for the edification of his consumers, but it is something out of the ordinary to hear of a new range, possessing five or six different features, most of which are strangers to the stove trade according to a New York paper. Such a range has just appeared in Albany, and its leading features are worthy of a moment's consideration. Perhaps the most interesting feature of the range as at first observed is the novel method of putting coal on the fire by means of a lift-up top plate. A section of the top is made in T-plate form, hinged on the back, and by means of the wire handle, the plate can be raised, thus opening up the top of the firebox. The plate can be adjusted at two different heights, without allowing the covers or their centre to fall.

Another feature is the top oven plate. This is made in one piece, but it has a central bridge or arch in the centre to take care of any unusual expansion and prevent the oven plate from bulging or cracking. It also divides the products of combustion as they are discharged from the firebox, preventing the heat from being drawn to one side of the top and thereby starting the flow of gases down the end flue in one broad sheet, so that the back end of the oven is uniformly heated.

This arch also has an important function to perform in connection with the oven ventilation. The oven is ventilated by an entirely new system, the air being taken into the stove through an upright row of holes in the front, then passing into a chamber formed by a plate placed back of the fire brick and resting against the front oven plate. The air is drawn the full length of the chamber through its upper portion, then turns and passes into the lower chamber, entering the oven in a highly-heated condition. After circulating through the oven it is drawn into a hollow chamber in the top oven plate, which, being intensely heated, helps to increase the rapidity of the circulation. The air passes out of this chamber into the flues and then out of the range.

The oven door drops instead of swings so that the baking or roasting can be drawn out on the inner surface of the open door, where it can be examined without difficulty. The door when opened forms a shelf practically 14 inches wide on a level with the oven botton. This door is balanced by a long coil spring entirely outside the range and protected by a handsome nickel-plated cap.

Another important feature of this range is the hot-air draft. This chamber is made of sheet metal which heats quickly, so that the air before reaching the fire is raised to a high temperature. By supplying very hot air to the fire

the combustion is improved, less clinkers are formed and a saving in fuel is effected. The swinging hearth plate is fitted to be tight and thus prevent air reaching the fire except through the damper. The latter has an absolutely flat surface where it joins the hearth and the damper is held tightly against the hearth by a spring knob.

What is referred to as a new departure is the curved water front, which it is claimed, will heat water quickly and intensely as well as in large volume. The curved face extends out over the firebox slightly at the top, so that the fire strikes the face of the water front all the way from the bottom to the top, and the curve results in an increased amount of surface exposed to the fire. The ashpit extends a little further than the firepot, so that the pan catches all the ashes without the necessity of using any chutes and slides to convey them to the pan.

The handle to operate the check damper is placed in a convenient position, and can be operated without reaching across the top of the hot range, while the indicator shows whether the damper is open or closed.

Among other features are cemented oven bottom, graduated sheet flues, double covers and lined centres, new style bottom plate made in two parts to avoid cracking, and clean-out for the flues which is directly in front, behind the removable name plate.

THE ADVANCE ON STOVES.

The higher prices now ruling on stoves and other heating goods, announced recently is by no means as great as the advances made in the United States by stove manufacturers following the rise in the price of pig iron. The large stocks carried over by some manufacturers as a result of the mild winter a year ago prevented Canadian manufacturers from making an advance in proportion to the increased cost of raw materials and labor.

The retail trade having their fall orders placed and much of their stocks in hand, are now in a position to demand better prices from their customers and when they require to re-order to "sort up" they will still be able to make as good profits as in former years.

Manufacturers are having their troubles in keeping their foundries and workshops going owing to the difficulty in securing shipments of suitable pig iron. Those using malleable have the same difficulty as, despite the fact that several new malleable foundries have been established, the demand is so great that supplies cannot be secured with any degree of promptness even on old contracts. The scarcity of labor, especially molders, has also handicapped the manufacturers this fall and the one thing which has saved many of them in their shipments has been the exceptionally fine weather up to the present time.

Owing to the peculiar conditions which existed last winter many dealers have been conservative in buying this season. The rise in prices and the possibility of a shortage due to two causes, scarcity of raw material and labor and the expected heavy winter will, however, justify those who bought liberally in their foresight.

EFFECTIVE STOVE ADVERTISING

How are you advertising your stoves and ranges—with an eye to getting fall and winter trade? Are you advertising at all? Now is the time when activity has to be written everywhere in your store. Don't be satisfied to use last year's methods unless you are dead sure those methods piled up profits. Get the clerks around you and ask for ideas on stove advertising.

If one clerk has an original notion take it and look at it from all sides. If it is better than your own don't hesitate to adopt it because the clerk was the source from whence it came. All ideas are not hatched in one head, neither do they flock there. One of our notions is: "Something ought to be done to create more stove sales."

Sales Should Be Encouraged.

The fact stares right at every stove dealer that certain people only buy a range about once in ten years. Do stoves last too long, or do people put up with poor stoves too long? It makes little difference, which, because it is only a matter of opinion. The fact to be dealt with is that more orders are necessary.

People change sewing machines before they fall to pieces, same with furniture, baby carriages, etc. Why not stoves? Why shouldn't a person get a new stove say every four years, and have an allowance made for the old one. How would you start the ball rolling? Just this way:—

How to Make a Start.

Write a neat little folder on the stove question, stating everything you know about stoves, but state it in the briefest form possible. Look at the subject from the consumers point of view and explain away the mistaken conception, that because a stove will take a coat of polish it is safe to entrust a loaf of bread too. Then get down to the matter of costs. Show that $30 or $40 expended on a stove, say every four years means only $10 per year, or about $1 per month for satisfaction.

Show to the consumer that they can add to that the "second-hand" rebate which brings down the satisfaction cost to a mighty small mark. Then come along with your ranges and their merits and their prices, and leave the rest to common sense. One page of the folder might be after the following style:

The folder could be sent out early in December, and a note worked in to the effect that a suitable Christmas gift would be to present yourself with a new range.

STOVE ADS CRITICIZED.

J. & T. M. Piper, Fort William, run a forty line single column ad in the "Times-Journal." The ad is worded to the point, but errs on the side of brevity. Consolidation of ideas is all right, but it dosen't mean sacrifice of necessary information.

Ross & Matthews, of Cannington, Ont., have a good ad but it is miserably set. Dealers should refuse to pay for smeared printing, broken letter impressions, etc. Ross & Matthews are right on the track of what has been suggested on this page regarding old and new stoves, but the chances are their statements went to nought.

Westville, N.S., has a lively advertiser in Crockett Bros. They place a big pile of enthusiasm back of the Monarch steel range, and include telling lots of information too. The cut shows up well and the matter is displayed with fair taste.

A. A. B.

DEAR FRIENDS,—

Coal is burning in that kitchen range of yours and heat should be circulating, but it is possible some of it is escaping.

After a stove has seen three or four years' continuous service it is bound to have a few scars—just in proportion to the goodness of the stove at the outset.

These scars may be in the grate (affecting the burning), in the flues (affecting the smoking), or in the oven (affecting the heating).

I am not posing as an M.D. who would say "Doctor up!" My recommendation is that of a dealer who says "Remove!" It is cheaper to put in a new stove, because if you get the right "new one," it will work just that much harder for you. Then if you decide to install one of my ranges I'll make an allowance for the old one, which will considerably reduce the price.

On the next page will be found a description of ——— range with net price cash.

HARDWARE AND METAL

Established - - - - - - 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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BY-LAW QUASHED.

By the action of the courts in Montreal, the by-law regarding early closing of the stores, which was adopted by the city in 1905, becomes null and void. Under the recent by-law all stores, with the exception of fruit, tobacco, liquor and such stores, were forced to close their doors on Wednesdays and Thurs- the retail merchants in the city were days each week at seven o'clock.

At the time it became law, most of in favor of it, but some, did not appear to be of the same way of thinking, for they remained open the nights on which the law said they should be closed and action was taken against them. One of the protesting firms took action against the city, declaring that the by-law was unconstitutional. It was showed by them, through their attorneys, that the by-law was null and void, because the enabling act, 57 Vict. ch. 50 was ultra vires of the powers of the Provincial Legislature, as an infringement of the duties of the Federal power to regulate trade and commerce of the Dominion. Further, the by-law exceeded the power conferred by the said enabling act.

The contention of the city was to the effect that the by-law was enacted for the benefit of public order and morality. The right rests with the provinces to regulate taverns, and to adopt regulations which will preserve public order and decency and prevent drunkeness. The court held, however, that there was no such question in the present case. It was not an instance where there would be any justification for interference on the part of the Legislature, and besides this, the by-law adopted by the city was in excess of the powers conferred. Consequently, as the case stands now, it is not against the law for the retail trade to keep open after seven o'clock on the evenings mentioned.

MANUFACTURERS AND TIN PLATE DUTY.

Some time ago there was published in "The Canadian Manufacturer" an article which painted in very rosy colors the prospects of the Canada Tin Plate and Sheet Steel Co. of Morrisburg. From this it has been supposed by some that the Canadian Manufacturers' Association are backing the application of this company for a duty of 33 1-3 per cent. on the sheet metals which it proposes to manufacture.

There is, however, no connection between the paper referred to and the Canadian Manufacturers' Association, which has its own official organ, "Industrial Canada." No utterance of "The Canadian Manufacturer" necessarily voices the sentiments of the Association, and, in the present instance, we have every reason to believe that they were quite contradicted.

Tin plates, Canada plates, black sheets and sheet steel form the raw material for so many manufacturing industries in this country, that the adoption of the tariff in respect to these articles would seriously cripple many branches of Canadian industry in their competition with foreign makers. As has been frequently pointed out in these columns, the innumerable qualities, sizes and gauges consumed by these manufacturers would make it impossible for the Morrisburg plant to supply the market, and foreign metals would still have to be imported. This would make the cost of such raw material a third, and the finished product fully a quarter greater than it is now. When manufacturers, even now, are forced to watch their costs very closely in order to compete with foreign manufacturers, it is easy to see what their position would be in such an event.

Although the Canadian Manufacturers' Association as a body is not opposing the duty on tin plate, the sympathies of its individual members must be against an action which would necessitate a general revision of the tariff, with its attendant uncertainties, even if it were proposed on behalf of a bona fide concern.

XMAS GOODS OPENING DAY.

An idea which has been taken hold of in the States by the Hardware trade is to have an Opening Day for Christmas Goods, similar to the Millinery openings held by the dry goods stores. So far we have not heard of any Canadian stores adopting the plan but there is a good opportunity for some to make a good advertising feature of the suggestion.

The live merchant has his plans well laid for holiday business and is about ready to bring his goods and his customers together in order to arrange to transfer some of the ready cash from the customer's purse into his till in exchange for the select goods he has gathered from the various jobbing and manufacturing houses. Before inviting the customers to visit the store, however, every detail should be arranged for the proper display of the cutlery cases, the silverware, skates, sleds, house furnishings, etc., not only in the window but in the inside of the store. Everything being ready the public should be invited by circulars and local newspaper advertising to attend the Christmas Goods Opening.

It is wise to encourage early buying as it will ease off the rush which is bound to develop during the closing days of the holiday season. Then, too, it helps to break in and give experience to the extra employes added to the staff for the Christmas trade.

Arrangements should be made to store articles sold for delivery before the holiday and it will pay to spend something extra on having all parcels wrapped up daintily in extra nice paper. The delivery and packing departments should be organized early in order to avoid friction at the last moment when everyone has plenty of work to do and it costs money to look after the minor details.

Mark all goods in plain figures if possible and have reserve stocks handy so that broken lines can be speedily replaced. Another good plan is to group articles of a similar value together on tables where they will sell themselves.

The time to plan special sales such as the holiday season calls for is from two to three months ahead. But if any merchants have neglected it they should give the Christmas trade their undivided attention during the coming week so that they will have at least a full month's benefit of the trade which comes at this season when most people's pockets are full and purse strings are held more loosely than at any other time of the year.

THE METAL SITUATION.

Not much change is noticed in the condition of the Montreal Metal market this week. Price changes have been few, but all in the direction of higher figures, and, taken all in all, the situation shows even greater strength than at any time during the present boom.

Pig lead has been fluctuating from day to day but always tending higher, with the net result that we are now quoting figures ten cents above the previous record. A large demand and short supply are responsible for this jump to a much greater extent than speculation, as bull operations have practically ceased their efforts, owing to the stringency of the money market. Tin, antimony and zinc spelter remain unchanged.

The past week has been a remarkable one for pig iron inquiries. The largest tonnage since early spring has been reported, some very large orders having been received from Winnipeg and the West. Some iron is now to be had for present import, and Montreal dealers are quoting on Middlesborough for direct shipment. The scarcity of low phosphorous iron is acute, in all the producing countries. Hematite iron, in Old Country markets have advanced 1 to 2 shillings during the week and are very difficult to obtain at that.

For some time past, Canadian jobbers have been selling Canada plates at prices which barely covered the cost of importation, under the circumstances. During this week, however, an advance of 15 cents has been made on black Canadas and the market is firm at this new price.

The Canadian agents for one of the largest British manufacturers of galvanized iron have been advised by their principals to discontinue selling, until they are in receipt of further instructions. Judging from this information, it would seem that galvanized sheets will again advance before long.

THE VALUE OF WINDOW TICKETS.

There isn't a merchant who will contest this proposition: "Show windows are valuable to attract trade." You display your goods and if they are attractive, you will do some business. How much more you could do with price tickets properly displayed is perhaps a question, but there is no question but what your trade would be increased, and materially.

There are many people who are backward in the matter of pricing goods. They feel some little compunctions against asking questions and then going away without buying. You will find this trait much more highly developed in the man than in the woman. The latter leans a little too much the other way.

If you have a good location, there are people passing your store every minute in the business day. The prices plainly shown talk to them as they pass, and they strike home. The average man knows little about bargains. He may think an article looks too high-priced for his pocketbook, but the actual price may be within his reach.

Use the tags and the cards with prices in plain figures throughout your entire establishment, and they will increase your sales. New goods are going on the shelves and tables. Plain marking helps the customer and it helps the salesmen.

Plain marking is taken to mean one-price, and in this day and age of sharp competition, no merchant can afford to play favoritism with his trade. One price is the surest safeguard. If you have sliding scales you run the risk, and a big one at that, of offending your good customers.

Women talk and they gossip on trade matters as well as on social. Overcharge one and let her find it out and your competitor will control her trade hereafter. Use price cards. They may be had cheap. Use home-made cards and learn to make them neat and attractive. If you are a failure at it, your print shop will gladly accept the order, or you can send to the city for samples. Tag everything. If you have not been following this practice, try it and you will find your returns for the next year better by a material percentage.

Here's a Good Thing

E. J. Bennett, the popular Ontario sales representative of the Gurney-Tilden Company, Hamilton, is responsible for the following:

"If two trains are made up, one leaving Toronto and travelling 50 miles an hour and the other leaving Hamilton travelling 40 miles an hour, each leaving at the same time, which train will be nearest to Oakville when the trains pass?"

The distance between Toronto and Hamilton by rail is 39 miles. Oakville is 21 miles from Toronto and 18 from Hamilton.

A year's subscription to HARDWARE AND METAL will be given to the thirteenth person sending in a correct answer to the Editor.

MERCHANDIZING METHODS.

The merchant who adopts a policy that is calculated to give him a high standing as to reliability—and the term embraces a good many essential qualities—is on the road that will lead him to success, with the greatest amount of satisfaction and the fewest number of grey hairs. And this brings us to the conclusion that the steady method of merchandizing is the best. The direct result is the acquirement of a reputation, which represents that element in a business known as good will, and which, if given a capital value, would show big dividends.

On the other hand we have the man who erects his business structure upon the uncertain foundation of sensational sales. He may build high—and, doubtless, often does—but at no time has he acquired any standing with the public that has an appreciable quality of permanency about it. He holds his trade just so long as he continues to hand out bargains, and loses it just so soon as someone steps in with a little better bargain proposition than he has been offering. Cheap prices, not quality at commensurate values, form the keynote of his advertising, and the only way in which he can get the people into his store is by always having bargains to hold out as an attractive force. When reliable goods are desired, and quality is the paramount consideration, the stores that have applied themselves to the up-building of reputations for uniform reliability get the trade.

We do not wish to convey the impression that bargains, in their proper place are undesirable. Every store has a bargain sale at intervals for the purpose of clearing out lines that are backward, or liable to become passe as to styles. Some have a special sale of this kind every week, but it does not interfere with the regular methods of merchandizing.

The Union of German enamelled-ware works have decided in conference at Cologne upon a general increase in sale prices of from 7 1-2 to 10 per cent, and have thrown the trade open at these higher rates until the end of March. A committee of the union are still considering the question of improving the organization of the association and of arriving at an understanding with foreign enamelled-ware manufacturers.

J. H. Simmons, Talmo, Ga., has secured a patent, the object of which is to provide a lock that may be adjusted for either the right or left hand side of a door, that may be used as an automatic latch which may be opened by either knob, and that may be used as a lock operated from the inside knob, and locked from the inside of the door without a key, but which cannot be unlocked from the outer side excepting with a suitable key.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

CURTAILMENT OF CREDIT

Interesting Letter from Secretary J. E. McRobie, of the Western Canada Retail Hardware Association.

Secretary J. E. McRobie of the Western Retail Hardware and Stove Dealers' Association writes Hardware and Metal as follows :—

Winnipeg, Oct. 26, 1906.

Editor Hardware & Metal:—In perusing your issue of the 20th the letter of "Manitoba General Merchant," it struck me that if we had a few more members with the same backbone, it would be a good thing for the dealers in general.

The trouble with all or nearly all of our members is just the want of that necessary ability to say no and stick by it. As you are aware, in order to get an expression of opinion from the members regarding the curtailment of credit, I sent out to each one a circular letter requesting an expression of their views on this much vexed question; but although 350 letters were sent out, I regret to say that I received only 56 replies. Of this 56 one half dozen came out straight with the statement that they would close their books, but the others replied that they were willing to do so if their opposition would do the same. These same dealers are the ones who cry out the loudest against the credit system, who say they want to have it abolished at any cost, but who are afraid to take the first step lest they lose a little trade. I don't doubt that the trade lost would be of the same kind as that mentioned by "Manitoba General Merchant," trade that has never been of any profit at any time. Merchants are carrying many accounts from year to year, and in the long run are losing everything. If the Association is going to be of any service to the members in this respect, it is time for them to come together in their local meetings and do something. There could not be a better year than the present, for with the country prosperous there is no reason why the average farmer cannot pay his account to date, and still have enough money left to pay cash for his goods from now until April 1st.

The Association in many other respects has been a benefit to most members, it has made it's usefulness felt, and I fail to see why it should not be able to grapple successfully with the credit problem. I am sure that if each dealer would approach his competitor with this end in view, he will be surprised to find how eager his competitor will be to fall in line.

J. E. McROBIE.

* * *

Mr. McRobie and "Manitoba General Merchant" have each written sound common sense for the consideration of the western hardware trade. At every meeting of the Western Hardware Association considerable time is taken up in the discussion of the evils of the credit system as it obtains in the West. Whenever two or three retailers meet together at any place this topic is sure to be discussed, there is more discussion of this subject than of any other and yet it always ends in—talk. "Manitoba General Merchant" and Mr. McRobie have pointed out very effectively that what is wanted is not more discussion of the subject but a little more backbone on the part of the average merchant. "Manitoba General Merchant" has succeeded in shutting off all credit during the winter months and he has succeeded in an average Western village no better and no worse than the others in which other dealers who have less backbone have failed in the undertaking. Many have failed because they have never made a determined and intelligent effort.

An association of hardwaremen can do very much towards grappling with this credit problem provided its members have a little backbone : if they haven't it could do nothing were the Angel Gabriel its Secretary. It is up to the individual hardware merchant.

SETTING UP STOVES.

In speaking on stoves and their troubles before the Missouri convention of the Retail Hardware and Stove Dealers' Association, F. P. Hans, a stove salesman, said :

"I have come to the conclusion that the safest way to figure is that every one who buys a stove is going to set it up wrong, when they have the setting up to do, and then run it just as it should not be run.

"I went to see a range once which the dealer said was put up right to good flue with 7-inch pipe to a good chimney having a tin 7-inch flue hole, and found the parties had lacked one joint of pipe and helped out by using a 6-inch joint held in place by driving pieces of rock as wedges at both ends of the 6-inch joint, and I have come across many cases just as bad.

"There are few if any stoves or ranges made to-day that won't work if set up properly to a good flue and good fuel used There is no mystery about heating an oven. It becomes hot because the heat from the flame and hot gas coming from the fire box are absorbed by the plates of the oven as they pass over and around it and is radiated on the other side or into the oven. Then what is needed is a clean fire and draft enough to draw the heat around quick enough so that most of it is not absorbed by the top of the stove or range and top of the oven before it reaches the bottom of the oven. Ashes allowed to accumulate on top of the oven do not help the baking. It is well to remember that a stove or range of itself has no draft. That is a thing separate and apart from the range or stove and should be furnished by the flue to which they are connected."

MANUFACTURERS' MUTUAL INSURANCE.

At a recent meeting of the Provincial directors of the two mutual fire insurance companies organized by the Canadian Manufacturers' Association, it was decided to make the necessary application to the Dominion government for a bill incorporating them.

The new companies will be known as the Eastern Canada Manufacturers' Mutual Fire Insurance Company, and the Central Canada Manufacturers' Fire Insurance Company. The former's head office will be in Montreal, and the latter's in Toronto. It now looks as though a third company will be formed, the Western Canada Manufacturers' Mutual Fire Insurance Company with headquarters at Winnipeg.

CITY AND TOWN ASSOCIATIONS.

In many towns and cities in Ontario and the West local associations of retail hardwaremen have been formed and fortnightly or monthly meetings are being held. In one Western Ontario city the trade has gotten together and as a result of a couple of month's work can report many advantages gained, both in the way of stopping injurious price cutting on staple lines but also in overcoming unfair competition from jobbers who have not been content with trade from retailers but have sold liberally to consumers. These local associations should be formed wherever two or more hardwaremen compete for local trade.

MARITIME MERCHANTS INTERESTED.

A prominent Nova Scotia hardwareman writes that he has followed with interest the discussion on wholesalers selling to retail customers in Ontario and Western Canada. "This evil is very prevalent here and I hope in time it will be stopped," he adds. The writer is in favor of organizing a Maritime Retail Hardware Association and if other Nova Scotia, New Brunswick or P.E.I. dealers are willing to join such an organization the name of the Nova Scotia merchant can be secured from the editor of Hardware and Metal.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Copper Rivets and Burrs—Discounts changed.
Lanterns—Advanced.
Wire Nails—Now quoted at $2.20 base.
Pig Lead—Advanced to $5.25 and $5.35.
Canada Plates—Black plates up 15 cents.
Bar Iron—Now $2.15 base f.o.b. Montreal.
Old Material—Lead, 4c.; machinery cast scrap, $16.
White Lead—Advanced 25c.
Linseed Oil—Increase of 2 cents.
Iron Pipe—New discounts issused.
Brass Wire Sure Rivets—5 per cent. discount.
Brass Wire Clinch Rivets—5 per cent. discount.

TORONTO.

White Lead—Advanced 25c. as predicted.
Linseed Oil—Now quoted at 56 and 59 cents.
Gum Shellac—Advancing.
Iron Pipe and Fittings—Sharp advances.
Brass and Copper Wire—Now 45 per cent.
Copper Rivets and Burrs—Lower discounts.
Copper Pitts—Now 33 1-3 per cent.
Copper Kettles, Tea Pots and Boilers—Now 40 per cent.
Screen Doors—1907 quotations higher.
American Padlocks—New list announced.
Builders' Hardware—Belleville 10 per cent. advance.
Cutlery — English, German and Canadian manufacturers advancing flat ware prices.
Canada Plates—Advanced 25c. per box.
Hoop and Sleigh Shoe Steel—Advanced.
Old Material—Copper, brass and lead higher.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Nov. 9, 1906.

It is said on the street here, that the fight which is now on between the Dominion Coal Co., and the Dominion Iron & Steel Co., is bound to effect the hardware manufacturing interests of this country, especially those which consume rods and billets. Already, several of the Steel company's blast furnaces have to close down owing to the lack of coal, and, if the dispute, as expected, continues much longer, the entire plant had to close down owing to the lack of this would mean to the hardware trade will be clear, when it is considered that the Dominion Iron & Steel Co. are the largest producers in Canada, of the raw material used by many of the leading hardware manufacturers. Even now, there is a decided shortage of raw material, with the result that dealers have for some time past been receiving their shipments from jobbers, in incomplete shape. Wire nails are the latest to become scarce, this being due to the shortage of rods. Current prices this week are up to $2.20 per keg.

Montreal jobbers have now readjusted their quotations on lanterns, and the price-cutting war in these articles is over. The advance made is a big jump, and present quotations are just as we predicted some weeks ago.

AXES—Sales of good magnitude are being made right along. We continue to quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—Trade conditions are unchanged, and prices remain firm as follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—The advance recently declared by the manufacturers has come into force here, and prices now ruling are: "Prism" globes, $1.20; Cold blast, $6.50; No. 0, Safety, $4.00.

COW TIES AND STALL FIXTURES—This line continues to be a good seller. We still quote: Cow ties discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS—Shipments are becoming more numerous. We quote prices: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—As predicted the price of copper rivets and burrs has gone up, owing to the big advances in primary markets. We give the following discounts; Best iron rivets, section, carriage, and wagon box black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 27½ per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 15 per cent., subject to usual charge for half pound boxes.

HAY WIRE—We still quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Our discounts remain as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.; Felisterhead, brass, 25 per cent.

BOLTS AND NUTS—Bolts are still scarce as ever, and they will become even more so, if the supply of raw material is curtailed by the dispute between the steel and coal companies. Discounts quoted are: Carriage bolts, ⅜ and under 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—A brisk trade is being carried on. Discounts are C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—The scarcity reported last week continues, and is becoming more acute. Prices have again been advanced, and we are now quoting $2.20 per case f.o.b. Montreal.

CUT NAILS—Prices are unchanged, at $2.20 per keg base, f.o.b. Montreal.

HORSESHOES—The market is very firm, on account of the scarcity of raw material. We quote as follows: P. B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Trade is becoming more and more active, as the close of navigation approaches. Prices are unchanged.

CEMENT AND FIREBRICK—We are still quoting as follows: "Lehigh" Portland in wood, $2.54; in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05 Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Shipments are large, and the heavy demand is keeping stocks very light. The following prices are firm: 5-16 in., $4.30; 3-8 inch $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT—As pig lead is higher than ever, the market is remarkably firm at the following figures: Shot, packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION — Quotations remain: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50, 10 gauge, $23.50.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Nov. 9, 1906.

Advances are again reported, the chief lines this week being Belleville builders hardware, comprising locks, knobs, door pulls, latches, handles, etc., from 50 to 45 per cent. Copper rivets and burrs, kettles, teapots and boilers are also subject to lower discounts.

American padlocks, referred to last week are now quoted as follows: all steel lines selling at $2 or less, 15 per cent; at from $2.01 to $2.50, 12½ per cent; over $2.51 10 per cent. All brass or bronze selling at $4 or less, 25 per cent; $4.01 to $5.00, 20 per cent; $5.01 to $6,000 15 per cent; over $6.01, 10 per cent.

English nickel-plated cutlery has been advanced 5 per cent and the recent increases on German ware are now being marked up. Higher prices are now looked for on Ontario Silver Company lines and "1847" goods. Jobbers report a great difficulty in securing supplies of several lines, orders being as much as two months behind. Children's sets is one line which is very short and many orders have been shipped to retailers minus the goods.

Christmas goods are being called for and shipments of all holiday goods are very large. The close of navigation orders are also being sent in by upper lake dealers and a rush in these shipments will develop during the coming fortnight.

Nails are very firm at $2.10 flat and the cutting off of rod supplies owing to the closing down of the Dominion plant at Sydney will tend to make nails even firmer. In some quarters, however, the trouble in Nova Scotia is connected with the expected tariff changes. With the exception of rods for wire mills the Nova Scotia mill is not a factor in the Ontario market.

AXES AND HANDLES—Demand keeps up well and the season's trade will make a record total.

CUTLERY AND SILVERWARE — Large holiday orders are being filled by jobbers, although shortages in many lines have developed. Advances are being made by English, German and Canadian manufacturers.

SPORTING GOODS—Demand for shooting materials is falling off some and some sizes of loaded shells are cleaned out. Skates are included in every order.

CHAIN—We continue to quote: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

RIVETS AND BURRS—Copper rivets are now 27½ per cent. and copper burrs 15 per cent.

SCREWS—Demand keeps up to the limit of the factories output.

BOLTS AND NUTS—Short stocks are still the rule with plenty of goods looked for after the beginning of the new year.

TOOLS—A heavy trade has been done in mechanics' tools and the demand is still brisk.

SHOVELS—Demand is brisk and dealers are sorting in snow shovels.

LANTERNS — Cold Blast lanterns are now quoted at $6.50 per dozen. Shipments of lanterns, lamps and all lighting goods are extraordinarily large. Higher prices can be looked for on brass fixtures.

EXTENSION AND STEP LADDERS —Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote: 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING — Barb and plain twist fencing, galvanized and coiled spring wire are all firm at the advanced prices.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—We quote $2.10 base, with no rebate. The market is very firm.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—Call for horse blankets is general and shipments are large. Bells are moving better, especially to the lumbering districts.

STABLE FITTINGS—This line is being included in most sorting orders and cow ties are in good demand.

BUILDING PAPER—Trade is brisk and shipments large.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30; American low-grade, $23 to $25; high-grade, $27.50 to $35.

HIDES, WOOL AND FURS—Prices for hides have declined 1-2c.

Hides, inspected, steers, No. 1	0	11½
" " " No. 2	0	10½
" " cows, No. 1	0	11½
" " " No. 2	0	10½
Country hides, flat, per lb., cured	0	10½
Calf skins, No. 1, city	0	12
" " No. 1, country	0	11
Lamb skins	0	95
Horse hides, No. 1	3 15	3 50
Rendered tallow, per lb.	0 05	0 05½
Pulled wools, super, per lb.	0	25
" " extra	0	27
Wool, unwashed fleece	0 15	0 16
" washed fleece	0	25

FURS.

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red	....	3 00
" cross	3 00	5 00
Lynx	....	5 50
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 00
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long striped	....	0 50
Marten,	3 50	20 00
Muskrat, fall	....	0 19
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 15

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 9, 1906.

It is almost impossible for metal dealers to keep track of prices. Every day sees fluctuations in primary markets, and finished products have begun to move up in a most bewildering way. The heavy demand keeps up, and everything is humming on the metal market.

Copper is the same in price as last week, though, if anything they are more firmly held. This metal seems to have more than recovered anything lost during the period recently when speculators ceased operations for want of money. The same may also be said of tin, which remains stationary, at the same figures.

Pig lead scored one more advance this week, and, at time of writing, is being quoted at the unheard of price of $5.25 per hundred pounds. It is stated by local merchants that, when winter prices come into force, even these record-breaking figures will be bettered.

The pig iron situation is about the same, as at our last report, with quotations really firmer than the published figures show. Although not changed from last weeks, the very lowest price now obtainable for immediate shipment in car lots, could have been made last week on smaller easier terms. Inquiries during the past week have concerned double the tonnage sold during any other week during the past six months.

In the United States, the output of ahead as the third and fourth quarter of phorus iron), is now being sold as far some furnaces (especially of low phos- 1907. English foundry iron has not increased in price, during the past week, but hematites have shown an advance of 1 to 2 shillings and are daily becoming more difficult to obtain, owing to the large inquiry from American consumers.

Canada plates (black), have again been subject to an advance, and are quoted 15 cents higher than last week. This is the only change of importance in sheet metals.

Bar iron has advanced 5 cents, and a couple of changes have been made in

the quotatians of old material, with others pending.

COPPER—A recovery has been effected and the quotations given for the past two weeks, are now firmer. Our prices are: Ingot copper, 24c. to 24½c.; sheet copper, base sizes, 31c.

INGOT TIN—This metal has also recovered its strength and the following prices are stronger this week, 46 to 46½c. per lb.

ZINC SPELTER—Conditions are unchanged, and we are still quoting $7 to $7.25 per hundred pounds.

ANTIMONY—We continue to quote 27½c. to 28c. per lb.

PIG LEAD—Another advance has taken place, bringing quotations to another record: $5.25 to $5.35 per hundred pounds.

PIG IRON—Prices are unchanged, but conditions are firmer. We quote as follows: Londonderry, $23; Carron, No. 1, $24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES—We still quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15½c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6½c. to 7c.; Jowitt's best, 11c. to 11½c.

GALVANIZED IRON—Prices have advanced and we are now quoting: Queen's Head, 28 gauge, $4.50 to $4.75; 26 gauge, $4.35; 22 to 24 gauge, $3.80; 16 to 20 gauge, $3.65; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet 28 gauge, $4.35 to $4.60; 26 gauge $4.20 to $4.45; 22 and 24 gauge, $3.65 to $3.90; 16 to 20 gauge, $3.50 to $3.75; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 and 24 gauge, $3.65; 16 to 20 gauge, $3.50; Gorbal's "Best Best" 28 gauge, $4.40 to $4.65; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.35 to $4.60. In less than case case lots 25c. extra.

CANADA PLATES—Still further advances have been shown in black plates. We are now quoting: 52's, $2.80; 60's, $2.85; 75's $2.95; full polished, $3.75 to $4; galvanized, 52:e $4.35; 60's, $4.60.

TIN PLATES—We continue to quote as follows: Cokes, base size, 1C 14x20 $4.15; charcoal, base size, 1C, 14x20, $4.40.

TERNE PLATES—We are still quoting $7.15.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Our prices remain: 2½lbs., 6½c. by the roll; 3lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

MERCHANT STEEL—Our prices are as follows: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05; machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

BLACK SHEETS—Our prices remain: 24 gauge, $2.30; 20 gauge $2.25; 22 and 24 gauge, $2.30; 20 gauge, $2.25; 17 and 18 gauge, $2.25; 8, 10, 12 and 14 gauge, 42.55.

COLD ROLLED SHAFTING — Our prices are: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

BAR IRON—Owing to advances in raw materials, we are now quoting $2.15 base f.o.b. Montreal.

OLD MATERIAL—High prices this week being commanded by old lead and machinery cast scrap. New quotations will also soon be forthcoming on rubber, the matter at present being in abeyance. We quote: Light copper, 16c.; heavy red brass, 15½ to 16c., yellow brass, 12c.; light brass, 8½c.; lead, 4c. zinc, 4c.; machinery cast scrap, $16.00 wrought scrap, $14 to $15; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubber, 8c. to 8½c.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Nov. 9, 1906.

The usual conditions of firmness and scarcity continue with few changes. The market is much stronger than a week ago but the chief advance made is in Canada plates which are 25c per box dearer. Hoop steel is now $2.75 and sleigh shoe steel, $2.30. Changes have also been made in old copper, brass and lead.

English iron is selling well with good Canadian hard to procure and American off the market entirely. The Canadian furnces will not accept orders for delivery earlier than next summmer and, in fact, booking of all metals has practically gone out of style, as a result of the big advances made in the leading metals in recent months.

The trouble between the coal and iron companies in Nova Scotia will have little effect on the local market.

PIG IRON—Market continues active with English iron as practically the only selling. We quote as follows: Radnor at furnace $33; Hamilton and Midland off the market but quoted nominally at $23 for No. 1 at furnace. Londonderry, f.o.b. Toronto, No. 1. $24; Middlesborough, $23; Summerlee, $23.50.

BAR IRON—We now quote $2.25 base, f.o.b. Toronto, with discount of 2 per cent. net cash with some looking for conditions to ease off after New Years, but not much appearance of this at present.

INGOT TIN—Conditions are unchanged locally, but outside markets have strengthened. We quote: 45c. to 46c. per lb.

TIN PLATES—Buying is lively at the advance. Stocks are very light.

GALVANIZED SHEETS — Canada plates have advanced 25c. per box as predicted a week ago. Galvanized sheets are very firm and black sheets unchanged.

BRASS—Business is active and it is difficult to obtain deliveries. We quote: Sheets, 23c. to 24c. per lb.

COPPER—Stocks are rapidly being depleted. We quote prices as follows: Ingot copper, $24 per 100 lbs., and sheet copper $30 per 100 lbs.

LEAD—Stocks continue scarce and the market firm and active. We quote as follows: $5.25 for imported pig and $5.75 for bar lead.

ZINC SPELTER—Both outside and local markets are active and prices firm. We quote: 7¼c. per lb. for foreign and 6¼c. per lb. for domestic. Sheet zinc has been advanced 25 per cent.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.65; tank plates, 316 inch, $2.60; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—Trade is active at 27c. to 28c.

OLD MATERIAL — Dealers' buying prices are: Heavy copper and wire, 17 1-2c. per lb.; light copper 15c. per lb.; heavy red brass, 15c. per lb.; heavy yellow brass, 13 1-2c. per lb.; light brass, 9c. per lb.; tea lead, $3.50, per 100 lbs.; heavy lead, $3.75 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $12; No. 2 wrought, $6; machinery cast scrap, $15; stove plate, $11; malleable and steel, $6; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

United States Metal Markets

From the Iron Age, Nov. 8, 1906.

Advices from Cleveland show that some of the ore interests have opened their order books for the coming season and have entered a very considerable tonnage at advanced prices. The position of furnace managers who must now contract for ore consumption up to the spring of 1908 is not an enviable one.

The pig iron markets continue in an unsettled condition, with little doing in the Central West, where there is very little available. On the seacoast and the territory tributary to it foreign pig

iron is playing an increasing role. Aside from the Spiegel and ferromanganese, of which we always import some, and low phosphorus iron, of which at least one cargo of about 4000 tons has been sold at $26.65 delivered in eastern Pennsylvania, there has been one cargo of foreign Bessemer ordered at a shade over $23 delivered. The grades, however, of which the largest quantities are being ordered are Middlesborough and Scotch foundry irons. The English trade papers talk of purchases of warrants for American account aggregating 250,000 tons. This, of course, is very much exaggerated. So far as we can learn, shipments so far arranged during the whole of this movement will foot up about 75,000 tons, some of which has arrived or is afloat, and the balance is to come forward during the next two months. This is certainly not an alarming quantity and must be rather regarded as a welcome relief to embarrassed melters.

All our plants are being driven at top notch speed, which is reflected in the October records that are now being published. The mills of the Steel Corporation report the breaking of 121 records, of which 71 are to the credit of the Carnegie Steel Company. The blast furnaces of the Steel Corporation produced in October 1,008,433 tons, as against 999,103 tons, the best previous record, March, 1906. The steel plants made a record in October of 1,282,750 tons of ingots, as compared with 1,270,834 tons in March last.

With the exception of structural steel, the volume of orders keeps up at a tremendous rate, and runs in excess of current capacity, great as that is. Shipbuilders have booked four additional lake vessels, which call for 40,000 tons of plates and shapes, which have not yet been placed. There are some further large orders for steel cars in the market and some large requirements for locomotives have been placed or are being arranged for.

One of the leading Eastern makers of cast iron pipe has taken the largest order ever booked by this long established concern.

In tubes, some very important oil lines are being figured on, and there has come to hand an inquiry for 275 miles of 10-in. pipe for Burmah.

The principal bar iron makers of the Pittsburg District have advanced their prices to 1.80c., but some of them are figuring on a lower basis in competitive markets like Chicago.

From the Iron Trade Review, Cleveland, Nov. 8, 1906.

The cost of production of pig iron during the coming year, is certain to be considerably higher than during the year just closing by reason of the heavy advance in prices of raw materials. In the item of ore this will amount to about $1.80 per ton for Bessemer pig iron and $1.20 for other grades. The formal opening of the ore buying season early developed the fact that the advance was heavier than had been anticipated. It had been understood that this was to be 75 cents on Bessemer and 50 cents on non-Bessemer over this seasons prices, but in addition a change was made reducing the iron content of the ore so as to make the actual advance about 90 and 60 cents respectively. Ore is selling readily and the buying movement will be extremely brief and active.

Foreign iron continues to arrive in considerable quantities and is relieving the domestic demand to a certain extent though prices continue to rise. Furnaces generally are retiring from the market for the first half in occasional instances yielding to the demand to sell sparingly for third quarter.

Finished products, with the exception of structural shapes and plates, are eagerly sought and the pressure on mills continues strong. Light rails have advanced $1 per ton and cast iron pipe $2 per ton. The scrap market is active with general advances.

London, Eng., Metal Markets

From Metal Market Report, Nov. 9, 1906.

PIG IRON—Cleveland warrants are quoted at 57s 1 1-2d., and Glasgow standard warrants at 56s 7d., making prices as compared with last week 10s. 1-2d. lower for Cleveland warrants and 11d. lower for standard warrants.

TIN—Spot tin opened irregular at £194 15s futures at £195 15s, and after sales of 450 tons of spot and 300 tons of futures closed easy at £194 for spot £195 for futures making price compared with last week, £1 7s. 6d higher on spot and 17s 6d higher on future.

COPPER—Spot copper opened firm at £99 10s, futures £100 5s, and after sales of 100 tons of spot and 400 tons of futures, closed easy at £99 for spot, and £100 for futures making price as compared last week £1 17s 6d higher on spot and £2 2s 6d higher on futures.

LEAD—The market closed at £19 7s 6d, making price as compared with last week 5s. higher

SPELTER—The market closed at £27 10s, making price as compared with last week, 5s. lower.

London Hardware Trade News

London, Ont., Nov. 7, 1906.

John Foote, manager of the St. John, N.B., branch of the McClary Manufacturing Co., will return to the head office here, January 1, and take the important position of sales manager. Mr. Foote is a native of London, and has a large circle of friends in this locality who will be pleased to learn of his transfer. He has been at St. John for several years past. M. F. Irwin, of the London office, will succeed Mr. Foote as manager at St. John.

* * *

William Wyatt, who for thirty-seven years conducted a stove and tinware business here, left this week on an extended visit to the Western Provinces. Mr. Wyatt retired from business a year ago. He was a member of the London city council, and resigned from that body before leaving for the West. The vacancy was filled without holding another election. Under a new Act, the aldermanic candidate who, in the election at the beginning of the year, stood first on the list of unsuccessful candidates, could take the place of a retiring alderman, and Mr. William Scarlett of the Wortman & Ward Manufacturing Co. is, in consequence of this new Act, the successor of Alderman Wyatt at the council board. Both gentlemen have long been widely and favorably known among the hardware and metal trade.

N.S. Hardware Trade News

Halifax, N.S., Nov. 6, 1906.

Activity continues in the local hardware markets, and prices have a tendency upwards. Some lines have been advanced by the manufacturers, but the jobbers here have not as yet made any change in the listed prices. There is a good demand for black sheet iron, which is quoted at $2.40 for 24 gauge. The stocks of bar iron held here are very light, and is quoted at $2.30. Zinc is firm at 8 1-2c. for casks, and 9c. for less than casks. Galvanized iron is quoted at $4 to $4.50 for 26 gauge, and cast steel from 9c. to 13c. Sheet lead is quoted at $6.50 for rolls and $7 for smaller quantities, and lead pipe is jobbing at $7. Prices for tin plates rule about as follows: IX charcoal, $5 to $5.25; IC charcoal, $4.25 to $4.50, and IC coke, $3.80 to $4. There is a good demand for steel, iron pipe, and building materials in general.

* * *

The Dominion Iron and Steel Co. and the Dominion Coal Co. are in a deadlock over the supply of coal, and the trouble promises to assume very serious proportions. The Steel Co. claim that the quality of the coal supplied to the Steel Co. is not good enough for use at their plant, and as the Coal Co. has not seen fit to improve it, the big rail mill was closed down to-day, and the Dominion Tar and Chemical Co. may also close up. The business men of Sydney are greatly alarmed over the situation, as the closing down of these big works will have a most disastrous result on trade.

* * *

The tests of the steam fire engine "Alexandria," built by the Canadian Fire Engine Company of London, Ont., not proving satisfactory to the city, the latter declined to take the engine over, and it has been shipped back to London. The city will now probably purchase a Merryweather of 700 gallons capacity. John Starr & Son, and Clark & Macdonald, representing R. Wonham & Son of Montreal, both agents of the Merryweather, have submitted tenders to the city for a 700 gallon engine. The Waterous Engine Co. have also asked

leave to submit tenders for a 1,000, 700 and 500 gallon engine.

* * *

Several days ago a valuable find of coal was made about five miles from Sydney. The seam is on areas owned by E. W. Moseley and others, who intend to secure powerful drills and prospect thoroughly all over the property. The seam is four feet seven inches thick, and was discovered only seven feet below the surface. It is thought this will mean the opening of another colliery in Cape Breton.

B.C. Hardware Trade News

Vancouver, B.C., Nov. 1, 1906.

A direct steamer service from Canada to Mexico, with Vancouver as one of the home ports, will begin in March next. The vessels will each make twelve round trips per year, thus giving a bimonthly service. Vancouver and Victoria will be the B.C. ports, and Manzanillo and Vera Cruz the Mexican ports. The steamers will carry the British flag, and will be of not less than 3,500 tons carrying capacity. The Canadian subsidy of $50,000 is payable quarterly. The Mexican subsidy is $100,000 (Mex.) per annum. The term of the contract is for two years.

* * *

A big pressed brick manufactory is to established at or near Prince Rupert, when that city is permanently given headquarters. It is the intention to manufacture brick for use in the buildings that will go up in the city that is to be. The G.T.P. is said to be backing the project, and excellent clay deposits have been found in a suitable location for the purpose. All indications are that active developments will soon be noted at the new northern city. The first stock for the new hardware firm of which Thos. Dunn is to be manager, will go north in a short time.

* * *

The lumber mills are up against a shortage of cars, the railway company having issued orders that nothing but flats shall be given to load lumber, owing to the big demand for box cars at the present moment on the prairie to move the wheat crop. Even flat cars are welcomed by the mill men at present, for the trade is keeping up as strongly as at any time in the season. Not a mill but is months behind on its orders.

The returns of lumber scaled by the Provincial Government for the month of October show an increase over September, contrary to expectations, as at this time of year there is usually a lessening of activity in logging camps owing to bad weather. But many booms of logs held stored at up-coast points for some time were brought down the past month. The total scaled in October was 35,329,890 feet, as against 28,413,467 feet in September.

* * *

A big timber deal is reported from the upper country, whereby twenty square miles of timber lands on Crazy Creek, about ten miles from Revelstoke, has been sold to Messrs. Hood Bros. of Spokane, by the Eagle River Lumber Co. S. A. Mundy, the Three Valley lumberman, and Dr. McRae of Revelstoke, handled the transaction for the vendors. This is considerel the best tract of timber in the interior, consisting chiefly of cedar of fine quality, white pine and fir of high grade description. The new owners will in all likelihood build a mill on the Columbia river, possibly at Arrowhead.

* * *

To regulate the trade in red cedar shingles in the Eastern States, the market for most of the product from the coast States, the Shingle Association of Washington has decided on a shut-down from Dec. 22 to Feb. 1. Last year they closed down for two months, beginning Dec. 1. This year it is thought that the B.C. shingle manufacturers may be induced to join the movement, and the Washington State shinglemen will approach the B.C. manufacturers with that purpose.

* * *

Another copper mine on the coast, which promises to be a good second for the famous Britannia, the big Howe Sound producer, is that at Gribble Island, some 400 miles north of Vancouver. This property has been developed for some years past, and will next Spring be on the list of producers. The ore will be brought to one of the smelters on Vancouver Island. An advantageous feature of the Gribble Island ores is that they are in large measure self-fluxing, containing sufficient iron ore and limestone for that.

The Britannia people, who own the Crofton smelter on Vancouver Island, announce that a 600-ton furnace will be built to meet the demands on the smelter by the heavy shipments of ore which are to increase also. The present capacity of the smelter is 550 tons per day, a 350-ton stack and a 200-ton stack being used. A small fifty ton stack has never been used, but as the new 600-ton furnace cannot be ready for months, and there is plenty of ore at the smelter now, in dumps and bunkers, to keep the plant going, the small furnace may be blown in also.

* * *

The smelters and mines of the interior of the Province are in a bad way through the big strike of coal miners at Fernie, whence a large percentage of the coke for the various smelting plants comes. The Eugene mine is shipping high grade contrates to Illinois and storing low grades at the Trail smelter, which is shut down at present. The Granby smelter at Grand Forks is still running, and so is the Hall Mines smelter at Nelson, the West Canadian Collieries, with coke ovens at Lille, near Frank, having arranged to supply sufficient to ensure the smelter operating.

The Granby smelter at Grand Forks is endeavoring to increase its output again by returning to its full capacity of eight furnaces, six only having been operated for some time. Copper is now at its very highest, so that it is hardly likely a serious shut down will be anticipated. The Dominion Copper Co. is increasing its capacity at the Boundary Falls smelter by adding another copper furnace, the machinery now having arrived. The B.C. Copper Co., which has one large furnace in blast, will probably blow in the second giant furnace in a fortnight, and a third in a few weeks from that. The new furnace of the Dominion Copper Co. is to be the largest of any yet installed, though all of these big Boundary district smelters have very large equipment.

* * *

In building trade circles the difficulty to get lumber has been hampering work all season. There is, however, considerable new work commencing right along, and as a consequence builders' hardware is in good demand, and the merchants find trade correspondingly good. Prices are, of course, in sympathy with the world's markets, on the upward tendency. The present price of Manila rope here is 16 1-2c., an advance recently of 1-2c. Turpentine, with an advance of 25c., is now quoted at $1.25. Bar iron has gone up slightly on local market, the price now quoted being $2.75 base.

THE CALIBER OF A GUN.

There is surely no word in the nomenclature of guns, big and little, which has caused, and is causing, so much confusion in the lay mind as the word caliber. Evidence of this is to be found in the large number of letters which we receive, asking for the exact meaning of the word as used in its different applications. The majority of these letters indicate that the confusion arises chiefly from the use of the term in an adjec tival sense to indicate length, as when we say, a 50-caliber, 6-inch gun. The word caliber as applied to artillery signifies essentially and at all times the diameter of the bore of a gun measured diametrically from face to face of the bore, the diameter measured on the rifling being, of course, somewhat larger. A gun, then, of 6-inch caliber is a gun whose bore is just 6 inches. For convenience, and because the power of a gun, when once its bore has been decided upon, depends so greatly upon its length, artillerists are in the habit of defining the length of the gun in terms of the caliber. Thus, the 12-inch United States naval gun, which is 40 feet in length, is spoken of as a 40-caliber, 12-inch, the length being just forty times the bore. The 6-inch rapid-fire gun, as mounted on the latest ships of the navy, is a trifle under 25 feet in length and is, therefore, known as a 50-caliber gun. From this it will be evident that the term may refer either to the diameter of the bore, or to the diameter of the bore used as a unit of length. In the case of small arms, the caliber is expressed in hundredths of an inch, as when we say a 22-caliber or 32-caliber pistol, meaning that the bore is 0.22 or 0.32 of an inch in diameter.

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Nov. 9, 1906.)

Room 511, Union Bank Building, Office of HARDWARE AND METAL, Winnipeg, Man.

Winnipeg wholesale houses report the biggest autumn trade on record in all general lines.

LANTERNS—The recent advance in wholesale prices is believed to have had some effect in stopping retail cutting in this line, as a general advance was necessary in all stores. Quotations are as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 base per keg.

PRESSED SPIKES — Prices are quoted as follows since the recent advance: ¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Discounts are quoted as follows since the recent advance in the price of copper rivets: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Business is particularly active at present in axes and handles. Prices are as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Manila rope is steady at the recent advance. We are still quoting as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Quotations are as follows: Cartridges, Dominion R.F. 50 and 5; Dominion, C.F., 33½ C.F., pistol, p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL—Prices are Bar iron (basis, $2.50; Swedish iron (basis), $4.75; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—As noted last week, the price has been advanced to $5.85 per cwt.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

LEAD PIPE—The recent advance to $7.80 is likely to be followed by another as a result of the condition of the pig lead market.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Prices have been steady since the recent decline. We quote: Canada plate, 18 x 21, 18 x 24, $3.15; 20 x 28, $3.40; full polished, $3.90.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels, f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —We quote prices: White lead, pure, $7; bladder putty in bbls., 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg, 96c.; Calgary, $1.03; Lethbridge, $1.03;

Edmonton, $1.04. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gallon advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

WESTERN TRADE NOTES.

Geo. D. Wood, of Geo. D. Wood & Co., Winnipeg, is still confined to his house through illness.

The Capewell Horse Nail Co., Toronto, have established a branch office and warehouse at Winnipeg.

Walter Sadler, of Sadler & Haworth, Montreal, called at the Winnipeg office of Hardware and Metal last week on his return to Montreal from an extended business trip as far west as Vancouver.

Armitage & Laverington's hardware store and the implement warehouse of B. Francis were destroyed in the recent fire at Armstrong, B.C. The insurance amounted to $2,100 and $2,000, respectively.

W. W. Chown, hardware merchant, Belleville, has purchased the building and stock of J. Henderson, Edmonton. The price paid for building was $24,000 and $15,000 for stock carried. Mr. Chown's son, Roy, moved from Belleville to Edmonton some months ago. Mr. Chown'sbrother and sons will manage the Belleville store and Mr. Chown will join his son at Edmonton.



SUPERB EMPIRE

The Perfect Cooker

We draw the attention of the Western Trade to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a Western stove factory for Western people only.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

DAVID REID & CO.

Hardware Commission Merchants

Room 22 Stanley Block, - Winnipeg, Man.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents throughout Western Canada.

BEST OF REFERENCES

BRONZING SEASON

means bronze business, and the question you should ask yourself is: "Am I prepared to take care of this business?"

We have a large stock of Bronzing Materials—Gold, Aluminum and Colored Bronzes, Flitters, Metallics, Banana Oil, Gold Leaf Substitute, on which we would be pleased to quote you for immediate delivery.

THE WINNIPEG PAINT AND GLASS CO., LIMITED

Warehouses—CALGARY, EDMONTON WINNIPEG, CAN.

GENUINE Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY Limited, - TORONTO, ONT

Everything for the Painter



Wire Glass

This is the season of the year when buildings are being completed—Wire Glass will be needed for Skylights, Metal Frames, etc.

Wire Glass is now almost universally used instead of Rough Rolled Plate on account of the ultimate economy. It may crack but the wire mesh keeps it intact and just as serviceable as ever.

Wire Glass is practially indestructible.

Special prices in case lots—write for them. Samples furnished on request. You may have an enquiry any day, better be prepared.

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA

HARDWARE TRADE GOSSIP

Ontario.

Walter Holborn of Sutton West called on the wholesale trade in Toronto this week.

M. A. Rodman is opening a hardware store on Dundas street, near Bloor, Toronto.

A. H. Ashton, of the Ontario Lead and Wire Co., Toronto, was married on Wednesday.

W. Howie, hardware merchant, Port Rowan, is recovering from an attack of typhoid fever.

Messrs. J. E. Doner and W. Watson, hardware merchants, Stayner, are on a fortnight's hunting trip.

A. E. Bottom, hardware merchant, Bobcaygeon, has returned home after a fortnight's hunting trip.

J. W. Allan, hardware merchant of Newmarket, called on the wholesale trade in Toronto this week.

C. M. Robertson, sec.-treas. The James Robertson Co., Montreal, spent a few days in Toronto during the week.

The Booth Copper Co., Toronto, have been granted a permit to erect a factory on Sumach street, to cost $5,000.

Whitton & Drummond, Toronto, are going out of the hardware business and will replace their stock with dairy supplies.

W. Woodman, clerk with D. Brockabent & Son, Arthur, has accepted a position with the Bond Hardware Co., Guelph.

Bert McDonald of the metal department of Rice Lewis & Sons, Toronto, has returned from a hunting trip in Muskoka.

H. J. Hamilton, Toronto Manager for Drummond, McCall & Co., metal merchants, is unable to attend business this week.

Geo. Rice of Rice & Barnes, hardware merchants, Whitby, was in the city several days this week calling on the whole sale trade.

J. C. Binghan of Rice Lewis & Sons, Toronto, and T. E. Hoar, Toronto Junction, are up near Haliburton on a hunting trip.

Mr. Neilly of the Victoria Mercantile Co., "Victoria Harbor," was in Toronto for a few days this week calling on the wholesale trade.

George Howard, of the James Morrison Brass Mfg. Co., has been absent from the office for several days this week owing to illness.

The Dominion Radiator Co., Toronto, have secured a site on Dufferin street adjoining the C.P.R. tracks, and will double the size of their plant.

The hardware store of John Bishop & Son of Brantford was robbed early Thursday morning. Two arrests were made and most of the stolen goods returned.

Harvey Wilson, late of F. A. Campbell's hardware store, Mitchell,, who is now in partnership with Adam Koening in the hardware business in Paris, has moved his family and effects to that town.

George Houghton's stock of hardware at 204 Dundas street, Toronto, was sold by the assignee on Wednesday to L. Legrow at 71 1-2c. on the dollar, the stock being valued at about $1,000. Mr. Houghton intends locating at Winnipeg.

J. E. Paine, managing director of Geo. Wostenholm & Son, cutlery manufacturers, Sheffield, Eng., who is making a tour through Canada, stayed several days in Toronto. B. and S. H. Thompson & Co., Montreal, represent Geo. Wostenholm & Son in Canada.

W. R. Hobbs, hardware merchant, Tillsonburg, is at Preston, Ont., endeavoring to restore his health by using the famed mineral baths secured at that resort. His store at Tillsonburg is again in charge of William Pow, who for some months past has been on the road for the Hobbs Mfg. Co. of London.

W. H. Cottingham, vice-president and general manager of the Sherwin-Williams Paint Co., passed through Toronto on Monday on his way from Cleveland to Montreal to attend the conference of Sherwin-Williams' travellers in that city this week. All of the Ontario travellers went down to Montreal Tuesday night.

Quebec.

E. H. Sabourin, general merchant of Rapide de L'Original, was in Montreal on business this week.

The St. Lawrence Hardware Co., of Montreal, have assigned, on demand of J. E. Merrizzi, accountant.

H. Pitts, hardware merchant, of Cornwall, paid a visit to some of the Montreal wholesalers this week.

F. W. Bauer of Montreal, has been appointed secretary-treasurer of the General Supply Co., Ottawa.

J. D. McRae, general merchant of Eganville, Ont., was among the buyers to visit Montreal wholesale houses this week.

Chas. Leblanc, hardware merchant of Joliette, visited his wholesale connections in Montreal during the present week.

Geo. C. Davis, of Frothingham & Workman, Montreal, was detained from his office through illness, for a few days this week.

F. Ross Newman, the recently appointed manager of Caverhill Learmont & Co's Winnipeg, branch, visited headquarters this week.

Mr. Kinsman, representing North Bros. Manufacturing Co., of Philadelphia, called on the Montreal wholesale trade a few days ago.

E. Archambault, hardware merchant, Montreal, has returned from a very successful shooting trip in the Laurentian Mountains. Mr . Archambaults friends are eating venison these days.

Mr. Paine, representing Geo. Wostenholm & Sons, manufacturers of IXL cutlery, Sheffield, is at present on a trip to Canada, and spent a portion of last week calling on the Montreal trade.

W. N. Courtney, manager of the Williams Gauge Co.'s Canadian branch in Montreal, has returned from a seven weeks' visit at headquarters in Pittsburg. The firm will begin manufacturing their products in Montreal as soon as suitable premises can be secured.

An important development in the industrial world during the past week or so, has been the purchase by the Canadian Consolidated Rubber Company, Montreal, of the Maple Leaf Rubber Company, who operate a large plant at Port Dalhousie, Ont. The paid up capital of the Maple Leaf Company was $350,000. The purchase was a cash transaction. Although the output of the Maple Leaf factory is confined to rubber footwear, several hundred hands are employed, and a large business is being done in these lines. The Montreal concern has already assumed control of the Maple Leaf factory, and its capacity will be considerably increased in the near future.

Maritime Provinces.

W. J. McGowan, formerly of Sydney, N.S., has left for Frank, Alberta, where he will manage the hardware store of A. F. Tracy.

Western Canada

C. A. McDonald & Co., hardware and lumber merchants, Mortlach, Sask., have disposed of their lumber business to the Imperial Elevator Co.

W. A. Sturdy, of Revelstoke, has lately purchased the stock and business of the Hartney Hardware Co., Hartney. Mr. Sturdy has had a number of years experience in the hardware business in different parts of Western Canada, and as he is thoroughly familiar with the business and has a large well assorted stock at his command, there is no doubt but that he will build up a good business in this important centre.

United States.

The Carborundum Co., of Niagara Falls, N.Y., manufacturers of carborundum products, is building a branch works at Reisholz, near Dusseldorf, Germany. Carborundum wheels will be one of the principal products.

The branch factory of the Wm. A. Rogers Co., Limited, at Northampton, Mass., manufacturers of silverplated wares, is to be moved to Niagara Falls, N.Y., and will be merged with the parent establishment. The electroplating will now all be carried on at Niagara Falls.

PERCIVAL STOVE WORKS SOLD.

It is announced that the Percival Plow & Stove Works, of Merrickville, has been sold to the National Mfg. Co., of Pembroke, manufacturers of cream separators, scales, etc., the latter company being controlled by Delehaye Bros., Pembroke. The plant at Merrickville will be continued on stoves and plows, but some of the leading lines of stoves will hereafter be manufactured at the place on Dec. 1.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

A Fine Pocket Catalogue.

A new pocket catalogue dealing with various lines of hot water and steam boilers and radiators, and steamfitters' goods generally, has been issued by the Gurney-Massey Company, of Montreal. With this booklet in his pocket the fitter or architect has all the information necessary to enable him to figure on any kind of heating jobs. Attention is drawn to the new lines of "Bright Idea" and "Comfort" boilers and the "Tremont" or three row radiators. The booklet is a convenient size for the pocket, being 6½ by 3½ inches. The cover is in best morocco, and the pages are gilt-edged. It has been sent out pretty generally to the trade, but if there are any architects or fitters who have not received a copy, a card to the Gurney-Massey Company, 385-387 St. Paul St., Montreal, will bring one.

CUT GLASS FACTORY.

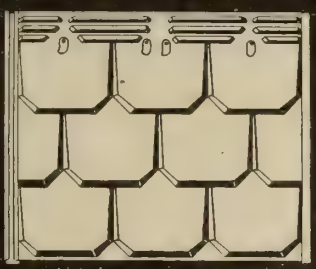
The well-equipped factory of the George Phillips Co., in the Packard Building, Montreal, is an interesting place. It is a comparatively new industry in Canada, and only the big jewelery houses heretofore attempted to cut glass to order in large quantities. Mr. Phillips and his directors saw a need in the country and have amply met it. The whole fourth floor of the large building is required in this work. A glance at the work room itself, shows a long lane of what at first sight look like finely fashioned grind stones. They are all operated by electricity, and activity is evidenced by sixty hands being engaged at the glass-cutting industry. Tables show the crude, plain glass, or as the cutters call it, metal without a cut or scratch on it. The first step is the designers work. He carefully outlines the stars and fret work for the carvers to follow, then these designs are worked out by the cutters who hold the bowl or dish or plate, whatever may be the article in course of moulding over the stones. The principal cutting apparatus is embodied in stones, but there are fine steel wheels that are used for grooving the early stages of the designs in the glass. These stones are very costly, and the operators of fine work are very high-salaried. These sharp glistening angles which appear so attractive and beautiful in fine cut glass, require much time and labor to accomplish. After the crude cutting of design has been completed, then there is a staff of polishers and waxers. The exterior and interior of the various vessels made are waxed and then follows an acid bath, which gives the final sheen and diamond-like beauty.

The Phillips Company have special names for certain designs, which run through their whole output, such as the Buxton, Oriental, Empress, Butterfly. These names each signify some exclusive patterns which are made only by this firm, and can be seen for ordering purposes pictured in their handsome catalogues. In Henry Morgan's window is a huge punch bowl, claimed to be the largest in the Dominion. This bowl was made complete in the Phillips factory. It has attracted marked attention for some time in the big uptown store. The beauty of this work is that family crests are cut to order, names, initials, love tokens, holiday notes and monograms, all made to suit the customer. To show how popular the work has become is proven best by the fact that the company is three months behind in its orders. Their travelers have been told to stop selling cut glass for immediate delivery. Their big shipping room is piled with goods destined for all parts of the Dominion. Skilled workmen, high class machinery and all the up-to-date methods, give this firm an easy lead for this trade.

In addition to the cut glass business, this company have their own cutlery and silverware factory in Sheffield, Eng. The lines, cut glass and silverware and cutlery harmonize well, and a large and growing trade has been steadily built up. They have four special branded razors, namely, Strathcona, Edward VII, A Bit of Old Sheffield and Earl Minto.

THE METALLIC ROOFING COMPANY LIMITED

"EASTLAKE"



STEEL SHINGLES

TORONTO, CANADA.

FOR THE ROOF

There's truest economy in choosing

"EASTLAKE"

STEEL . . . SHINGLES

They last indefinitely.

Are fire, lightning, rust and leak-proof.

Fit together perfectly by means of their special patented side lock, can't possibly work apart.

GALVANIZED "EASTLAKES" are heavily coated on both sides with all the galvanizing material that will adhere to them.

PAINTED "EASTLAKES" are thoroughly covered on both sides with Sherwin-Williams best paint.

"Eastlakes" have been tested by years of service in all climates, everywhere giving thorough, lasting satisfaction.

Write and let us give you further information.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

J. J. HILL'S BIG DEAL.

According to an American writer it was James J. Hill's sons, J. N. and L. W., who succeeded in getting J. J. Hill to consent to the purchase of the Wright & Davis road and the Mesaba iron range lands, the sale of which to the United States Steel Corporation for an immense sum startled the iron world and made J. J. Hill a competitor with John D. Rockefeller as the first billionaire. After that L. W. Hill went on acquiring lands for the company to such extent as he could, all the time being hampered for want of funds. He would buy or lease property and then sell it to some other concern, at small profit, taking a time contract for the haulage of ore. Then with this profit he would acquire another property. James J. Hill constantly discouraged the whole scheme, and told his sons it would be wiser to stick to straight transportation business than to meddle with mining properties.

FOUNDRY AND METAL INDUSTRIES

The North Ontario Reduction & Refining Co. have commenced work on their new plant at Sturgeon Falls, which will be in operation next Summer with a capacity of 100 tons per day.

The Dominion Iron & Steel Co. made a great record during October. The quantity of steel ingots turned out in the thirty-one days exceeds by 2,825 tons the best previous output for any corresponding period. The output of the various departments was: Coke, 34,400 tons; pig iron, 23,325 tons; ingots, 25,425 tons; blooms, 22,553 tons; rails, 12,621 tons; rods, 5,214 tons. During the month three blast furnaces were operated. The blooming mill and rail mill worked double shift, while the billet mill and rod mill were on single shift. Of the various materials finished for market 16,500 tons were shipped, and, in addition, about 5,000 tons of rails were stocked. These will be loaded on the steamship "Bergenhus" now in port. Over 125,000 tons of ore and limestone were brought in, and the tonnage of materials handled in and out amounted to over 200,000 tons.

The Dominion Iron & Steel Co., Sydney, N.S., were forced, Nov. 3, to stop their blast furnaces for the lack of coke. The trouble appears to be over the supply of coal for the manufacture of coke. The steel company contend that they were being supplied by the coal company with an inferior quality. This became so pressing that they began the importation a few months ago of a supply from the Nova Scotia Steel & Coal Company at Sydney Mines. They brought over 30,000 tons, and have ordered more. This coal cost them considerably more at the plant than the Glace Bay product, and the company, it is understood, charged the Dominion Coal Co. with the difference in cost. President Ross refused to pay this, and went further by practically shutting down their supply. Such is the common version of the cause of the difficulty. Should this continue, even for a few days, the entire plant will have to close down, and throw 1,700 men out of employment.

Here is a seasonable specialty that will make sales for you.

SHERWIN-WILLIAMS
STOVE PIPE AND IRON ENAMEL

Moves quickly and pays a good profit. It gives perfect satisfaction to the purchaser, too. This is the time of year when stoves, pipes and iron work need repairing and repolishing. It can be done in one process with S-W. STOVE PIPE AND IRON ENAMEL. The lustre is durable—heat does not cause it to become dull, smoke or burn, when applied according to directions. There is no waste. It gives long service, therefore it is economical. You can order S-W. STOVE PIPE AND IRON ENAMEL with confidence that it will sell and net you a good profit this fall and winter. Write us about this seasonable specialty.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., East, Winnipeg, Man.

1761

NEW MACHINERY AT BELLEVILLE.

The Belleville Rolling Mills, which started operations a fortnight ago, is running to its full capacity during the day hours, but will not run at night for the present. The plant comprises three rolling mills, 18, 12 and 9 inch, and a fully equipped machine shop. An up-to-date horseshoeing department is under construction, and a large cement cistern has been built near the proposed dock. Much new machinery has been installed during the past summer. One machine the "Squeezer," makes it possible for the mills to economize greatly in the matter of labor. Big piles of scrap go into the furnaces, come out in a molten condition, and then go into the "squeezer," from which they come in the shape of a big red-hot ball. This ball goes to the "rollers" at the 18-inch mill, and is gradually worked along till it becomes bar iron. The "squeezer" weighs 80,000 pounds. The new shears purchased in Pittsburg weigh 100,000 pounds, and will shear iron six inches thick. The lack of such shears as these militated greatly against the successful operation of the mills in old times.

INGERSOLL FOUNDRY CHANGES

W. J. Telford, of the sales department of the D. Moore Stove Company, Hamilton, and J. A. McCullough, formerly foreman for the Western Foundry Company, Wingham have purchased the Gobey foundry at Ingersoll and intend estimating and taking contracts for all kinds of iron castings. The new firm will be known as the Ingersoll Foundry Co., and, starting at a season when everything is brisk and lively, should soon establish themselves in a large and successful business.

MALLEABLE PLANT TO MOVE.

The Pratt & Letchworth Malleable Iron Company, whose headquarters are at Buffalo, may remove all or part of their Brantford plant to Montreal because of interference with their Sunday operations by representatives of the Lord's Day Alliance. The Brantford plant was established to meet the demands of the Canadian trade in 1899, and has been largely extended since that time. It now has an annual output of $200,000, employs over five hundred men steadily the year round, and pays $100,000 per year in wages.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

Metals are Advancing!

All wholesale buyers should get our prices on

Ingot Tin, Pig Lead, Ingot and Sheet Copper, Zinc Sheets, and Spelter, Antimony, Etc.

FULL STOCK CARRIED

A. C. LESLIE & CO.
MONTREAL

HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West, TORONTO

"MIDLAND"

BRAND.

Foundry Pig Iron.

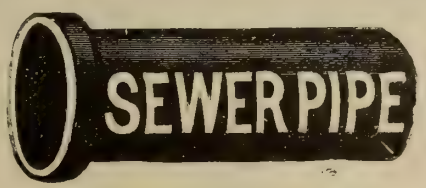
Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented. Representing now

LEEDS FIRE CLAY CO., Lt'd.
Fire Bricks, Glazed Bricks, Stable Bricks.

T. JOWITT & SONS, SHEFFIELD.
Files, Cast Steel, Hammers, Crucible Steel

JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

Important to Babbitt Users

Why pay for a name? Be up-to-date and have your babbitt made according to your own Formula, or if you have no formula send a sample of what you are using and we will quote you price on same quality. All formulas made to order.

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CANADA SMELTING CO.
Limited

STANDARD *Babbitt Metal, Phosphor Tin Needle Metal, Type Metal, Etc*

Cor. Brennan and Ann Sts., MONTREAL

OAKEY'S 'WELLINGTON' KNIFE POLISH

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

Perfectly Flat Galvanized Sheets

Is a marked characteristic of

GILBERTSON'S COMET

Brand

Sold by all jobbers who are up-to-date.

It sells readily, is selected carefully; soft and smooth. Prices lower than other high-grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Agent: Alex. Gibb, 13 St. John St., Montreal.

Paint, Oil and Brush Trades

WATER IN PAINTS

A rather curious problem recently confronted me, writes, C. D. Holley, Ph.D., in the Hardware Trade in connection with the analysis of mixed paints which is being carried on under the provisions of the North Dakota paint law. The examination of a well-known brand of paint revealed the presence of water in unusual quantities, upwards of 20 per cent of the liquid portion being found to be water. The analysis being reported to the manufacturers by Com. E. F. Ladd, the statement was made in reply, that the water obtained by the method used at this station was not present in the paint as such, but was the result of the decomposition of organic compounds in the paint due to the heat employed, the method used for the separation of the water being in brief the mixing of a weighed amount of the paint with a dry inert substance like silica or sublimed lead until the mass ceased to be sticky, and distilled in a retort, a current of illuminating gas being used to help carry over the water. The neck of the retort serves as the inner tube of the condenser and the retort is heated by means of an oil-bath. The inert material is used to prevent the paint from hardening in the retort which would render its removal a difficult matter. Suitable correction is also made for the combined water of the white lead present in the paint.

The manufacturers claimed that the linseed oil had been subjected to a special process, in which the major portion of it had been converted into a series of compounds containing hydroxyl groups and these on being subjected to heat split off water, which accounted for the water obtained by the above method. In support of this assertion they quoted from Allen, where in discussing linolic acid, he states that on exposure to air it "absorbs oxygen, becoming thick and ultimately so viscid as scarcely to flow, but remains unchanged in color. The product is said to have the composition of a hydrate of oxylinolic acid $C16H26O3.H2O$. When heated to 100 deg. C. this gives off 6.7 per cent of water."

It was evident that any method which the writer attempted to use for the estimation of water involving the aid of heat would be at once subject to the above criticism on the part of the manufacturers, and in order to avoid such criticism the following experiments were carried out. A can of the paint in question was obtained in which the pigment had settled out. The clear oil was siphoned off and the remaining paste thoroughly stirred. In 100 grams of the paste was placed 3.1217 grams of the gelatin which was allowed to stand with frequent stirring for twenty-four hours. It was then washed free of adhering paint with petroleum ether, pressed between sheets of filter paper and weighed. The gain in weight was 0.809 grams. Three and seventy-nine-thousandths grams of gelatin were placed in 100 grams of the clear oil for twenty-four hours and received exactly the same treatment with petroleum ether; the gain in this case was only 0.017 gram. This indicated that there was a large amount of uncombined water in the paste portion of the paint, as it does not seem probable to the writer that hydroxyl groups would be held in such a loose combination as to be broken down by the presence of gelatin. On the supposition that gelatin would absorb water until an equilibrum had been established between the water in the fluid portion of the paste and that in the gelatin, the volume occupied by the gelatin was ascertained, also the volume of the fluid portion in the paste, and from this data the percentage of water was calculated, the result obtained being 22.4 per cent. With this same paste the distillation method with sublimed lead showed 26.0 per cent of water. These results are in as close agreement as would be expected from the nature of the determination and the errors necessarily introduced.

The clear oil on being distilled with the sublimed lead yielded no more water than might be expected from ordinary oil, a fraction of 1 per cent only. This fact in connection with the above results indicates that there was no such compound present in the paint as the manufacturers had claimed. This being the case it was evident that the large amount of water present was held in the paste by some other means than being simply ground in or by drastic saponification, often resorted to in the manufacture of cheap paints.

A careful examination was made of the paste portion of the paint after the removal of the oil, and the following substances were obtained in the aqueous extract in sufficient quantity to warrant the belief that they were intentionally added ' glue, sodium carbonate, borax and acetate of lead.

With the aid of these substances it is very easy to see how a large amount of water may be ground into paint without betraying its presence by an undue thickening of the product or difficulty in subsequent thinning with oil. At the same time the replacing of one-fifth of the linseed oil in a gallon of this paint with water means a considerable profit to the manufacturer.

NO WONDER

there has been such an increase in ELASTILITE VARNISH sales. Nothing remarkable about it though when you consider the quality of the varnish at such a reasonable price.

In tins only from ½ pints to 1 gallons. For outside or inside. "Wears on the job, not off it."

The Imperial Varnish & Color Co. LIMITED

TORONTO, CANADA.

STOCKS AT

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

WINNIPEG, MAN., c/o. MASON & HICKEY.

JAP VARNISH IN PENNY LEVER CANS

Suitable for all general purposes and so valuable to have in stock. It's wise to be equipped for various kinds of trade and to have on hand an article the merit of which you can vouch for. "The Excellence of our Product the first consideration"—that is our motto. Try JAP VARNISH and see if it is not a trade bringer. It has that reputation.

SECURE A COPY OF OUR CATALOGUE

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

WE KNOW IT'S GOOD

and, if we could make it any better, we would do so. We personally test every bit of material that goes into

Jamieson's Floor Enamel

Pigments and all other materials are all the very best we can buy in the markets of the world. The greatest skill and care are used in grinding and mixing. Consequently, we are making in our **Floor Enamels** the best possible floor covering that can be used; and yet, they do not cost much more than the ordinary class of floor paints.

These are talking points which move the goods from your shelves, Mr. Dealer

Be sure to stock up with

Jamieson's Floor Enamels

in all popular colors

Made only by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

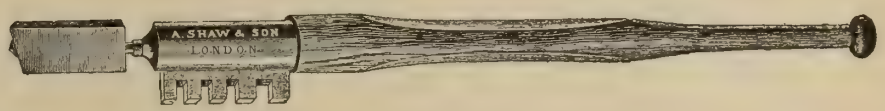
Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
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GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim for them **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied. Established 1815

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The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

SHELLAC

MARX & RAWOLLE
NEW YORK
Manufacturers

BLEACHED and ORANGE
Quality Unsurpassed

APPLY TO **THOS. BELL, SONS & CO.**
Tel. Main 2661 P. O. Box 14. MONTREAL FOR QUOTATIONS

THE WAY A PAINT STANDS

"the ravages of time" is the point on which consumers want to be satisfied. You only need to tell them that the only white lead used in

"ANCHOR" LIQUID HOUSE PAINTS



TRADE MARK

is "Brandram's"

B. B. GENUINE

to settle this point.

What paint would be likely to stand more wear than the paint made with the white lead that has been the world's standard for nearly two centuries.



BRANDRAM-HENDERSON

LIMITED

Halifax, St. John, Montreal, Winnipeg,

CANADA

Paint and Oil Markets

MONTREAL.

Office of Hardware and Metal,
232 McGill Street,
Montreal, November 9, 1906.

The leading event in the week's transactions, has been a sharp advance of 25 cents per hundred pounds, on white lead. The reason for this taking place is easily seen when it is known that dry white lead in large casks, of first-class make, would cost $6.30 per hundred pounds, laid down in Montreal. And it is hard to get, at that.

There has also been a jump of 2 cents per gallon in linseed oil, while turpentine is steady at the same prices as last week.

The advance in lead and oil will naturally affect the price of liquid paints. Higher quotations may be expected at any moment.

LINSEED OIL—An advance of 2 cents was made this week and present quotations are: Raw, 1 to 4 barrels, 54c.; 5 to 9 barrels, 53c.; boiled, 1 to 4 barrels, 57c.; 5 to 9 barrels, 56c.

TURPENTINE—No change in conditions has developed. Quotations remain as follows: Single barrel, 95c. per gal.; two barrels or over, 94c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—The advance in this product was the feature of the week. We quote: Best brand Government standards, $6.75 to $7.00 No. 1, $6.40 to $6.65; No. 2, $6.05 to $6.40; No. 3, $5.80 to $6.05, all f.o.b. Montreal.

DRY WHITE ZINC—V.M. Red seal, 7½c. to 8c. Red seal, 7c. to 8.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5½c. to 6¼c.

PUTTY—Orders are large and numerous. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100 lb. kegs, 8½c.

RED LEAD—Conditions are unchanged from those of last week. We are quoting: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

SHELLAC—This market has been advancing for some time and another jump was declared this week. We are now quoting: Shellac Bleached, in bars or ground 47c. per lb., f.o.b. Eastern Canadian points; Bone Dry, 58c. per lb., f.o.b. Eastern Canadian points; T.N. Orange, etc., 49½c. per lb. f.o.b. New York.

SHELLAC VARNISH—The market in this product continues very firm, in sympathy with the conditions in the gum shellac trade. The prices are: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c

REFINED PETROLEUM — We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

GASOLINE—The ruling quotation at present is 24c. in bbls.

BENZINE—There is nothing new this week and we are still quoting 20½c. in barrels.

WINDOW GLASS—Prices currently quoted are as follows: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100feet, $3.20; second break, break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of Hardware and Metal,
10 Front Street East.
Toronto, November 9, 1906

As predicted by us a fortnight ago, white lead has advanced again and is now 25c. higher, owing to further advances of pig lead. Stocks are low and shipments very hard to get.

Linseed Oil has advanced 2c. owing to the high price of seed in the United States, and the general firmness in both foreign and local markets. Manufacturers are advancing gum shellac, but liquid remains unchanged.

Trade is brisk, buying being large in expectation of higher prices after Dec. 1.

Representatives of an American house were in Toronto this week looking over the trade with a view of establishing a turpentine supply house here. The estimated consumption of turpentine in

A few more of our

TRADE MAGNETS and TRADE RETAILERS

The Martin-Senour Porch and Deck Paint
"Stands the Weather."

The Martin-Senour Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour Carriage Paint
It's "superfine," everything said.

The Martin-Senour Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT
100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited
"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)
THE WINNIPEG PAINT & GLASS CO., Limited WINNIPEG
THE MARITIME PAINT & VARNISH CO., Limited HALIFAX, N.S.

BARN PAINTS



Take advantage of the fine weather and induce your farmer friends to paint their barns.

RAMSAY'S OUTSIDE PAINTS

are made for barn painting, roof painting, fence painting and at a price that suits the farmer and a profit that suits you, with a quality that suits all. Sell Ramsay's Outside Paints at $1.00 per gallon, take your profit and suit your customers.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL
FRENCH GREEN

notice how easy it spreads, how well it covers,—that body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICACO

C. P.
CARRIAGE
RUBBING
VARNISH

A popular Rubbing Varnish for quick work, and on medium priced vehicles. Also for furniture and grained or outside doors.

For expensive Carriages, finishers should use our Amberite Pale Hard Rubbing Varnish.

All surfaces to be coated should be free from dust. The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft and varnish applied with an even light coat.

THE
CANADA
PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL·TORONTO
·WINNIPEG

Canada is about 1,000 barrels per annum, and according to one well-informed man the proposition is likely to be carried into effect.

WHITE LEAD — Ex Toronto, pure white, $6.50; No. 1, $6.42½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $7.00.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.50; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.25.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 56c.; 5 to 9 barrels, 55c.; boiled, 1 to 4 barrels 57c.; 5 to 9 barrels, 58c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic shee , 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75, barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—Gals., 70c. to 80c.

BRIDGE PAINTS—Gals., 75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

NEW LINSEED OIL MILL.

The Sherwin-Williams Company's new linseed oil mill at Montreal which has been under construction for the past six months, is expected to commence crushing seed this month. This latest addition to their already large plant comes as a result of the company's experience in the making of linseed oil in the States, where for years they have made all the oil used in their products.

One of the most interesting points in connection with the new plant is the introduction into Canada of a greatly improved method of crushing the flax-seed. The presses, known as screw presses, are being built after patents controlled in Canada exclusively by the Company. The main feature of these presses is their ability to crush the seed at a much lower temperature than heretofore, thereby greatly improving the quality of the oil. In the old method of expelling the oil it is necessary to crush the seed at a high temperature in order to obtain a satisfactory yield of oil. The higher the temperature the greater the yield; the lower the temperature (down to a certain point) the better the quality of the oil. Of course, the temptation has been to increase the temperature and get as much oil as possible from each bushel of seed, even at the sacrifice of quality.

In the "screw press" a method has been devised by which the maximum yield of oil can be obtained at a low temperature, producing oil of the very highest quality.

The Company claim they have never taken a more important step in the interest of good paint and varnish than when they entered upon the manufacture of linseed oil.

The Montreal plant will be large enough to meet the company's own requirements and supply the trade as well. The buildings are so constructed that the capacity can be readily doubled simply by the addition of more machinery. In addition to the buildings for the crushing mills, filter presses, storage tanks, etc., the company are building a large elevator for the handling of the seed and three large steel tanks of 150,000 bushels capacity for seed storage. Age is an important factor in the proper production of linseed oil, and to provide for this the company have installed a number of steel tanks, where the oil will be stored at a uniform temperature during the "ripening" period.

The Company will use Manitoba seed, which is in every respect equal to Calcutta or the No. 1 Nortwestern of the Dakotas.

TALK QUALITY.

Talk quality every hour during the business day and make prices secondary to it, advises the Hardware Trade. Your trade is reasonably well fixed financially and there is always a certain percentage of the population of the town or contingent territory that is willing to pay high prices for good goods, and if you can satisfy them in this respect you have made customers of them until such a time as you disappoint them.

Never recommend anything to a customer unless you actually know that it is what you say it is or have been told by others in whom you have faith that they have used it with satisfaction. People are willing to pay high for quality and when you have the right kind of goods it will be very much easier to get your prices. People know that good goods cost more than medium grades in all lines.

Build up a reputation for having the best goods in town and you will find that it will add to your sales and materially to your profits.

BERRY BROTHER'S VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE, ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO



Is Your Paint Trade Growing?

If not there is something wrong. You can be assured of a large increase in your paint business if you handle

ARK BRAND PAINT

It is the most durable and best looking paint made. Read what it has done for one of our customers, and it will do the same for you. You really cannot afford to be without it.

Toronto Junction, Nov. 2nd, 1906.

Messrs. Francis-Frost Co., Limited, Toronto, Ont.

Gentlemen,—We have handled your "Ark Brand" Paint for three years, and during that time we have had better satisfaction in our paint department than ever before. The increase in our sales this year so far is over 300 per cent. more than our first year. It is a great pleasure to handle it, as there are no kicks, and no come backs except for more. From our experience we are firmly convinced it is the best prepared paint made, and especially adapted for outside painting.

Muresco: We are doing a splendid trade in this wall finish, and cannot now sell any other kind, even at half the price. It is certainly the finest wall finish we ever saw, and we will handle no other wall finish but Muresco in future.

Let us know if there will be any advance in price of above for 1907, as we wish to cover ourselves with a good stock. Youry truly, C. M. CUTTS & CO.

Have You Ordered Muresco?

If not, wait until our traveller calls on you before placing your order. It is the best wall finish made. Anyone can use it without showing laps or brush marks.



BENJAMIN MOORE & CO., LIMITED

Formerly The Francis-Frost Co., Limited

NEW YORK **TORONTO, CANADA** **CHICAGO**

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

A new leather goods factory has been started at Brampton.

A Chatham firm will erect a large stair mill, at Rainy River.

A breakwater, is to be built at Port Arthur, at the cost of $350,000.

A new factory to manufacture clothing has been opened at Oakville.

The Scott Lumber Company, are building a lath mill at Fredericton, N.B.

Fort Frances is to have a new street water tower with a capacity of 100,000 gallons.

Goderich may install a producer gas Engine in connection with their electric light plant.

Tenders have been asked for the new Public Buildings, to be constructed at Edmonton, Alberta.

Work on the Toronto Type Foundry's new plant at Toronto Junction, is rapidly nearing completion.

The Fort Street Brewing Company have asked tenders for the erection of a new Fireproof Brewery.

Edmonton, Alberta, has issued building permits to the extent of $1,744,829 to date, $1,000,000 more than last year.

The Walter's Lumber Co. of Strathcona, has taken out a permit for the erection of a $15.000 saw mill at Edmonton.

The cement mill at Longue Point, Que., is being enlarged, and when finished will have an output of about 4,000 barrels per day.

The contract for the new $60,000 Bank of Commerce building, Saskatoon, was awarded the Canadian White Company of Montreal.

Kaye Bros & Co. of Winnipeg, sold the patent right of a cash register, invented by them, to a Paris firm for which they received 30,000 francs.

Sherwin Cooper & Company, manufacturers of gasoline engines, have secured a factory site on the Don Flats in Toronto. They will employ 50 to 75 men.

The Dominion Bearings Company, have purchased a block in St. Catharines, and are installing machinery for the manufacture of Henderson roller bearings.

Fire at St. John, N.B., caused considerable damage to W. F. & J. W. Myers, machinists. Wm. E. King, brush manufacturer and others. Loss estimated at $25,000, insurance $14,000.

The Meisle Manufacturing Company of Port Huron, may locate a branch of its factory in Port Arthur, for the manufacture of harvest machinery, and are asking the town for inducements.

Building has been started on the plant of the Lehigh Portland Cement works near Belleville. It is claimed by this time next year they will be turning out cement at the rate of 50,000 barrels a day.

The Prince Albert, Sask., Board of Trade, may ask Ames Holden Co., shoe manufacturers Montreal, to establish a branch there. It is also suggested that a by-law be passed granting the C.N.R., a bonus of $25.000.

The Silvia Brick & Lime Co. Victoria B.C., have opened a $30.000 plant, capable of turning out 20,000 brick per day, and $10.000 will be expended in machinery for refining raw lime, with a daily capacity of 200 barrels.

The building permits issued in Montreal this year, is $8,083,383, just two and a half million in excess of the value of 1905 for the entire year and fifty-seven and one-third per cent in excess of the value for the same ten months of that year.

The Atikokan Iron Company, at Port Arthur are busy on the construction work of their new plant, which will cover an area of forty acres, containing 100 coke ovens which will make 200 tons of coke per day, and a furnace producing 100 tons of iron per day.

A charter has been granted The Volcanic Oil & Gas Co. of Chatham, who propose to produce and make petroleum and natural gas. The share capital is $300,000. The provisional directors are D. A. Cash, Port Colborne; H. D. Symmes, Niagara Falls and J. T. O'Keefe, Chatham.

Building permits to the amount of half a million dollars, were issued in Stratford this year. The by-law to guarantee the bonds of the Kemp Manufacturing Company, was carried and the above company take over the old Kemp factory, heretofore occupied by the Massey-Harris Company, and will manufacture agricultural implements.

The Electric Development Company, started a unit of their power plant at Niagara Falls on Nov. 3. When the headgate was opened and the water filled the long penstock the twelve thousand horsepower turbine wheel began to spin as smoothly as a top, and the biggest vertical electric generator ever started in the world was put in motion.

The Canadian Refining Company, Ottawa, has been organized with Dominion charter to refine and smelt minerals. The capital stock is placed at $2,000,000 and the provisional directors are:—H. Ray, Ottawa; F. W. Rolt, Rossland, B.C; J. Jean Baptisti, Notre-Dame-de-Standridge, Quebec; E. Hoffman, New York; R. Dieffenbach, New Jersey; J. J. Fleulot, Frank, Alberta.

BUILDING NOTES.

Calgary Oddfellows intend erecting a $60,000 Temple Building.

The Union Bank will erect a bank and office building at Brandon, Man.

The Royal Bank will build a new six storey bank and office building in Toronto.

The Bank of Montreal will erect a new bank and office building at Portage la Prairie.

L. C. Todd is to erect a brick warehouse on Wellington St., Toronto, to cost $50,000.

Contracts have been awarded for the erection of a new brick block with an 88 foot frontage.

Stanley Mills Company, Hamilton will erect a large building for manufacturing purposes.

The Crescent Turkish Bath Company, Montreal, will erect a four-storey building to cost $10,000.

Regina is to have a new City Hall at the cost of $150,000. Also a new Fire Hall to cost $40,000.

A building permit has been issued F. J. Lyne, Toronto, for a $14,000 brick dwelling on Sanford Avenue.

Winnipeg has had a banner building year. Permits have been issued to the extent of $12,000,000 to date.

Hamilton will have a record breaking year for the amount of building permits issued. It is expected they will exceed $2,000,000.

A permit has been granted Stewart McPhie of Hamilton for the building of "a new brick" roller skating rink to cost $10,000.

Guelph is to have a new factory. The Standard Knitting Company has been secured. The Anton Berg & Son Company have asked for a loan of $25,000 which will be decided upon by a vote of the citizens.

The White Company has been awarded the contract for building the terminal station for the Cataract Power Company at Hamilton. The building will cost $200,000 or $250,000, and will be the terminus of the electric lines controlled by the company.

The building boom in Toronto goes on apace. During the month of October just closed 570 permits were issued by the city, as against 271 for the same month in 1905, or more than double the number. So far this year there have been granted 3,041 permits, as against 2,314 for a like period of last year, for a total estimated outlay of $11,102,903, as against $8,954,789, while the comparative values for October, 1906, and parative values for October, 1906,, and $1,009,005. The new buildings erected this year are 4085, as against 2695 for the first 10 months of 1905. The permits issued for the ten days ending Oct. 31 are 81 in number, and represent an estimated value of $438,100. They include $10,000 for a brick bank at the northeast corner of Bay and Adelaide streets, to be erected by the Farmer's Bank; a brick and iron factory on Sumach-street by the Booth Copper Company, $5000; and storage sheds on River street, by the Stewart Hartshorn Company, to cost $4000. The remainder are all dwellings.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

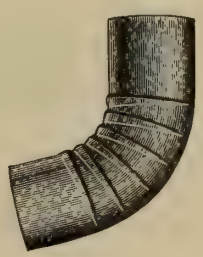
Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN

1180-82-84 HARRISON AVE.

CINCINNATI, O., U.S.A.

Paroid Roofing Will Make Money for You

READ THIS:

Thousands of dealers all over Canada and the United States are making with Paroid one of their most profitable lines. If you are not selling Paroid it will pay you to get our proposition.

Why Paroid is the Best Ready Roofing Made

Paroid is the best quality of ready roofing made. Railroads, manufacturers and farmers all over Canada and the United States are using it in place of shingles, tin, iron and other kinds of roofings, because it lasts longer and costs less.

We make Paroid from start to finish —we make our felt—the most important part of the roofing, while other manufacturers buy their felt where they can get it cheapest. That's the principle reason why Paroid lasts longest. We could not stand back of Paroid if we did not make the felt.

Paroid is **soaked** and coated with a thicker, smoother, more pliable and durable coating than is on other ready roofings. Send for samples of Paroid and compare it with other kinds. You can see and feel the difference.

Paroid is applied with the **only** anti rust-proof cap made. It insures a tight roof. Other roofs often fail because the cap rusts out. Paroid will not crack and break in cold weather. It is adapted for all kinds of buildings and will outlast other ready roofings.

How We Help You

Our advertising plan has doubled the sales of our dealers this year. It helps to sell their other lines, too.

Send for our proposition and we will mail advertising matter and samples to every likely user of roofing in your town. It will not cost you a cent and can't help bringing you orders. We'll send you all the electrotypes and special things you can use. We'll write letters to prospective customers and send our salesman to help you land orders. Write, telegraph or telephone at our expense at any time.

The Fall is the best season of the year to sell roofing. Can you afford not to sell Paroid?

It won't cost you a cent to try out our proposition and we stand back of every roll of Paroid you sell.

Sign your name to a postal to-day and we'll send you full particulars and samples.

F. W. BIRD & SON

Makers

Factory and Office:

Hamilton, - Ontario

Established U.S.A., 1817.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1303. Wire of all kinds, etc.— Yorkshire engineering firm would be pleased to quote wire rods, wire of all kinds, crucible, Siemen's or Bessemer steel, rolled steel, special steel for bicycle rims, umbrella wire, and invites correspondence with Canadian buyers.

1304. Cranks, forgings, shafts, etc.— A Yorkshire engineering firm manufacturing all descriptions of locomotive and round bent cranks, forgings, shafts, and high-grade tool steel, invites correspondence with Canadian buyers.

1305. Steel goods, etc.—A Yorkshire engineering firm manufacturing all descriptions of rolled steel goods, steel wire, spiral springs, hammers, files, carriage springs and axles, invites correspondence with buyers in Canada.

1310. Welded steel and iron tubes— A Yorkshire engineering firm manufacturing every description of welded steel and iron tubes for locomotives, marine and other boilers, crucible cast steel, files, hammers, etc., invites correspondence with Canadian buyers.

1311. Cutlery—A Yorkshire cutlery firm manufacturing all classes of table and fancy cutlery, desire to place their goods on the Canadian market, and invites correspondence.

1312. Knives, etc.—A Yorkshire cutlery firm manufacturing all classes of pocket and desk knives, etc., for advertising purposes, desire to place their goods on the Canadian market, and invite correspondence.

1313. Rules and gauges.—A Yorkshire firm manufacturing all kinds of boxwood, ivory, xylonite rules and gauges to any requirements, desire to get in touch with wholesale buyers in Canada, and invites correspondence.

1314. Steel goods, files, etc.—A Yorkshire enginering firm would be pleased to send catalogues and price-lists, and to quote for all classes of steel goods, files, hammers, picks, etc., and invites correspondence.

1323. Fire-bricks, fire-clay, etc.— A Scotch firm of manufacturers of fire-bricks, fire-clay, etc., is seeking to extend business connections with Canada.

1325. Agents—A London firm manufacturing high-class stable fittings, patent stoves, disinfecting apparatus, and art metal work, contemplates appointing agents in Toronto and Winnipeg.

1326. Ores—A French firm having a connection for the sale of molybdenite, vanadium, antimony and other ores, is desirous of corresponding with Canadian producers.

1330. Agent—The manufacturers of a patent boiler fluid and similar specialties are open to appoint a suitable Canadian resident agent.

1331. Portland cement.—A Glasgow firm would like to get into touch with Canadian manufacturers of Portland cement in a position to undertake export trade.

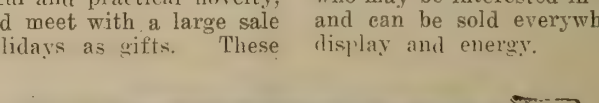


ELECTRICAL NOVELTIES.

The two electric pocket flash lights described on this page, are a most novel as well as useful and practical novelty, and they should meet with a large sale around the holidays as gifts. These pocket lamps can be used by everybody, who has use for a light. They are absolutely safe and in no way can cause the danger of fire with the old coal oil lamp They can be conveniently carried in the pocket, and are always ready for use by a simple pressure of the contact spring on the flash light. You get an illumination fully fifty feet ahead of you.

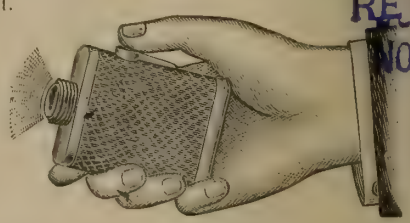
The No. 1 is the most practical size being nine inches long and 1 1-2 inches wide. With ordinary usage it should last from 2 to 3 months with one charge. The vest pocket size is 3 1-2 by 5 inches and can be conveniently carried in the vest pocket, and is a very handy little light to have with you when out late at night, traveling dark roads or finding your way down and about the cellar, and should last from one to two months with ordinary care. The batteries in these lamps can be renewed at any time, in any part of the world, being standard size.

This is merely a suggestion for those who may be interested in this little lamp and can be sold everywhere by proper display and energy.



No. 1 Flash Light—9 inches long and 1¼ inches wide.

There is a good margin of profit and this is one of the lines hardware dealers can stock for Christmas trade to advantage. Price lists can be had from the Berlin Electric Mfg Co., King street, west, Toronto, if this paper is mentioned.



Vest Pocket Flash Light—3½ inch by 5 inches.

Old cutlery and flat-ware cannot be successfully re-plated without stripping the silver and re-polishing them. This frequently entails so much labor that it costs more to re-plate them than the cost of new ones

RETURNED Nov 21/04 to Dunn Cut Book No. 5 Page No. 81 cars

RETURN NOV 21 1

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

ARTICLES FOR SALE.

CORNICE brake and a number of other tinsmith's tools in first-class condition for sale cheap Chesney & Smiley, Seaforth, Ont.

A NEW GLAZIER POINT has been patented. It can be driven in with a common nail hammer without the least danger of damaging the glass or sash. It is very simple and could be manufactured very cheaply. Any manufacturer wishing to secure sole Canadian rights should address Box 565, HARDWARE AND METAL. [45]

BUSINESS CHANCES.

GREAT HARDWARE OPENING---A thriving business in a booming mining town, a big turnout already realized. Brightest fnture prospects, good reasons for selling. Box 564, HARDWARE AND METAL. (45)

FOR Sale—Stock of Hardware, Stoves and Tinware in the town of Tweed (on the main line of C.P.R. between Peterboro and Perth); place of business splendidly situated in the heart of the town; only one opposition, stock about $4,000; present owner going into the manufacturing business. W. Gordon, Tweed, Ont. [46]

ARTICLES WANTED.

WANTED—Tinsmith's outfit, second-hand, must be in good condition. The Sussex Mfg. Co., Sussex, N.B.

SITUATIONS VACANT

WANTED—Two Experienced Tinners and two or three young men to learn cornice business; state age and experience, The Metal Shingle and Siding Co., Preston, Ont. (45)

SITUATIONS WANTED

HARDWARE Salesman—Position desired by one with thorough knowledge and wide experience of Canadian Trade open for engagement by 1st November; references A1. (A), HARDWARE AND METAL, Montreal.

COMMERCIAL traveller with good trade connection through Manitoba and the Northwest is open to represent a reliable Eastern firm on a commission basis. Address P.O. box 452, Winnipeg. (45)

FOR SALE IN SASKATCHEWAN.

THE only retail hardware in hustling new town, main line C.P.R., rich district just developing; ideal location for home and enlarging business. Big turnover; $5,000 will handle; good reasons for selling. Box 8, Morlach, Saskatchewan.

HARDWARE BUSINESS WANTED.

HARDWARE Business Wanted in good town of 10,000 or over, with good surrounding country; confidential. Box 563 HARDWARE AND METAL.

B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.

Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

Cable Address, "Grautoff London," Liebers Code.

UNIFORMITY IN EVERY BARREL

is possible in

Hamilton Rifles

because the rifling is done by a perfect system. When you sell a **Hamilton Rifle** this month you know it is exactly like the same model sold six months ago.

Uniformity in rifle-making means continuity in rifle-selling and the chance is yours.

—BUY OF THE JOBBER—

Models 15, 19, 23 sell respectively at $2.00, $2.50, $3.50

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

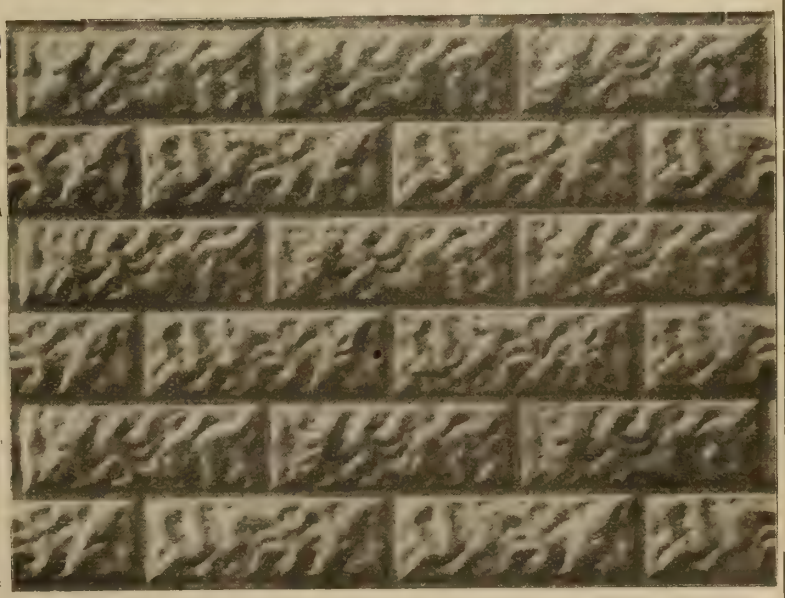
HERE'S ANOTHER GOOD ONE!

ROUGH BRICK—

This is a splendid die mortar—lines are clean cut and bold.

This pattern is very popular for dwellings or surfaces much cut up by openings.

The rough face hides all unevenness, as well as the joints, which fit perfectly and easily. Made in three grades each of galvanized and painted steel. Send us a trial order.



The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, **THE McCLARY MFG. CO.**, Winnipeg and Calgary.



Will Hold up a Shelf

That's what a shelf bracket is for

For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO.,
New Haven, Conn.,

"THE EMLYN" SAW BENCH

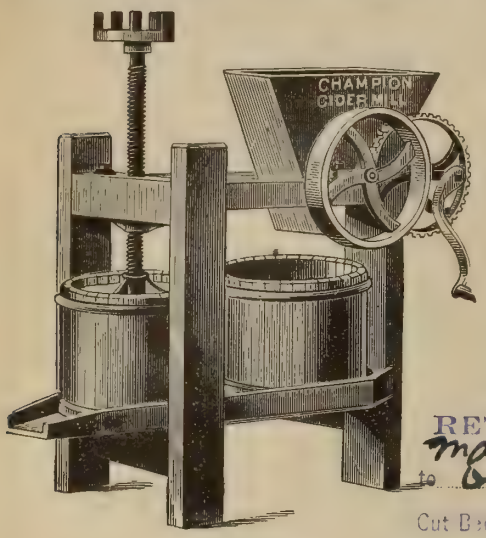
Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON, ENGLAND

Cider Mills and Presses



Order Now and be ready for the demand.

Circulars and prices will be sent by return mail

RETURNED
Mar/11/07
to
Cut Book No. 65
Page No. 15

Send us your Enquiries for

Drilling Machines, Forges, Wheelbarrows,
Washing Machines of all kinds,
Butter Workers and Shipping Boxes,
Blacksmith's Machine Tools, Wagon Skeins

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA

Watch Alabastine Sell

"HOMES, HEALTHFUL AND BEAUTIFUL" is the title of the finest advertising pamphlet ever issued in Canada, without a word of boasting. Printed on the finest coated paper with a very attractive cover design in four colors, it illustrates the interiors of rooms, churches, libraries, schools, etc., in Alabastine tints, and gives suggestions as to room furnishings as well as to wall decorations. The descriptive letter-press explains all about how the charming effects shown can be reproduced in your home, office, school or church. The public must pay ten cents, dealers receive several copies free, according to the size of their order.

Our new dealers' circular displays the Alabastine tints to better advantage, and is proving a successful business puller.

Elegant embossed window and counter cards, that are not surpassed anywhere for artistic attractiveness; new fence posters; all our advertising is new but the old reliable

ALABASTINE

is the same article of high merit it always was. Have you ordered yet? Remember present delivery, spring dating. Order direct or through your jobber.

The Alabastine Co. Ltd.

PARIS, ONT.

THE PEOPLE'S HARDWARE STORE, ESSEX,
January 27, 1906.

HARDWARE AND METAL,
Toronto.

Dear Sirs,—

Within one month I have "Bought and Sold" with the best of satisfaction—the result of a $1.68 worth of condensed ads in HARDWARE AND METAL.

In the future when I want to know anything in the Hardware business I will seek your paper.

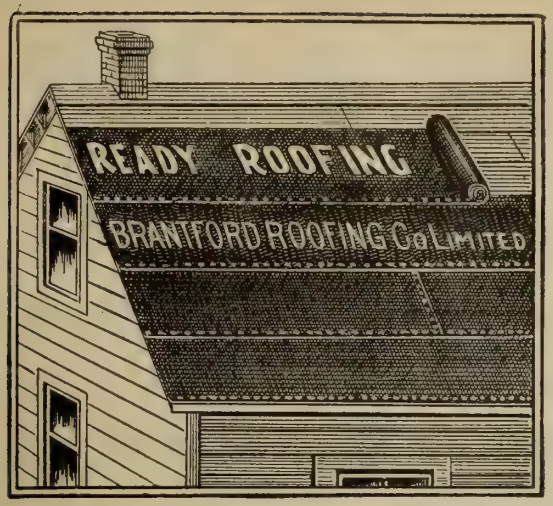
Yours truly,

Isaac L. Cooke

A want ad in HARDWARE AND METAL will reach Hardware merchants, clerks, travellers, manufacturers and wholesalers in all parts of Canada.

The Price is Low

2c. per word first insertion;
1c. per word subsequent insertions.



BRANTFORD - ROOFINGS

Are in great demand. Shipments increasing daily.

WHY? MAKE A GOOD THING, THE PEOPLE FIND IT OUT.

CHEAPER, BETTER THAN SHINGLES

MR. DEALER! ARE YOU IN IT?

Samples, Prices, Circulars Free

BRANTFORD ROOFING CO., LIMITED
BRANTFORD, ONTARIO

SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

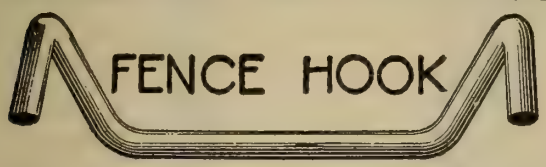
Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited
HAMILTON ONTARIO

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, LONDON, ONT

PRIEST'S CLIPPERS



Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap, easily applied,** and of **uniform** and **durable quality.** Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

THE STANDARD IDEAL SANITARY CO., LIMITED

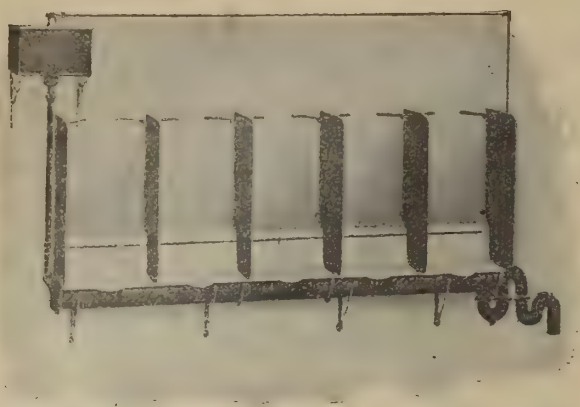


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***

Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.

ENGINEERS' SUPPLIES



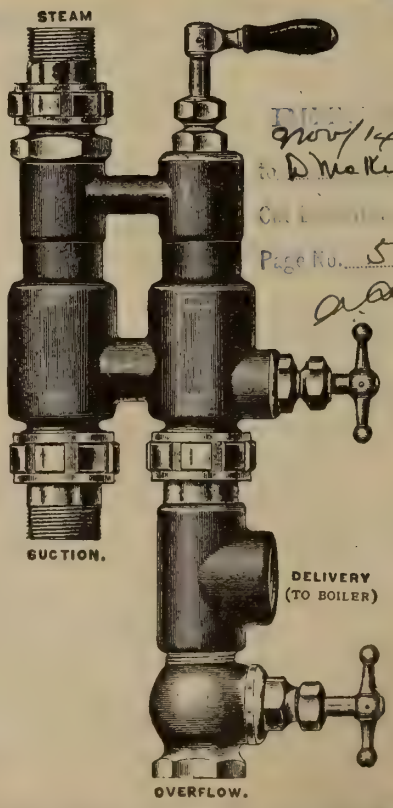
The **Genuine Hancock Inspirator**

is adapted to a wider range of service than any Injector made.

It is a double tube machine requiring no adjustment, no throttle valve for varying pressures. It works with low or high steam, lifts up to 25 feet.

Can be used as an Ejector for delivering water to a tank.

300,000 in use. Ask for the **GENUINE** "Hancock."



The **J.M.T. Valve.** The Valve with a reputation for long service, adapted for all uses. Made in heavy and extra heavy pattern (all styles) with "Jenkins" or "Copper" disc. **TRADE MARK** on every Valve.

THE Jas. Morrison Brass Mfg. Co. Limited

TORONTO

WE HANDLE

- Iron and Brass Pipe and Fittings
- Iron and Brass Valves and Cocks
- Safety and Relief Valves
- Reducing Pressure Valves and Pump Regulators
- Steam, Vacuum and Combination Pressure Gauges
- Recording Pressure Gauges
- Steam and Air Whistles
- Water Gauge Mt'gs
- Gauge Cocks
- Water Columns
- Cylinder and Air Cocks
- Steam Traps
- Oil Separators
- Pipe Fitters' Tools

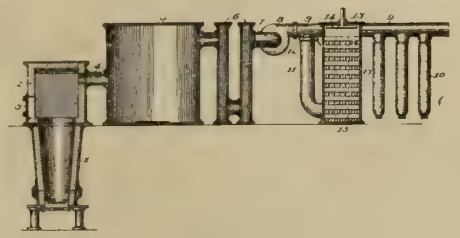
Plumbing and Steamfitting

A NEW VENTILATION PROBLEM.

The unlooked-for rise of temperature in the New York Subway, due to the operation of the trains, proves, once more, how essential it is, in planning a new work of this kind, to consider carefully the effect of any novel conditions that enter into it, says the Scientific American. It is seldom that a great engineering project of this magnitude receives such exhaustive consideration as was given to the preliminary plans for the Subway. Moreover, no expense was spared either in the construction of the tunnel or in its equipment, to render it in every particular absolutely first-class. And yet, it was discovered, as soon as the first spell of hot weather was encountered, that instead of the air in the Subway being, as was confidently predicted cooler than that of the streets above, it was considerably warmer. The trouble was found to be due to the radiation of heat from the powerful motors. That electric motors, doing such heavy duty as those which drive the Subway trains, become heated and radiate a large amount of heat into the surrounding atmosphere was, of course, well known; but until the opening of the Subway, electrical traction in New York had been confined to the street car and elevated railroad service; and since the cars were run in the open, where the heat was quickly dissipated, no inconvenience resulted, and there was nothing to suggest that heat from the motors might, under other conditions, become a serious problem.

As the result of a very thorough investigation of the problem, the Rapid Transit engineers have installed a system of ventilation and cooling which, up to the present, has been showing highly satisfactory results. A plant for cooling the air has been established at the Brooklyn Bridge station, and a series of ventilating chambers has been built between the Bridge station and Ninety-sixth Street. The ventilating openings are placed midway between the stations. Each consists of a large chamber, opening out from the side of the tunnel, equipped with a series of shutters arranged somewhat after the plan of Venetian shutters, which are so balanced that normally they remain closed. At the approach of a train, the pressure of the air which is being driven forward in front of the train raises the shutters and the heated air is driven out into the chamber. The vacuum created at the rear of the train causes the shutters to close as the train passes by, and the same suction tends to draw the air in through the openings at the station which the train has just left, the double, action of expulsion and suction thus serving to renew continually the whole body of air within the Subway. At each ventilating chamber there is an electrically-driven exhausting fan, which is used during the night when traffic is light, the combined capacity of the fans being sufficient to exhaust the heated air and bring in fresh and cold night air from the outside.

The Bridge station was selected for the experiments in air cooling for the reason that it is the warmest station on the whole system. The plant consists of four driven 6-inch wells, 45 feet deep, which take water from the level about 20 feet below the station platform. The water is pumped at a temperature of 61 deg. F., and distributed through two large cooling coils, which contain an aggregate length of nine miles of one-inch pipe. The coils are inclosed in sheet-iron casing, and air is forced through them by four motor-driven fans capable, together, of delivering 150,000 cubic feet of air per minute. After



Arrangement for Saving Oxide of Zinc in Brass Melting.

passing through the coils the air is forced through two large distributing ducts, which are suspended from the ceiling, immediately over the two platforms. The cooled air is finally discharged from the bottom face of the ducts and flows directly upon the platforms. The plant has proved to be a great success, as is shown by the fact that, whereas before it was put in, the Bridge station was always several degrees warmer than Fourteenth Street station or that at Forty-second Street, the conditions are now reversed, and the Bridge is always cooler than the other stations, on some occasions by as much as 6 degrees. Tests taken during one of the warmest days of the summer showed that the temperature had been lowered as much as 8 deg. below what it would have been before the cooling plant was put in. With the erection of similar plants at Fourteenth Street and the Grand Central station, and the completion of the system of ventilating chambers, it is confidently expected that the temperature of the subway will be restored to normal conditions.

NEW WAY TO TREAT SCRAP BRASS.

A method of treating scrap brass has been patented by Henry J. Krebs of Wilmington, Del. (U.S. Patent 831,010, Sept. 11, 1906), which may be of interest to scrap manufacturers who desire to investigate the recovering of the zinc which always volatilizes when brass is melted. While this process is intended to treat the brass primarily for the recovery of the oxide of zinc, the same principle may be used for the recovery of the oxide of zinc in brass melting.

The principle of the appliance and process will be seen in the illustration. A cupola (1) is used for melting the brass. The blast of air that is used in the cupola oxidizes the zinc in the brass and the oxide of zinc passes to the chamber (2). This chamber is intended to divert the oxide of zinc in the cooling chamber (5). Auxiliary cooling chambers (6) are also provided through which the fumes pass. These chambers are directly connected to an exhaust fan (8) and then the fumes pass to a tower (15) which is filled with brickwork similar to an acid tower. An acid solution, say sulphuric acid, is sprayed through pipes 13 and 14 and converts the oxide of zinc into sulphate of zinc. From the tower the fumes pass to bags (10) which catch any excess of oxide of zinc which passes through the tower. A valve (12) may control the passage of the fumes so that only a portion is obtained as sulphate of zinc while the rest are obtained in the bags.

In order to use an appliance of this nature in the recovery of the oxide of zinc which escapes in brass melting, it would be necessary to use an exhaust fan in the flue of the furnace as natural draught would otherwise be choked so that it would be difficult to obtain the necessary heat in the melting furnaces.

LEAD-PIPE MAKING.

The machine for making lead pipe is composed of hydraulic and lead cylinders. In the hydraulic cylinder is what is called a "water ram," and on top of this water ram is placed the lead cylinder, the hydraulic pressure being applied at the bottom of the water ram. In the centre of the lead cylinder is a steel core, and as the melted lead is run into this lead cylinder it congeals, forming a solid mass around the steel core. A lead ram is hung directly over the lead cylinder, fitting it exactly; and in the bottom of this ram is a die, having in its centre a hole the exact size of the outside of the pipe. It will be seen that by this arrangement the space which is

left between the centre core in the lead cylinder and the die above it is just the thickness and size of the pipe that is to be made.

After the lead has been melted and run into the cylinder and has congealed, the hydraulic pressure is applied in the cylinder, which raises the lead cylinder up against the lead ram (which ram, it will be remembered, fits the lead cylinder exactly). The pressure applied is so great (sometimes being as high as 28,000 pounds to the square inch) that it forces the congealed lead to flow out in a "stream," as it might be called, which completely fills the space between the steel core and the die, the latter forming the outside of the pipe, while the former makes the inside. As the pipe comes out of the machine it is coiled up and is then ready for use.

STREET LIGHTING BY CLOCK WORK.

Consul Albert Halstead, of Birmingham, reports that an automatic gas controller has been patented and is now on sale in England which may materially lessen the cost of public lighting in the municipalities of the United States if in practical operation it fulfills the claims of its owners.

The controller is said to be adaptable to any type of incandescent burner, to fit any lamp, and to be instantaneous in its lighting and extinguishing. The mechanism consists of a clock which can be so set as to light the gas each night and extinguish it each morning, so as to make an automatic variation of the time of lighting and extinguishing according to the calendar. In short, by means of a chart, the street lights are turned on and off, lighted and extinguished, at a different moment each day throughout the year, according to the season. This is an advantage, it is claimed, over any other controller now on the market, one adjustment a year being sufficient.

It is claimed that the apparatus would require no attention except winding once a fortnight, and that once set it would not have to be reset for a year. The gas can be turned on and off in the ordinary way, quite independently of the gas controller. This is important, as it might be necessary to turn off the gas for the renewing of the incandescent mantles.

These controllers are now on trial at Bath, and the engineer of the gas company there informs the municipal gas department in Birmingham that so far as their experience goes it gives satisfactory results. In the city of Birmingham proper there are 13,860 street lights, and in the district outside which is supplied by the municipal gas department of Birmingham there are 7,108 street lights, their caretaking costing $102,488 per annum. To equip these street lights with this gas controller would involve an expenditure of $153 061. The cost of operating, it is claimed, would be just one-half. The price of a controller is now $7.29.

NOVEL VENTILATING SCHEME.

In the Auburn State Prison the ventilating plan carried out when the building was constructed was found after years of trial to be too inefficient to expect even a criminal to put up with. The old plan was to provide registers in the ceiling, each of which were connected to an antiquated type of ventilator directly above.

The new scheme consists of installation of 14 ventilators. The old register openings in the ceiling of the cell rooms are to be made somewhat larger and several of these connected by a single galvanized iron duct from which the new ventilators draw. From some of the cells small openings extend through the partition walls to the top of the building and in this case the upper ends of these openings are to be connected with the main galvanized iron duct of the nearest ventilator.

A difference in temperature between the inside and outside air, or any movement across the top of the ventilator of the air outside causes at once a partial vacuum to be produced in the chamber at top of the ventilator, and consequently air from the inside of the building is drawn out. One great advantage of the general plan is that the hottest air—that next the ceiling—will be withdrawn first. Yet while the ventilator offers a free exit of air from the inside of the building, it effectually prevents any back currents. The contract for the system outlined was awarded to the Buffalo Forge Co., of Buffalo, N.Y.

NEW STEAMFITTINGS FACTORY.

The Standard Fittings Company is the name of a new concern which is to be established at Guelph. A factory is to be established at once and sixty men put to work making steam and gas fittings, valves and hydrants.

NEW AUTOMATIC SPRINKLERS.

H. Glassford, who for seventeen years managed the automatic sprinkler business for H. G. Vogel & Co., Montreal, has now complete charge of the Standard Sprinkler Co. in the same city. This new company now control the now famous Rockwood patent releasing trap. It is a simple improvement that cannot fail to be convincing to everyone. As an illustration of the ease with which one of these small valve-like traps may be released when attached to a long line of pipes full of water, Mr. Glassford lighted a match near a trap and before the head of the match had been consumed the cap holding the water fell off. With myriads of these running all over a building what fire could stand against them? What makes the little bars so sensitive to heat is that they are made of real gun metal and clutch together by solder.

They cling in the form of a keystone to an arch, so that pressure upon them only makes them tighter. When the solder responds to the heat, the bars fall apart and the clasp holding the water cap falls also. When the trap opens at 160 degrees its responsive usefulness may be understood readily. There is a spray cap which whirls the water, running like a fountain effect. In addition to having a large and influential connection in Montreal and Canada, Mr. Glassford is a mechanical engineer.

NEW ELECTRIC LAMP.

An Austrian chemist, Dr. Hans Kuzel, has, after many years' hard work, succeeded in constructing a new electric lamp, which he calls the Syrius lamp. As is well known, incandescent gas light is cheaper than electric light, because the carbon filaments of the latter are very expensive and the glass bulbs soon wear out. Doctor Kuzel has now invented a new substitute for the incandescent filament by forming out of common and cheap metals and metalloids colloids in a plastic mass, which can be handled like clay and which, when dry, becomes hard as stone. Out of this mass very thin filaments are then shaped which are of uniform thickness and of great homogeneity. These two characteristics are of great value in the technics of incandescent lamps. The Kuzel lamp, it is claimed, uses one-quarter of the electric current which the ordinary electric lamp with a filament wire requires. Experiments, it is asserted, have shown that the lamp can burn for thirty-five hundred hours at a stretch. Another advantage is that the intensity of the light of the new lamp always remains the same, the lamp bulbs never becoming blackened, as is now the case.

NOTES.

O. J. Deegan, of Winnipeg, will start a branch plumbing shop in Port Arthur.

The Supreme Heating Co. will begin the erection of their buildings at Welland at once.

H. L. Mitchell is one of the latest to join Toronto's 400 master plumbers. His shop is at 78 Wickson avenue.

Norris & Maxwell, late journeymen with the John Ritchie Co., Toronto, have opened a plumbing and steamfitting shop on Clinton street, Toronto.

The Canadian Pipe Co., of Vancouver, have supplied half a million feet of wooden pipe to different points in Canada. The City of Vancouver is installing 3 miles of 36-inch continuous stave pipe built by this company. The pressure from a head of 195 feet is 80 lbs. per square inch. This is for the intake of the city water supply, it having been decided to go three miles further up the mountains to get a better pressure.

An intermittent filter will shortly be completed from the temporary treatment of the Ludlow reservoir supply of the Springfield, Mass., water works. Its object is to remove tastes and odors from the water during the Summer season, and it is not for Winter use or for removing a large proportion of bacteria. It was designed by Allen Hazen, and is being constructed by levelling off an area of about four acres on a point projecting into the reservoir, and covering it with coarse sand. Water will be pumped from the reservoir through a 24-inch pipe to an aerating fountain and thence distributed over the filters. The effluent will be collected in 8-inch drains 12½ feet apart, leading to a collector which terminates in a chamber where aeration will take place.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 9, 1906.

The unusual continuance of mild weather seems to have rather encouraged the trade than otherwise. The heating trade is not made any the less brisk on this account, as it is sufficiently cold for furnaces to be going, and orders are coming to jobber's hands more regularly than supplies from the manufacturers. On the other hand, the mildness of the weather is actually permitting drains to be dug and oil pipe laid down. The supply houses have the advantage of being called upon for unseasonable goods.

The iron pipe shortage is becoming more and more acute, and must continue to do so, considering the difficulty experienced by manufacturers in securing their raw materials. Discounts have been revised this week, showing advanced prices, as has been predicted in these columns.

RANGE BOILERS—Business is excellent, and prices are firmly maintained We give prices: Iron clad, 30 gallon, $5 ; 40 gallon, $6.50 net list. Copper, 30 gallon, $25 ; 35 gallon. $29.50 ; 40 gallon, $32 net.

LEAD PIPE—A further advance in pig lead has stiffened the market, and still higher prices are looked for. We are quoting : 5 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax: f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Discounts remain as follows : Discounts on nipples, 1-4 inch to 3 inch, 75 per cent.; 3½ in. to 6 in., 72½ per cent.; couplings, ⅛ in. to 2 in., 55 per cent.

IRON PIPE—With supplies becoming constantly shorter, prices have been advanced and we are now quoting new discounts. Our prices Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50 ; 3-8 inch, $5.50 ; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50: 1 1-4 inches. $22.50; 1 1-2 inches. $27 ; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 61 per cent.; 3-8 inch, 61 per cent.; 1-2 inch, 70 per cent.; 3-4 inch and upwards, 72 per cent.; Discounts on galvanized pipe:1-4 inch, 46 per cent.; 3-8 inch, 46 per cent.; 1-2 inch, 60 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36: 2 inches, $50. The discount for black pipe is 70 per cent., and for galvanized 60 per cent.

SOIL PIPE AND FITTINGS—Considerable work is still being done which calls for these goods. Our discounts are as follows : Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Conditions on this market are steady, and prices remain: Bar Solder, half-and-half, guaranteed, 25c.; No. 2 wiping solder, 22c.

ENAMELWARE—We quote: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65, special $18.65 ; plate E11 and E21 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

ANSWER THIS QUESTION:

In your judgement is it essential that every closet connection to soil pipe stack should be provided with a BreaKsyphon?

If not, illustrate by a rough sketch the conditions which would render unnecessary the use of a BreaKsyphon, and give the reasons why it would not be required.

For the best answer received by December 1, we will send a cheque for $5.00 and to every one sending a satisfactory reply for publication we will give a year's subscription to Hardware and Metal. Send in a reply at once and answer the question as fully as possible.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, November 9, 1906.

Iron pipe and fittings are the features of the week's advances, the new lists being issued this week showing stiff advances in pipe and a lowering of discounts on cast iron fittings of five per cent. One inch black pipe is now quoted at $4.62, an advance of 16 cents per hundred, while galvanized has been moved up from $6.10 to $6.27.

Other prices are as quoted by us last week although some supply men are asking higher prices on solder.

Business in plumbing suppliesikeeps up well, particularly in finishing goods. Shipments are still behind but manufacturers are working hard to fill all orders in hand. In heating goods the shortage in iron pipe is delaying many jobs. Half inch is about a week behind and shipments of one to one and one half inch nearly three weeks behind orders. The supply of boilers and radiators is well up to the demand.

LEAD PIPE — The discount on lead pipe is now five per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 5½c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote : Medium and extra heavy pipe and fittings, 65 per cent. off ; light pipe and fittings, 60 per cent. off ; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Stiff advances are reported this week with some sizes fully three weeks behind orders. One-inch black pipe is now being quoted at $4.62, and one-inch galvanized at $6.27. Full list in current market quotations.

IRON PIPE FITTINGS—Advances on new lists are as follows : Cast iron elbows, tees, crosses, etc., 60 per cent.; cast iron plugs and bushings, 60 per cent.; flangle unions, 60 per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent, hangers, 65 per cent.; standard list.

GALVANIZED IRON RANGE BOILERS—We quote : 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75 ; extra heavy, $6.75 ; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75 ; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20 ; 82 gallon, standard, $21; extra heavy, $24 ; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47 ; extra heavy, $55. Copper range boilers are now net list.

RADIATORS—Quotations have advanced about ten per cent, as follows . Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance also.

SOLDER — Quotations remain very firm as follows : Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE—We quote as follows : Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25 : plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

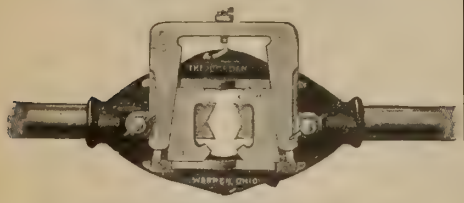
PLUMBING PARAGRAPHS.

Teef & Finn, Elm Grove avenue, Toronto, have opened a plumbing shop.

R. Bailey has opened a plumbing shop at 70 Richmond street east, Toronto.

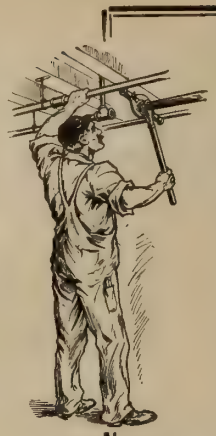
Munderloh & Co., Montreal, who make a specialty of electrical supplies, etc., have installed a thoroughly up-to-date time clock for use by the employes of the James Morrison Brass Mfg. Co., Toronto.

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada

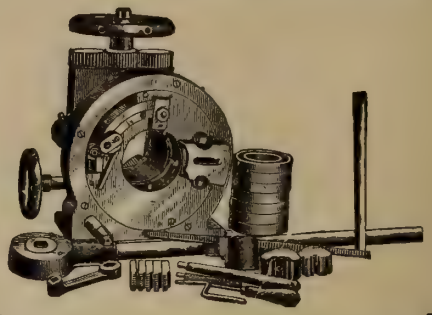


Time and Trouble Saved

by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong Stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe-fitters. Write for catalog and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St.,
Bridgeport, Conn.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

MAKE AN XMAS

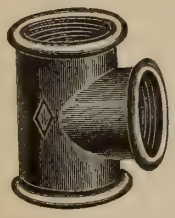
Display of my

ENAMELWARE

and you'll notice the people will respond.

Good goods are well liked

ORLANDO VICKERY
178-180 Victoria Street TORONTO, CANADA



First-Class Material
is to be found in
Diamond Brand Fittings

We can also supply you with
SASH WEIGHTS, WASHERS,
FINE GREY IRON CASTINGS

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

GALVANIZING

WE HAVE THE
Largest Plant in Canada
AND ARE IN A POSITION TO DO
The Largest Work—The Best Work—The Cheapest Work

We run two pots continuously, by which we are enabled to give *Special Work* advantages both in
QUICKNESS and QUALITY
As we are large users of *Galvanized Goods*, we can afford to
Quote Lower Prices Than All Others

Ontario Wind Engine & Pump Co., Limited
Atlantic Ave., - TORONTO

100,000 TURNS

off and on a Glauber bibb, will not show the wear—the tough quality of the metal and the deep square threads are only two of the many reasons good enough for any plumber.

Two Bibbs Free

For every one sent you defective, and a 5 year guarantee.

We Make Good

Glauber Brass Mfg. Co.
Cleveland, Ohio

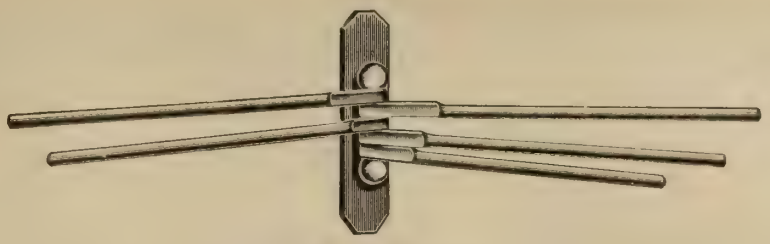
Forwell Foundry Co.

BERLIN, ONT.

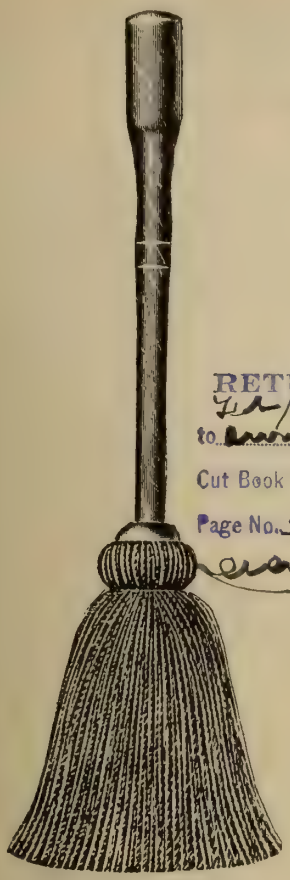
Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand



No. 60—Towel Arm



No. 50—Dish Mop

QUICK SELLERS

FIRST AND STILL BEST

Do you stock these, Mr. Dealer?

RETURNED Feb 9/07 to Buffalo Cut Book No. 60 Page No. 52 Daisy

NEAT DURABLE PROFITABLE

UNIVERSALLY ADMITTED:

"IF CUMMING'S MAKE, IT MUST BE GOOD"

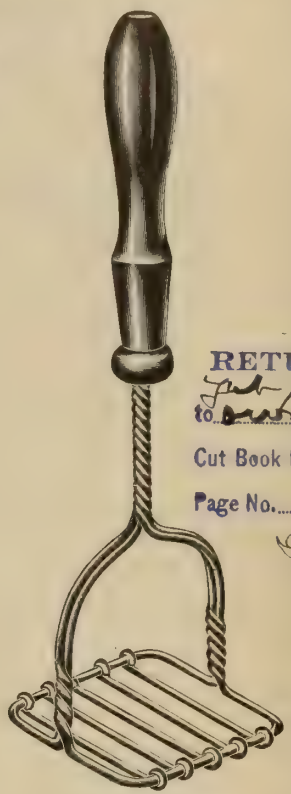
Ask your Jobber for them.

MADE BY

THE CUMMING MFG. CO. Limited

RENFREW, ONT.

WINNIPEG: 608 Ashdown Building



No. 88—Potato Masher

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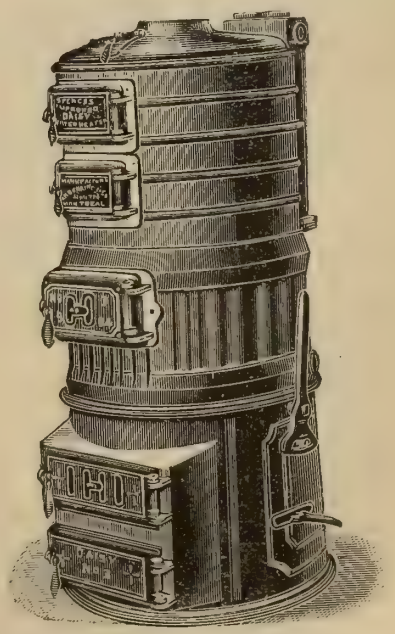
Safety and Efficiency

are features which predominate in the

DAISY

Its construction embodies every quality that tends to greater sales and satisfactory profits.

Are You Handling The Daisy?

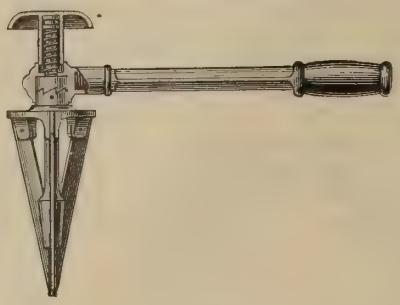


CLUFF BROTHERS

Selling Agents for WARDEN KING & SON, Limited

Lombard Street, TORONTO

MUELLER
Pipe End Reamers
Ratchet Handle Pattern



C—035

Ream all sizes of pipe up to 3 inch. Complete with handle. Do away with brace or stock, lighten the kit and save time in getting ready. Plain or ratchet handle.

THE MARK OF DECATUR H⌀M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS
UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

Ventilation is Important

as a feature of modern buildings.

There are many buildings and residences, whose occupants are afflicted with drowsiness and headaches, because the ventilation is imperfect, or has been altogether neglected.

THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, **The Aeolian Ventilator** is very ornamental in appearance, while also possessing exceptional lasting qualities.

We like to talk about the "Aeolian" Will you write us for particulars?

Read this testimonial:

OTTAWA, June 4, 1903

Messrs. THE J. W. HARRIS CO., LIMITED, Montreal.

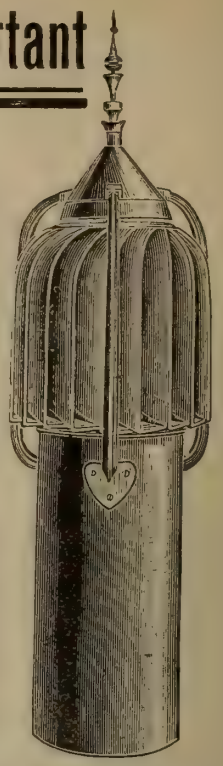
Gentlemen—In reply to your letter of 1st of June instant, beg to say the "AEOLIAN" Ventilators we got from you have always proved satisfactory to us and we can recommend them where such an article is required.

Yours respectfully,
McKINLEY & NORTHWOOD

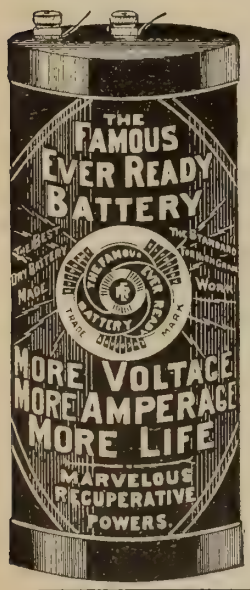
The Price is Inconsiderable in Comparison with the Results.

Manufactured by

THE J. W. HARRIS COMPANY, LIMITED
Successors to LESSARD & HARRIS, Contractors
Montreal



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired.)



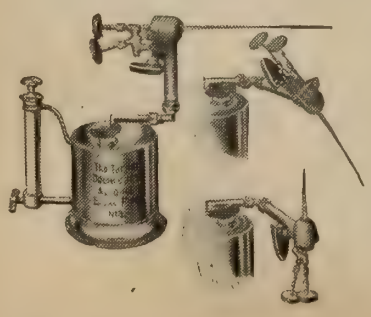
The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.



HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries; Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, **$9.75 net.**

THE TURNER BRASS WORKS
53 MICHIGAN STREET, - CHICAGO, U.S.A.



Kerr's Weber Iron Body Gate Valves
Are recognized as the leading Gate Valves
"MADE IN CANADA."
Every valve is tested and packed before shipment.
Send for Catalog.

The KERR ENGINE CO.,
Manufacturers Limited
WALKERVILLE - ONTARIO

TRADE PENBERTHY MARK.

RETURNED



"Salute"
Sight Feed Flushing Oiler.
For Stationary Bearings.



"Priming Cups"
Tee or Lever Handle
Polished Brass.

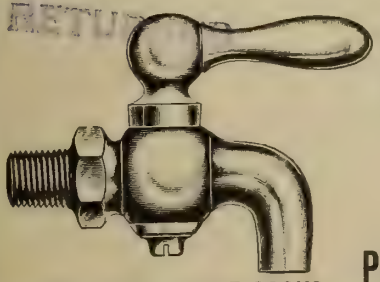


"Sultan"
Gas Engine Cylinder Oiler.
With Ball Valve.



"Silex"
Self Feeding Grease Cup.
Good for the Crank Pin.

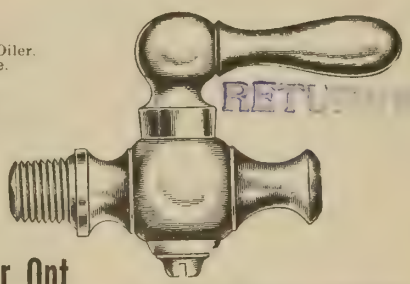
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ALL STYLES OF AIR COCKS

Brass Specialties
for the
Gas Engine

Manufactured by
Penberthy Injector Co., Limited, Windsor, Ont.



ALL STYLES OF AIR COCKS

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

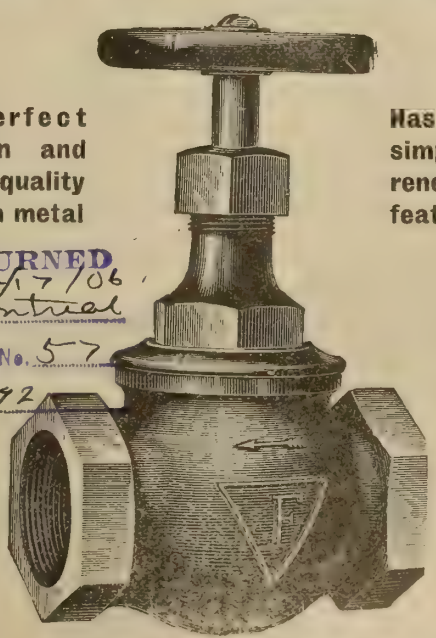
The R. McDougall Co., Limited

GALT, - CANADA

FAIRBANKS
VALVE OF EXCELLENCE

Of perfect design and best quality steam metal

Has simplest renewable features.



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The Canadian Fairbanks Co., Ltd.

Montreal *Winnipeg*
Toronto *Vancouver*

OUR WORK IS GOOD WORK

We make the best

BUILDING PAPERS, TARRED FELTS, SHEATHING, READY ROOFING, WRAPPING PAPERS

If you are looking for the best we can do business with you. Try a stock of the favorites,

"JOLIETTE" and "CYCLONE" BRANDS OF SHEATHING and "BLACK DIAMOND" TARRED FELT

You will find they are continuous sellers.

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Nov. 9, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb... 0 27½ 0 28

BOILER AND T.K. PITTS.

Plain tinned.....
Spun.....
} 35 per cent. off list.

BABBIT METAL.

The Canada Metal Co.:—Imperial, genuine, 50c.; Metallic, 30c.; Hercules, 20c.; Star, 15c.; No. 1, 12c., No. 2, 10c.; No. 3, 7c; No. 4, 6c.

Canada Smelting Co., Limited:—Hard genuine Babbit, 40c.; Standard Anti-Friction Babbit, 30c.; Standard Special Babbit, 25c; Car Box Babbit, 2?c; Extra babbit, 15c.; No. 1 babbit, 12c.; No. 2 babbit, 7½c.; No. 3 babbit, 5c; Standard Phosphor Tin, 40c. On large orders special discounts given.

Robertson's Babbit Metals:—Extra Monarch, 45c; No. 1 Monarch 3?c.; "King" Anti-friction. 20c.; Fleur-de-lis Anti-friction, 15c.; No. 1 Thurber, 12c; Philadelphia, 10c.; Canadian, 7c; Hardware babbit No. 1, 10c; Hardware babbit No. 2, 8c; Hardware babbit No. 3 6½c. Discount on Hardware No. 1, 2 3, 15 per cent. All others net list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.
Sheets, 12 to 14 in. 0 27
Tubing, base, per lb ½ to 2 in. 0 31

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots.....	23 00	23 50

Bars.

Cut lengths, round, ½ to ⅞ in.. .... 26 00
" round and square,
Cut lengths, 1 to 2 inches.... 25 00 26 00

Sheet.

Plain, 16 oz,, 14x48 and 14x60 .... 29 00
Plain, 14 oz..... .... 30 00
Tinned copper sheet, base 27 00
Planished base (not including extras). 27 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base.. .... 0 27

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 60
14 gauge.....	....	2 80
17 "	....	2 40
18 "	2 30	2 45
20 "	2 30	2 55
22 "	2 30	2 60
24 "	2 30	2 70
26 "	2 35	2 85
28 "	2 40	3 00

CANADA PLATES.

Ordinary, 52 sheets 2 80
All bright " 3 80
Galvanized Canada Plates, 52 sheets 4 35
" " " 60 " 4 60

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60.....	4 50	4 60
20x28x80	8 50	8 70
" 94.....	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 50	3 95
22 to 24 gauge	3 65	4 00
26 " ..	4 20	4 20
28 " ..	4 35	4 50

Apollo.

10¾ oz. (American gauge).....	4 25	4 60
28 gauge..... "	4 25	4 50
26 " ..... "	4 10	....
24 " ..... "	3 55	....

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 50	3 65	....	3 40
22 to 24 gauge	3 65	3 80	....	3 65
26 "	4 20	4 35	....	3 90
28 "	4 35	4 50	4 40	4 15

Less than case lots 10 to 5c. extra.

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.....	2 15	2 25
Forged iron "	2 35	....
Refined "	2 50	2 65
Horseshoe iron "	2 50	2 65
Hoop steel, 1½ to 3 in. base...		2 70
Sleigh shoe steel "	2 25	2 25
Tire steel	2 40	2 40
Best sheet cast steel..... ...		0 12
B. K. Morton & Co.—		
"Alpha" high speed.....		0 65
" annealed		0 70
"M" Self-hardening.....		0 50
"J quality, best warranted		0 18
'I' " warranted.....		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel.... 0 10		0 20
" "Novo"..... . ..		0 65
" annealed		0 65
Thos. Jowett & Sons B.P.L. tool steel annealed.....		0 10½

LEAD.

Imported Pig, per 100 lb.....	5 25	5 35
Bar, ...		5 25
Sheets, 2½ lb. sq. ft., by roll		0 06½
Sheets, 3 to 6 lb. "		0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ZINC SPELTER.

Foreign, per 100 lb 7 00 7 25

SHEET ZINC.

5-cwt. casks 8 00
Part casks..... .... 8 25

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 00 $46 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base.....	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base.....	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 50
I X "	5 25
I X X "	6 00
I X X X "	6 75
Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base.....	5 75
I X, 14 x 20 "	6 75
IXX, 14 x 20 "	7 75
Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00
Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 00
I.C., special sizes, base	4 25
20x28	8 00

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 00
IX., Terne Tin	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs.	.... 7 50
" 14x60, "	
" 14x65, "	

Tinned Sheets.

72x30 up to 24 gauge..... ...	8 00	8 50
" " 26 "	8 50	9 00

PLUMBING AND HEATING

RADIATORS, ETC.

Hot water .... 47½ p.c.
Steam .... 50 p.c.
Wall Radiators and Specials ..... 45 p.c.

BOILERS, FURNACES, REGISTERS AND STOVES.

Discounts vary from 40 to 70 per cent. according to list.

BRASS GOODS, VALVES, ETC.

Standard Compression work, dis. half inch 60 per cent., others 50 per cent.
Cushion work, discount 40 per cent.
Fuller work, ½-inch 70 per cent., others 60 p.c.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, discount 50 per cent.
Standard Globe, Angle and Check Valves discount 52½ per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkin disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I. B. B. M., discount 70 per cent.
J. M. T. Radiator Valves discount 50 per cent.
Standard Radiator Valves, discount 52½ per cent.
Patent Quick-Opening Valves, discount 65 per cent.
Jenkins' Globe Ang'e and Check Valves discount 35 per cent.

No. 1 compression bath cock.....net	2 00
No. 4 " " ..... "	1 90
No 7 Fuller's .... "	2 25
No. 4½, " ..... "	2 35

Patent Compression Cushion, basin cock, hot and cold, per doz., $16.20
Patent Compression Cushion, bath cock, No. 2208 ..... 2 25
Square head brass cocks, discount 50 per cent.
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

COPPER RANGE BOILERS.

Copper, 30 gallon.....	25 00
" 35 "	29 00
" 40 "	33 00

Net list.

GALVANIZED IRON RANGE BOILERS

Capacity.	Standard.	Extra heavy
30-gallons ...	4.75	7.50
35 "	5.75	8.50
40 "	6.75	9.50

2 per cent, 30 days

BATH TUBS.

Zinc 6 00
Copper, prices withdrawn.

ENAMELED BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality	Special
4 and 4½ ft. 3 in. rolled rim..	$21 65	20 25
5 feet " ..	22 65	21 25
5½ " " ..	24 15	22 75
6 " " ..	26 90	25 50
Plate E II		
5 feet 2½ in. " ..	21 15	19 75
5½ " 2½ " " ..	22 65	21 25

Closer prices in quantities.

ENAMELED LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103 ..	20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	30 & 10 p.c.	40 p.c.

ENAMELED SINKS.

	1st quality.	Special.
Plate E 201.....	20 p.c.	20 & 10 p.c.
Kitchen, plate E 300.65 & 5 p.c.		70 p.c.
Cast iron, 16 x 24.....		0 85
" 18 x 30.....		1 00
" 18 x 36.....		1 40

URINALS AND RANGE CLOSETS.

Discount 20 p.c.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 15	⅛ inch.....	2 97
¼ "	2 15	¼ "	2 97
⅜ "	2 55	⅜ "	3 40
½ "	3 22	½ "	4 37
1 "	4 62	1 "	6 27
1¼ "	7 50	1¼ "	8 55
1½ "	7 56	1½ "	10 26
2 "	10 08	2 "	13 68
2½ "	17 16	2½ "	25 30
3 "	22 55	3 "	33 48

2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 60 per cent.; headers. 60; flanged unions 60, malleable bushings 55; nipples, up to 2 in., 70 and 10 per cent.; up to 6 in., 65 per cent.; malleable lipped unions, 55 and 5 per cent.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe, 50 and 10 p.c.; fittings, 60 p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 5½c. per pound.
Traps and bends, 50 per cent. discount.

OAKUM.

Plumbers ....per 100 lb... .. 4 00 4 75

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. ..... per lb. 0 37
1-lb. or over ..... " 0 34

SOLDER.

	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping.....	0 22	0 23

PAINTS AND OILS.

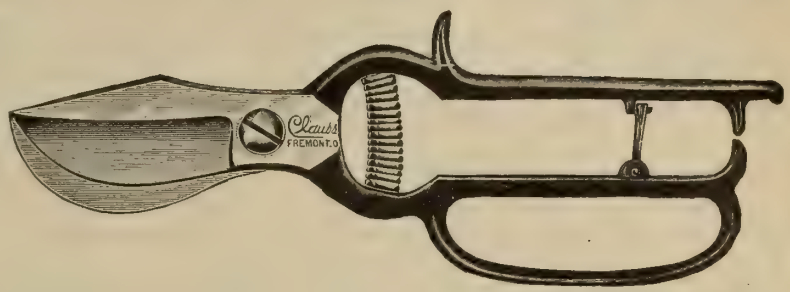
COLORS IN OIL.

Venetian red, 1-lb. tins, pure.		0 03
Chrome yellow "		0 15
Golden ochre "		0 08
French " "		0 08
Marine black "		0 04½
Chrome green "		0 10
French permanent green"		0 13
Signwriters' black "		0 15

CLAUSS BRAND PRUNING SHEARS

Our Plain Pruning Shear is of the very best our secret process of manufacturing can produce. There is no question as to the quality which is unsurpassed.

Filed Handles and Finely Polished Blades. Ask for Discounts.



Fully Warranted

The Clauss Shear Co., - Toronto, Ont.

GROUND WHITE LEAD IN OIL.	Per 100 lbs.	
Pure	6 75	7 00
No. 1	6 40	6 55
No. 2	6 05	6 35
No. 3	5 80	6 05
No. 4	....	5 50
Munro's Select Flake White	....	7 00
Elephant and Decorators' Pure	....	6 80
Monarch	....	6 75
Standard Decorator's	....	6 50
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	8 25
"Anchor," pure	....	6 50
Ramsay's Pure Lead	....	6 40
Ramsay's Exterior	....	6 15
"Crown and Anchor," pure	....	6 50

RED LEAD.		
Genuine, 560 lb. casks, per cwt	....	$6 00
Genuine, 100 lb. kegs, "	....	6 25
No. 1, 560 lb. casks, per cwt	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

DRY WHITE ZINC.		
Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.		
Pure	0 08	0 09
No. 1	0 06½	0 07½
No. 2	0 05¼	0 06¼

PREPARED PAINTS.		
Pure, per gallon, in tins	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints, ¼ gal.	....	1 45
" " ½ gal.	....	1 40
" " gal.	....	1 35
Canada Paint Co.'s pure	....	1 25
Standard Co.'s "New Era"	....	1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Brandram-Henderson "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, ¼ gal.	....	1 45
" " " ½ gal.	....	1 40
" " " 1 gal.	....	1 35
Jamieson's "Crown and Anchor"	....	1 20
Jamieson's floor enamel	....	1 50
" barn paints, bbls, per gal.	....	0 60
Senour's Floor Paints....gal.	....	1 20

PUTTY.	
Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Brown japan	1 10	1 20
Black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each	..	2 00
Granitine floor finish, per gal	....	2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, 1 gal.,		$2.50.
Canada Paint Co's sun varnish	....	2 00
"Kyanize" Interior Finish	....	2 40
"Flint-Lac," coach	....	1 80
"Gold Medal," per gal., in cases	..	2 00
Jamieson's Copaline, per gal. can	....	2 00

STORE DOOR HANDLES.		
Per dozen	1 00	1 50

SHELLAC.
Shellac, bleached, in bars or ground, 47c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 58c. per lb., f.o.b., Eastern Canadian Points.
Shellac, T. N. orange, etc., 49½ f. o. b., New York.

WINDOW GLASS.		
Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off. All prices per 100 feet.

GLUE.		
Domestic sheet	0 10	0 1½
French medal	0 10	0 14

BUILDERS' HARDWARE

BELLS.		
Brass hand bells, 60 per cent.		
Nickel, 55 per cent.		
Gongs, Sargeant's door bells	5 50	8 00
Peterboro' door bells, discount 50 and 10 per cent. off new list.		
American, house bells, per lb.	0 35	0 40

BUILDING PAPER, ETC.		
Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt ....per ton		55 00
Heavy Straw Sheathing....per ton		35 00
Dry Surprise		0 37½
Dry Sheathing....per roll, 400 sq. ft.		0 35
Tar " 400 "		0 45
Dry Fibre " 400 "		0 55
Tarred Fibre " 400 "		0 65
O. K. & I. X. L. " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels....per gal.		0 17
Roof " small packages "		0 25
Refined Tar....per barrel		5 00
Coal Tar "		4 00
Coal Tar, less than barrels....per gal.		0 15
Roofing Pitch....per 100 lb.	0 80	0 90
Slater's felt....per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BUTTS.
Wrought Brass, net revised list.
Wrought Iron, 70 and 5 per cent.
Cast Iron Loose Pin, discount 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 to 75 and 5 per cent.

CEMENT AND FIREBRICK.	
"Lafarge" cement in wood	3 40
"Lehigh" cement, in wood	2 54
"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick (Scotch) per 1,000	15 00 24 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1 000.	
Blue metallic, 9"x4"/x3", ex wharf	35 00
Stable pavers, 12"x6"/x2", ex wharf	50 00
Stable pavers, 9"x4½"/x3", ex wharf	36 00

DOOR SETS.
Peterborough, 45 and 10 per cent.

DOOR SPRINGS.		
Torrey's Rod....per doz.		1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00
Chicago and Reliance Coil Door Springs, 25 per cent		

ESCUTCHEONS.
Discount 50 and 10 per cent., new list
Peterborough, 45 and 10 per cent.

ESCUTCHEON PINS.
Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.		
Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net		0 06
" " 5-in., "		0 05¾
" " 6-in., "		0 05½
" " 8-in., "		0 05¼
" " 10-in. and larger		0 05
Light T and strap, discount 65, 10 and 2½ p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	....	4 75
over 12 in. "	....	3 75
Spring, No. 20, per gro. pairs	....	10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

SPRING HINGES.
Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago Floor Hinges, 40 and 5 off.
Garden City Fire Engine House Hinges, 12½ per cent.

HOOKS.		
Cast Iron.		
Bird cage....per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 50	12 00
Hat and coat....per gro.	1 10	10 00
Chandelier....per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5....per gross	....	2 65
5-16 x 5 "	....	3 30

Bright steel gate hooks and staples, 40 per cent. discount.
Hat and coat wire, discount 62½ per cent.
Screw, bright wire, discount 62½ per cent.

KNOBS.		
Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin....per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw....per gross	1 30	2 00
White door knobs....per doz.	....	2 00

Peterborough knobs, 45 and 10 per cent.
" porcelain, mineral and jet knobs, net list.

KEYS.
Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American....per gross 0 60

LOCKS.
Peterborough, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.
P. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SASH WEIGHTS.		
Sectional....per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.		
Per lb.	....	0 31

BLIND AND BED STAPLES.		
All sizes, per lb.	0 07¼	0 12

WROUGHT STAPLES.		
Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.
Discount 22½ per cent.

AUGERS.
Gilmour's, discount 60 per cent. off list.

AXES.		
Chopping Axes		
Single bit, per doz.	5 50	8 50
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25
Underhill American Bench Axes, 40 p.c.		

BITS.
Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.
Clark's gimlet, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS CLEAVERS		
German....per doz.	6 00	9 00
American "	12 00	18 00

CHALK.		
Carpenters' Colored, per gross	0 45	0 75
White lump....per cwt.	0 60	0 65
Red	0 05	0 06
Crayon....per gross	0 14	0 18

CHISELS.
Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CROSSCUT SAW HANDLES.		
S. & D., No. 3....per pair		0 15
S. & D., " 5 "		0 22½
S. & D., " 6 "		0 15
Boynton pattern "		0 20

DRAW KNIVES.
Coach and Wagon, discount 75 per cent.
Carpenters' discount 75 per cent.

DRILLS.
Millar's Falls, hand and breast, net list.
North Bros., each set, 5Oc.

DRILL BITS.
Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.
Great Western....75 and 10 per cent.
Arcade....75 " 10 "
Kearney & Foot....75 " 10 "
Disston's....75 " 10 "
American....75 " 10 "
J. Barton Smith....75 " 10 "
McClellan....75 " 10 "
Eagle....75 " 10 "
Nicholson....66⅔ "
Globe....75 "
Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.
Stanley's discount 50 to 60 per cent.

Wire Gauges.		
Winn's, Nos. 26 to 33 ....each	1 65	2 40

HANDLES.
C. & B., fork, 40 per cent., revised list.
C. & B., hoe, 40 per cent., revised list.
American, saw....per doz 0 25
American, plane ... per gross 3 15 3 75
Canadian, hammer and hatchet 40 per cent
Axe and cant hook handles, 45 per cent.

HAMMERS.		
Maydole's, discount 5 to 10 per cent.		
Canadian, discount 25 to 27½ per cent.		
Magnetic tack....per doz.	1 10	1 20
Canadian sledge .... per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.		
Canadian, discount 40 to 42½ per cent.		
Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

MALLETS.		
Tinsmiths'....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking each	0 60	2 00

MATTOCKS.		
Canadian....per doz.	5 50	6 00

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem ..... each 1 15

NAIL PULLERS.

German and American 0 85 2 50
No. 1..... 0 85
No 1573..... 0 75

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, 30 per cent.
Hand, Disston's, discount 12½ per cent
Crosscut, Disston's....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring 4 25
" common frame..... 4 00

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 00

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50

(Hollow Back)		(Reinforced S Scoop.)	
Moose.....	$17 50	.....	$16 30
Bear	15 00	.....	15 30
Fox.....	12 50	.....	14 30
Black Cat....	10 00	.....	13 30

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather..... 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅔ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Steel barn door.....	8 00	10 00
Stearns wood t ack	4 50	6 00
Zenith.....	....	9 00
Acme, wood track	5 00	6 50
Atlas.....	5 00	6 00
Perfect	8 00	11 00
New Milo.....	....	6 50
Steel, covered.....	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net prices.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter..... per doz. 4 00 4 50

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list
M.R.M. Co. brand, 55 per cent. } Oval head

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base..... 3 65
Add 15c. Toronto, Hamilton, Guelph.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 15 per cent.

HEAVY GOODS NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " No. 2..... .... 5 50
Saw Vise 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅝ and smaller..	60 and 10
" " 7-16 and up	55
" " Norway Iron ($3 list)	50
Machine Bolts, ⅝ and less	60
Machine Bolts, 7-16 and up....	55
Plough Bolts	55
Blank Bolts.....	55
Bolt Ends.....	55
Sleigh Shoe Bolts, ⅝ and less ..	60
" " " 7-16 and larger	50
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

CHAIN.

Proof coil, per 100 lb. 3-16 in., $7; ¼ in., $ .85; 5-16 in., $4.45; ⅜ in., $3 75; 7-16 in., $5.50; ½ in., $3.25; 9-16 in., $3 20; ⅝ in., $3.20; ¾ in., $3.10; 1 in. $3; ⅞ in., $3.05.

Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain, iron, single and double, discount 35 p.c. count 40 p.c.
Jack chain, brass, single and double, dis

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.15.

NAILS.

	Cut.	Wire.
2d.....	3 70	3 20
3d.....	2 85	2 85
4 and 5d.....	2 60	2 60
6 and 7d	2 50	2 50
8 and 9d	2 35	2 35
10 and 12d	2 30	2 30
16 and 20d.....	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 20

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p.c.
Copper Burrs only, discount 15 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent.
" R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 5
" " tinned.....	80 and 10
" " (in kegs).....	40
Cut tacks, blued, in dozens only	75 and 10
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk ..	85 and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	40
Copper tacks.....	45
Copper nails	50
Trunk nails, black	65
Trunk nails, tinned and blued ..	65
Clout nails, blued and tinned ..	65
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15

Tufting buttons, 22 line in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45
Cheese box tacks, 85 and 5; t unk tacks, 80 and 10.

CUTLERY AND SPORTING GOODS.

AMMUNITION.

B. B. Caps Dominion, 50 and 5 and 25 per cent American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000 cartridges.
Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent, American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent, American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign, 25, 10 and 10; Regal, 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.; American $2 05

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8 50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Lewis Bros' "Klean Kutter'	8 50	10 50

Clauss and Razors Strops, 50 and 10 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Mic Mac hockey sticks, per doz 4 00 5 00
New Rex hockey sticks, per doz 6 25

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 40 per cent.
Copper pitts, 33⅓ per cent.

ENAMELLED WARE.

London White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.....
Canada Diamond, Premier, 50 and 10 p c.
Pearl, Imperial Crescent, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz.		6 00	
Life Tubular and Hinge Plain,	"	4 75	
Better quality at higher prices.			
Japanning, 50c. per doz. extra.			

LEMON SQUEEZERS.

Porcelain lined.....	per doz.	2 20	5 60
Galvanized.....	"	1 87	3 85
King, wood.....	"	2 75	2 90
King, glass.....	"	4 00	4 50
All glass	"	0 50	0 90

PICTURE NAILS.

Porcelain head .....per gross		1 35	1 50
Brass head.....	"	0 40	1 00

PICTURE WIRE.

Tin and gilt, discount 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain.....	4 50
" plated.....	5 50
Asbestos, per set.....	1 25

KITCHEN NOVELTIES.

Can openers, per doz.....	0 40	0 75
Meat ng knives, per doz	0 50	0 80
Duplex mouse traps, per doz....	....	0 65
Potato mashers, wire, per doz...	0 60	0 70
" wood " ...	0 50	0 60
Vegetable slicers, per doz	....	2 25
Universal meat chopper No. 0, $1; No. 1, 1.15.		

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet					3 30
3 "	"	"	"	"	4 40
4 "	"	"	"	"	5 80
5 "	"	"	"	"	7 45
6 "	"	"	"	"	9 90

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent.
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent
Copper bottom tea kettles and boilers, 35 per cent.
Creamer cans, discount 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7	50
Eureka tinned steel, hooks	8	00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7	00
7 inch.....	" "	7	50

ELBOWS (stovepipe.)

5 and 6-inch, common.....per doz.	1	32
7-inch..... "	1	48
Polished, 15c. per dozen extra.		

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz.....	3 00	15 00
Clauss, discount 35 per cent.		

WIRE GOODS.

BRIGHT WIRE GOODS

Discount 62½ per cent.
Brass wire, discount 45 per cent. off the list.
Copper wire, discount 45 per cent. net cash 30 days, f.o.b factory.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

COILED SPRING WIRE.

HighCarbon, No. 9.....	$2 55
" No. 11	3 20
" No. 12	2 80

SMOOTH STEEL WIRE.

No. 0-9 gauge.....	$2 15	
10 "	6c.	extra
11 "	12c.	"
12 "	20c.	"
13 "	30c.	"
14 "	40c	"
15 "	55c.	"
16 "	70c.	"

Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

Fine Steel Wire, discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5—No. 18, $5.50—No. 19, $6—No. 20, $6.65—No. 21, $7—No. 22, $7.30—No 23, $7,65—No. 24, $8—No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No.31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Galvanized wire, per 100 lb.—Nos. 4 and 5, $3.70—Nos. 6, 7, 8, $3.15—No. 9, $2.50—No. 10, $3.20—No. 11, $3.25—No. 12, $2.65—No. 13, $2.75—No. 14. $3.75—No. 15, $4.30—No. 16. $4.30 from stock. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland. In carlots 12½c. less.

Clothes Line Wire, 7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, 2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....	2 80
Galvanized, plain twist	2 80
Galvanized barb, f.o.b. Cleveland, $2.55 for small lots and $2.45 for carlots.	

POULTRY NETTING.

2 in. mesh, 19 w. g., discount 50 and 10 per cent. All others 50 per cent.

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net.. 1 45
Terms, 2 per cent. off 30 days.

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square " "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

MOPS AND IRONING BOARDS.

"Best" mops..... .. .	1 25
"900" mops	1 25
Folding ironing boards.....12 00	16 50

WRINGERS.

Royal Canadian, 11 in., per doz.	32 00
Royal American, 11 in.	34 00
Terms, 3 months, 2 per cent. 30 days.	

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style .....per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.....	9 55

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	4	25
Small heel ..... "	4	50

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's..... "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins .....per gross ...	7	80
" " ..... "	9	60

PULLEYS.

Hothouse .....per doz.	0	55	1 00
Axle..... "	0	22	0 33
Screw .... "	0	22	1 00
Awning ..... "	0	35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

ROPE AND TWINE.

Sisal.....	0	10½
Pure Manilla	0	15½
"British" Manilla.....	0	12
Cotton, 3-16 inch and larger.....0 21	0	23
" 5-32 inch 0 25	0	27
" ⅛ inch 0 25	0	28
Russia Deep Sea	0	16
Jute.....	0	09
Lath Yarn, single	0	10
" double	0	10½
Sisal bed cord, 48 feet.....per doz.	0	65
" " 60 feet..... "	0	80
" " 72 feet..... "	0	95

Twine.

Bag, Russian twine, per lb.	0	27
Wrapping, cotton, 3-ply	0	25
" 4-ply	0	29
Mattress twine per lb. 0 33	0	45
Staging " " 0 27	0	35

SCALES.

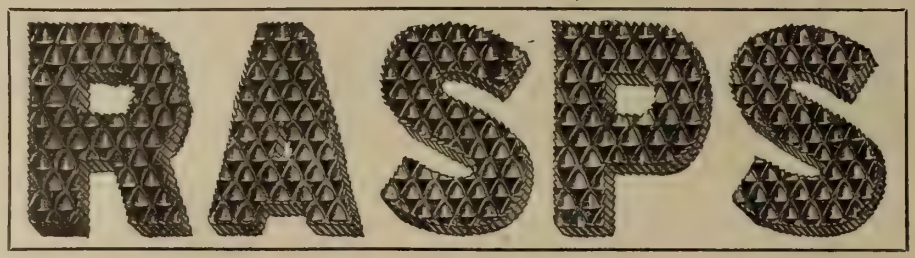
Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

STONE.

Washita .....per lb.	0	25	0 37
Hindostan ..... "	0	06	0 10
" slip ..... "	0	18	0 20
" Axe..... "	....		0 10
Queer Creek ..... "	....		0 10
Deerlick .... "	....		0 25
" Axe ..... "	....		0 15
Lily white ..... "	....		0 42
Arkansas..... "	....		1 50
Water-of-Ayr ..... "	....		0 10
Scythe .....per gross	3	50	5 00
Grind, 40 to 200 lb., per ton....	20	00	22 00
" under 40 lb., "	....		24 00
" 200 lb. and over	....		28 00

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Acme Can Works ... 23
Alabastine Co ... f6
American Shearer Mfg. Co ... 57
Armstrong Mfg. Co ... 60
Armstrong Bros. Tool Co ... 11, 56
Atkins, E. C., & Co ... 23
Atlas Mfg. Co ... 55
Australasian Hardware ... 23

B

Barnett, G. & H. Co ... outside back cover
Batty Stove Co. ... 45
Bell Telephone Co ... 11
Bell, Thomas, Sons & Co ... 47
Belleville Foundry Co. ... 42
Benjamin Moore, & Co ... 24
Berry Bros. ... 51
Bird, F. W. ... 53
Birkett, Thos. & Son Co ... 1
Bowmanville Foundry Co. ... 12
Brandram Henderson ... 48
Brantford Roofing Co. ... 57
British America Assurance Co ... 11
Burr Mfg. Co ... 13
Business Systems ... 25

C

Cameron & Campbell. ... 26
Canada Foundry Co ... 12
Canada Horse Nail Co ... 24
Canada Iron Furnace Co ... 43
Canada Metal Co. ... 4
Canada Paint Co ... 50
Canada Paper Co ... 12
Canada Smelting Works ... 45
Canadian Bronze Powder Works ... 47
Canadian Fairbanks Co ... 2, 65
Canadian Heating & Ventilating Co ... 21
Canadian Sewer Pipe Co ... 45
Canadian Shovel & Tool Co ... 14
Caverhill, Learmont & Co ... 7
Chicago Spring Butt Co ... 1
Clauss Shear Co ... 67
Cluff Bros ... 63
Confederation Life Association ... 11
Consolidated Plate Glass Co ... 52
Consumers' Cordage Co ... 10
Copp, W. J ... 41
Covert Mfg. Co ... 9
Cumming Mfg. Co ... 63

D

Davenport, Percy P ... 12
Davidson, Thos., Mfg. Co ... 4
Dennis Wire and Iron Co ... 12
Dieckmann, Ferdinand ... 53
Dominion Cartridge Co. ... 21
Dominion Wire Mfg. Co ... 25
Dorken Bros. ... outside front cover
Dowswell Mfg. Co ... 57

E

Eadie, H. G ... 45
Emlyn Saw Bench ... 14
English Embrocation Co ... 72
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co ... inside back cover

F

Fenner, Frederick ... 45
Findlay Bros ... 18
Forman, John ... 64
Forwell Foundry Co ... 62
Fox, C. H ... 16
Francis-Frost Co ... 24
Frothingham & Workman ... 6

G

Galt Art Metal Co ... 55
Gibb, Alexander ... 16
Gibsone, J. B ... 18
Gilbertson, W., & Co ... 45
Glauber Brass Co ... 62
Grautoff, B. A ... 55
Greening, B., Wire Co ... 72
Gutta Percha and Rubber Mfg. Co ... outside back cover

H

Hamilton Cotton Co ... 24
Hamilton Rifle Co ... 55
Hanover Portland Cement Co ... 21
Harris, J. W., Co ... 64
Heinisch, R., Sons Co ... 17
Henderson & Potts Co ... 44
Heney, E. N., & Co ... 68
Hobbs Mfg. Co ... 22
Howland, H. S., Sons & Co ... 5
Hutton, Jas., & Co ... 18
Hyde, F. & Co ... 13

I

Imperial Varnish and Color Co ... 46
International Portland Cement Co ... 19

J

Jamieson, R. C., & Co ... 47
Jardine, A. B., & Co. ... 45
Johnson's, Iver, Arms and Cycle Works ... 54
Joy Mfg. Co ... 21

K

Kemp Mfg. Co ... 26
Kerr Engine Co ... 64

L

Lamplough, F. W. & Co ... 13
Leslie, A. C., & Co. outside front cover, 45
Lewis Bros., Limited ... 3
Lewis, Rice, & Son ... inside front cover
Lockerby & McComb ... 57
London Foundry Co ... 54
London Rolling Mills ... 12
Lucas, John ... 49
Ludger Gravel Co ... 18
Lufkin Rule Co ... inside back cover

Mc

McArthur, Alex., & Co ... 66
McCaskill, Dougall & Co ... 47
McClary Mfg. Co ... 22
McDougall, R. Co ... 63
Macfarlane, Walter ... 72

M

Maple Leaf Harvest Tool Co ... 8
Martin-Senour Co ... 49
Maxwell, David ... 72
Merrell Mfg. Co ... 58
Metal Shingle and Siding Co ... 11
Metallic Roofing Co ... 43
Metropolitan Bank ... 11
Millen, John & Son ... outside back cover
Mitchell, H. W ... 16
Moore, Benjamin, & Co. ... 51
Morrison, James, Brass Mfg. Co ... 58
Morrow, John, Machine Screw Co ... 17
Mueller, H., Mfg. Co ... 64
Munderloh & Co ... 65

N

Newman, W., & Sons ... 24
Nicholson File Co ... 70
North Bros. Mfg. Co ... 1
Nova Scotia Steel and Coal Co ... 45
Novelty Mfg. Co ... 20

O

Oakey, John, & Sons ... 45
Ontario Tack Co ... 44
Ontario Wind Engine and Pump Co ... 62
Orford Copper Co ... 45
Oshawa Steam & Gas Fitting Co ... 61
Owen Sound Wire Fence Co ... 11

P

Pearce, Frank, & Co ... 16
Pelton, Godfrey S ... 47
Penberthy Injector Co ... 65
Peterborough Lock Co ... 9
Peterborough Shovel & Tool Co ... 9
Phillips, Chas. D ... 55
Phillips, Geo., & Co ... 13
Pink, Thos ... 2

Q

Queen City Oil Co ... 41

R

Ramsay, A., & Son Co ... 49
Robertson, James Co ... inside back cover
Rochester Lamp Co ... 9
Roper, J. H ... 23
Round, John, & Son ... 10

S

Samuel, M. & L., Benjamin, & Co ... 2
Scarfe & Co ... 20
Scott, Bathgate & Co ... 16
Seymour, Henry T., Shear Co ... 17
Shantz, I. E., & Co ... 62
Sharratt & Newth ... 13
Sherwin-Williams Co ... 44
Silica Barytic Stone Co ... 17
Stairs, Son & Morrow ... 70
Standard Ideal Sanitary Co ... 58
Standard Paint and Varnish Works ... 47
Stanley Works ... 15
Starr Mfg. Co ... 12
Stauntons Limited ... 11
Stephens, G. F., & Co ... 41
Sterne, G. F., & Son ... 18
Stewart, Jas., Mfg. Co ... 21

T

Taylor-Forbes Co ... outside front cover
Thompson, B. & S. H., Co. outside back cover
Toronto and Belleville Rolling Mills ... 9
Toronto Silver Plate Co ... 17
Turner Brass Works ... 64

V

Vickery, O ... 62

W

Warminton, J. N ... 16
Western Assurance Co ... 11
Western Wire Nail Co ... 57
Winnipeg Paint and Glass Co ... 41
Wright, E. T., & Co ... 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Junction.

Auditors
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Robertson, Jas. Co,, Montreal.

Bath Room Fittings.
Carriage Mounting Co., Toronto.

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co. Toronto.

Bicycles and Accessories.
Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass

Binder Twine.
Consumers Cordage Co., Montreal.

Box Strap.
J. N. Warminton, Montreal.

Brass Goods.
Glauber Brass Mfg. Co., Cleveland, Ohio.
Lewis, Rice, & Son., Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller Mfg. Co., Decatur, Ill.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Guelph, Ont.

Bronze Powders.
Canadian Bronze Powder Works, Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Brushes.
Ramsay, A., & Son Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Can Openers.
Cumming Mfg. Co. Renfrew.

Cans.
Acme Can Works, Montreal.

Builders' Tools and Supplies.
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Hyde, F., & Co., Montreal.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.
Lockerby & McComb, Montreal.
Lufkin Rule Co., Saginaw, Mich.
Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Carriage Accessories.
Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

Cattle and Trace Chains.
Greening, B., Wire Co., Hamilton.

Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H.

Clothes Reels and Lines.
Hamilton Cotton Co., Hamilton, Ont.

Cordage.
Consumers' Cordage Co., Montreal.
Hamilton Cotton Co., Hamilton.

Cork Screws.
Erie Specialty Co., Erie, Pa.

Clutch Nails.
J. N. Warminton, Montreal.

Cut Glass.
Phillips, Geo., & Co., Montreal.

Cutlery—Razors, Scissors, etc.
Birkett, Thos., & Son Co., Ottawa.
Clauss Shear Co., Toronto
Dorken Bros. & Co., Montreal.
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Montreal.

Door Hangers.
Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell Toronto.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

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Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

Financial Institutions
Bradstreet Co.

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Dominion Cartridge Co., Montreal.
Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.
Marlin Firearms Co., New Haven, Conn.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Canada Metal Co., Toronto.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glaziers' Diamonds.
Gibsone, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Maple Leaf Harvest Tool Co, Tillsonburg Ont.

Hollow Ware.
Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

Hoop Iron.
J. N. Warminton, Montreal.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co., Toronto.
Gurney Foundry Co., Toronto.
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

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Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

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Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

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Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Copeland-Chatterson Co, Toronto.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co., Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Roberts n, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Paints, Oils, Varnishes, Glass.
Bell, Thos., Sons & Co, Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson &Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills, Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamiltor
Dominion Sewer Pipe Co., Toronto
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shellac
Bell, Thos., Sons & Co., Montreal.

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co., Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co., Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co, Montreal.
Stairs, Son & Morrow, Halifax, N.S.



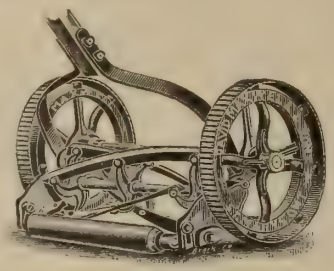
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More sold in the Dominion than all others combined

In 8 sizes, churning from ½ to 30 gallons.
IMPROVED STEEL FRAME. PATENT FOOT and LEVER DRIVE.
PATENT STEEL ROLLER BEARINGS

Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish. **No other just as good. Accept no substitute.** If not offered by your jobber write direct to us.

MAXWELL LAWN MOWER



Made in 4 different heights of wheel and widths, ranging from 8 to 25-in. in plain or ball bearings as required. Improved for coming season. Not equalled anywhere for clean cutting, durability and finish.

DAVID MAXWELL & SONS

ST. MARY'S, ONT.



Trade Mark

"LION" BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

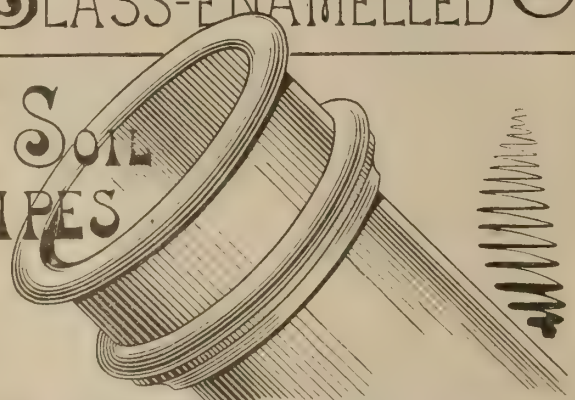
For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,

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TRADE WALTER MAC FARLANE & Co GLASGOW SARACEN FOUNDRY MARK

MACFARLANE'S CASTINGS GLASS-ENAMELLED SOIL PIPES



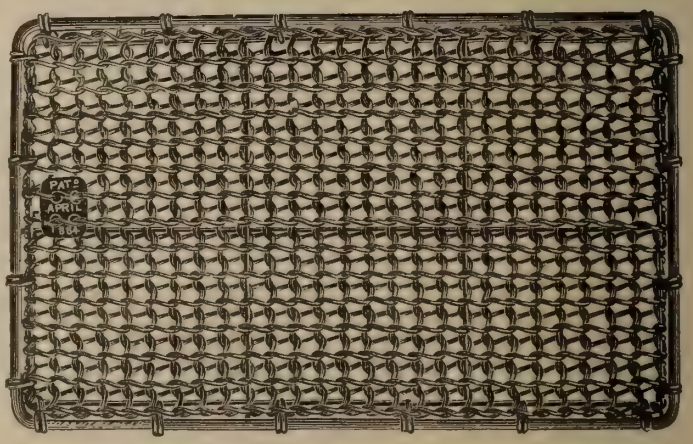
AFTER PASSING THROUGH THE ENAMELLING PROCESS DO NOT RUST, AND THE INTERIORS BEING SMOOTH AS GLASS FORM PERFECT SOIL CONDUCTORS

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Architectural, Sanitary and Constructive Iron Work of every description

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ANTI-FRICTION METAL



PRICE 15c. PER LB.

Equal to imported sold at 25 cents.
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The Jas. Robertson Co., Limited

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Fishing Tackle

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Everything in Fishing Tackle.



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AKRON, Ohio, U.S.A.

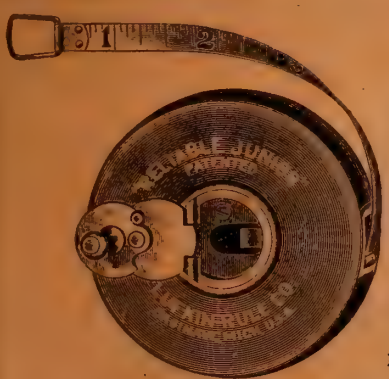


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are good holiday souvenirs and live sellers the whole year. Are made well and are made out of good material. That is why we guarantee every one that we put out. When ordering Cork Screws try **Walker's**

Manufactured only by **ERIE SPECIALTY COMPANY,** ERIE, Pa. U.S.A.





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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

**ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.**

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For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.



Est. 1866. Inc. 1895.

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G. & H. Barnett Company

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Twelve Medals



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By **JURORS** at

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Special Prize

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High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

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Sheet Copper, Seamless Brass and Copper Tubes

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KEY BLANKS

Every size
Every style
Every quality

Door keys, safe keys, trunk keys, brass keys, drawer keys, big keys, latch keys, little keys, thin keys, heavy keys.

The most comprehensive assortment of Key Blanks to be found in Canada.

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JOHN MILLEN & SONS, LTD.

321 St. James St. MONTREAL

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CIRCULATES EVERYWHERE IN CANADA
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HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 17, 1906 NO. 46.

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HENRY BOKER
MANUFACTURER
OF
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REGISTERED TRADE MARK
HARDWARE
PLYERS VICES
SPECIALITIES OF ALL DESCRIPTIONS
For Sale by Leading Wholesale Houses.

UNIFORMITY
in quality, finish, flatness and weight.
The Secret of our Success
Every sheet of "Queen's Head" and "Fleur-de-Lis" galvanized iron fully guaranteed.
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A. C. LESLIE & CO., MONTREAL Managers, Canadian Branch.

"Sovereign" Radiators
Never go wrong. Never disappoint.
"Sovereign" Radiators
Always suit. Always please
Features: Screwed Nipples, Large Connections, New Designs.



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Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 71.

ENGLISH BRASS GOODS

These goods are very suitable for the Christmas trade. We can ship promptly.

RETURNED
NOV 20 1906
t Book No. 56
ge No. 79

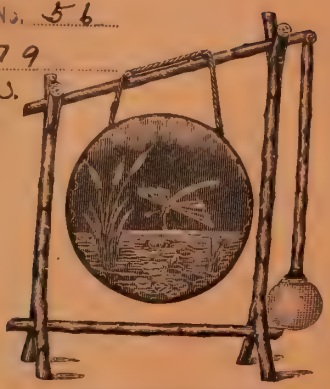


Table Gongs

FIRE SCREENS

RETURNED
NOV 20 1906



Brass Clocks

WOOD TRAYS

RETURNED
NOV 20 1906

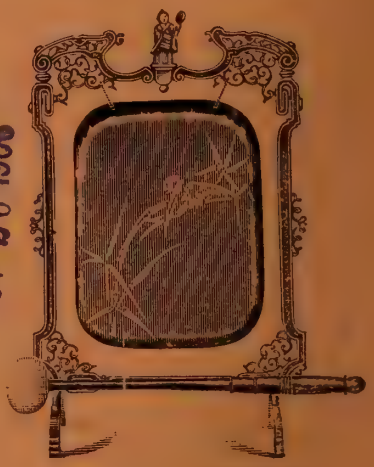


Table Gongs

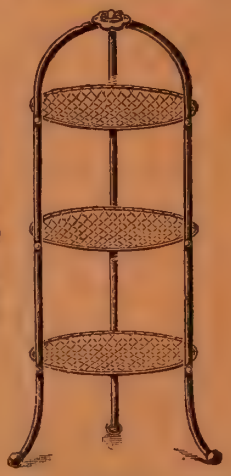
NOV 20 1906



Oblong Brass Trays
12, 14, 16-inch

BRASS KETTLES

RETURNED
NOV 20 1906



3-Tray Plate Stands

TABLE GONGS

RETURNED
NOV 20 1906



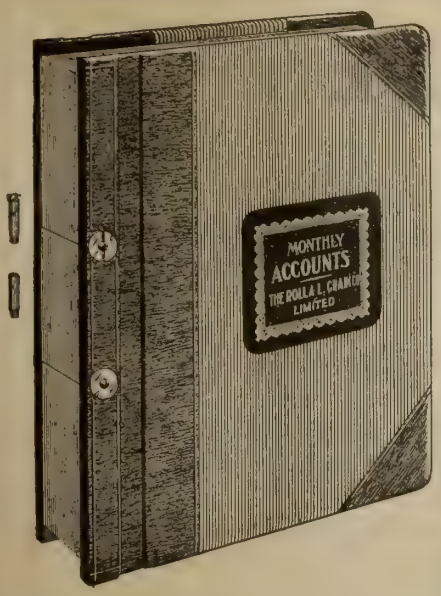
Round brass Trays
12, 14, 16-inch

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The Crain Monthly Account System

$17.75

is the price we have always charged for this excellent system for the retail trade.

It cannot be purchased cheaper

that is in the 14 x 11 size. True, the Monthly Account System is being quoted cheaper. We can supply you with a complete outfit for ***$14.75*** in our 8½ x 11 size, but we do not recommend it as it is more expensive in the long run to the merchant, and it is not as easily handled. The sheet being short only accommodates one account, while with the 14x11 size you can have three accounts to sheet.

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Write us for further information.

The Rolla L. Crain Co., Limited

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WINNIPEG: 11 Nanton Block

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All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of WINCHESTER and DOMINION Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

OTTAWA, ONT.

Other Tools are very Good Tools, but

"YANKEE TOOLS"

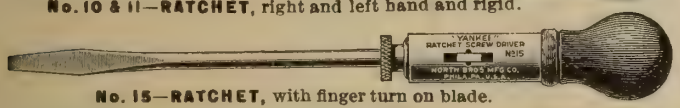
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



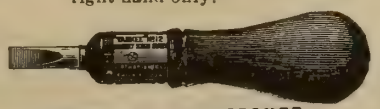
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20 - " " " right hand only.



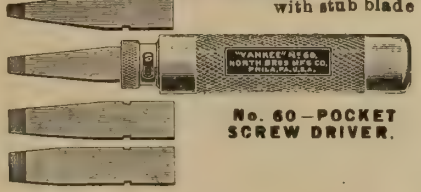
Chuck and 8 Drill Points for spiral ratchet screw driver.



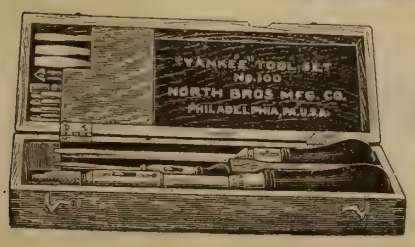
No. 12—RATCHET, with stub blade



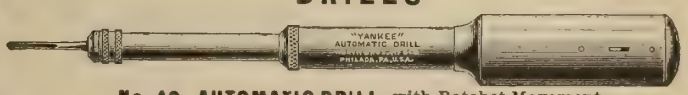
Countersink, for spiral ratchet screw driver.



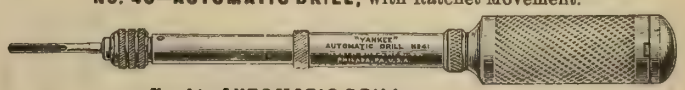
No. 60—POCKET SCREW DRIVER.



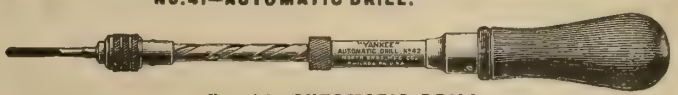
DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.

RETURNED NOV 24 1906

ENGINEERS' SUPPLIES

and Steam Specialties

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



TRADE MARK J.M.T.

Our products are manufactured of a grade both in material and workmanship to give DURABILITY, EFFICIENCY and at the same time be effective in appearance.

Care in the selection of Materials and Method of Manufacture receives our best attention with the purpose of giving to our customers the best value for their investment.

RETURNED
Out Book No. 3
Page No. 9

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

PLUMBING GOODS

Gas and Electric Fixtures

ESTABLISHED 1855

HEADQUARTERS FOR

Ingot and Sheet Metals

Drop us a card and we will mail you our monthly stock list.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

A SMALL TOWN

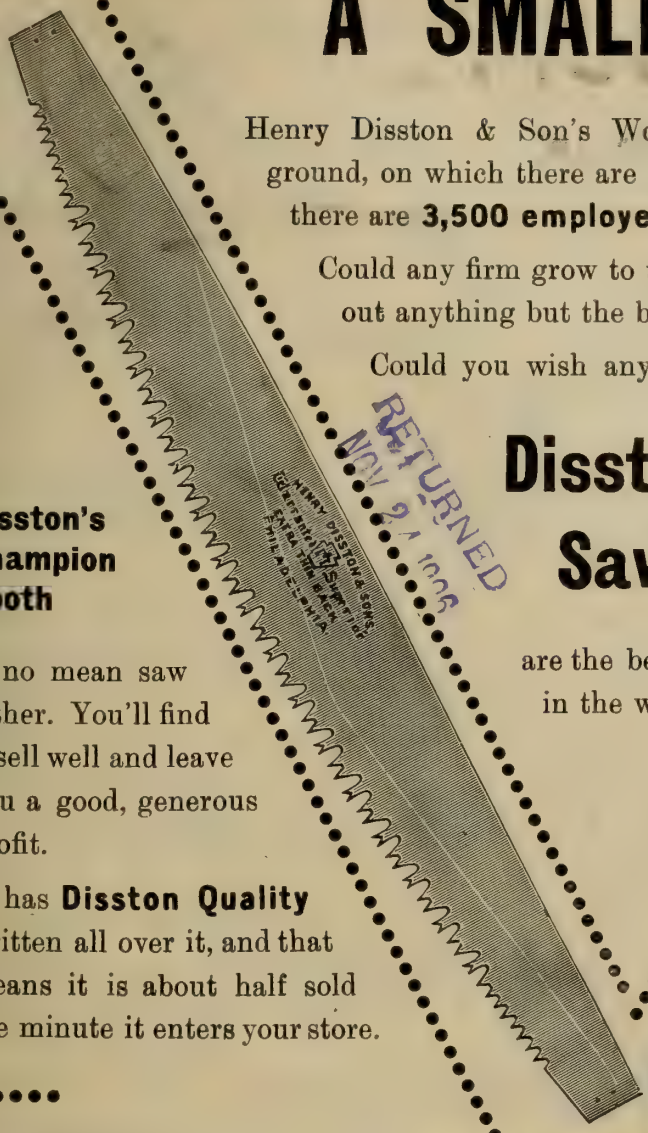
Henry Disston & Son's Works occupy **50 acres** of ground, on which there are **54 buildings,** in which there are **3,500 employees.**

Could any firm grow to this extent if it turned out anything but the best goods?

Could you wish any better proof that

Disston's Saws

are the best saws in the world?



Disston's Champion Tooth

is no mean saw either. You'll find it sell well and leave you a good, generous profit.

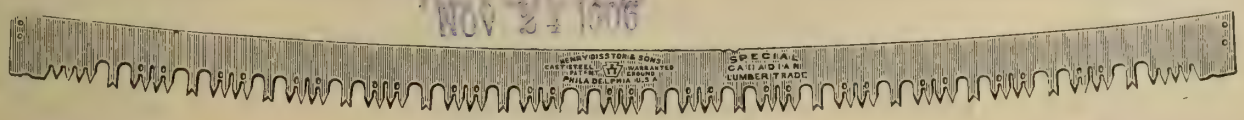
It has **Disston Quality** written all over it, and that means it is about half sold the minute it enters your store.



Disston's St. Lawrence

Best Cross-Cut Saws sold in Canada, bar none. The price is as low as any so-called high-grade saws, and lower than some.

If you've never tried to sell the best, start now. Your customers will appreciate your efforts.



Disston's Narrow Tree Saw.
Same quality as St. Lawrence, only a different pattern.



Disston's Canada Web.
20 gauge, 42, 48 and 54 in.



Disston's One Man Saw (St. Lawrence)

LEWIS BROS., Limited, MONTREAL

Winnipeg Ottawa Toronto Vancouver Calgary



No. 02D—Down Draft Forge

Buffalo Down Draft Forges

Insure instant removal of all Smoke, Sparks and Cases. All pipes underground.

Illustrated Catalogue sent on request. Follow the lead of successful people.

Built especially for rivet heating. All parts detachable, and can be put together in five minutes.

Simple, light and durable, with all gearing enclosed in dust-proof case. Diam. hearth, 18 inches; weight, 140 lbs.

SEND FOR CATALOGUE



No. 625—Forge



1907 Pattern Buffalo Ball-Bearing Drill, No. 105

No lock nuts are made to take the thrust. In connecting the lever and the automatic feed a pin clutch is used thus avoiding nut closing devices.

Material the best—making accordingly.

CANADIAN BUFFALO FORGE CO., Limited
MONTREAL, QUE.



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

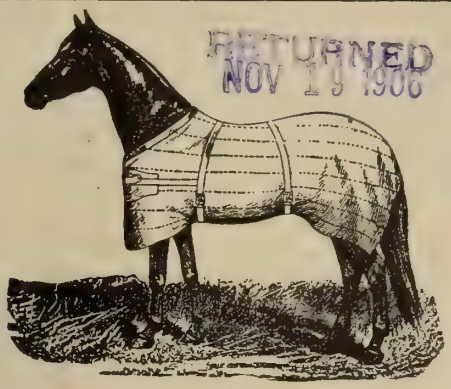
Only Wholesale

138-140 WEST FRONT STREET, TORONTO

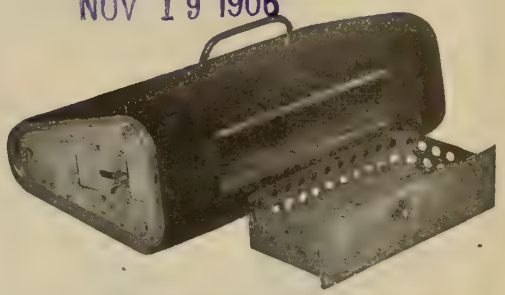
Wholesale Only



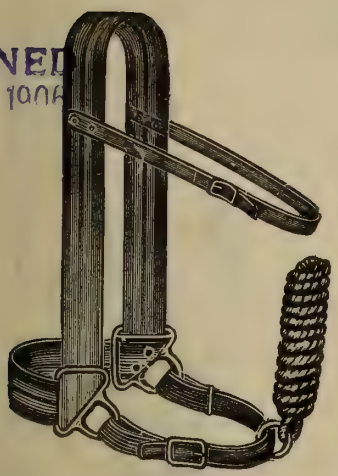
Soapstone Foot Warmers



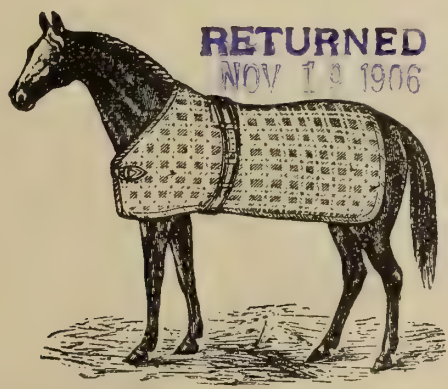
"Stay-on" Horse Blankets



Carriage Heaters—Triangular Shape



Web Halters



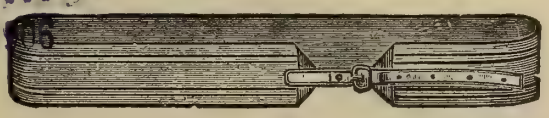
Jute and Kersey Horse Blankets



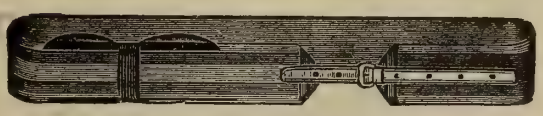
Leather Halters



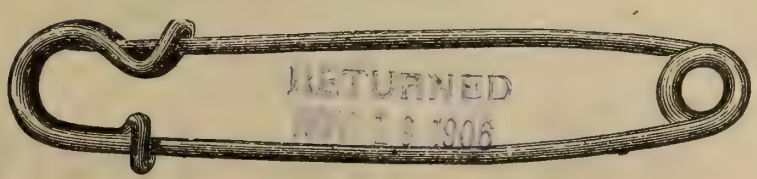
Horse Singers



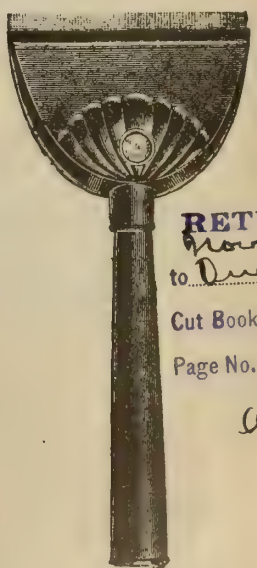
Plain Girths



Padded Girths



Blanket Pins



Horse Singers

For fuller description see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station.

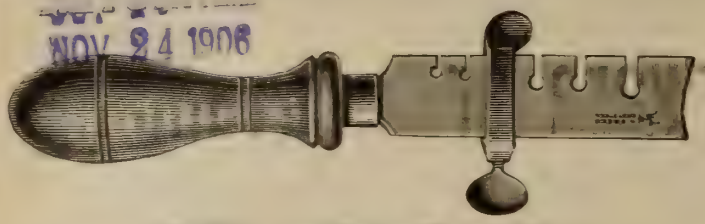
GRAHAM NAILS ARE THE BEST

Our Prices are Right

Factory: Dufferin Street, Toronto, Ont.

We Ship promptly

NOV 24 1906



No. 432. Cross Cut or Pit Saw Set

Have you examined your stock of Saw Sets this Fall?

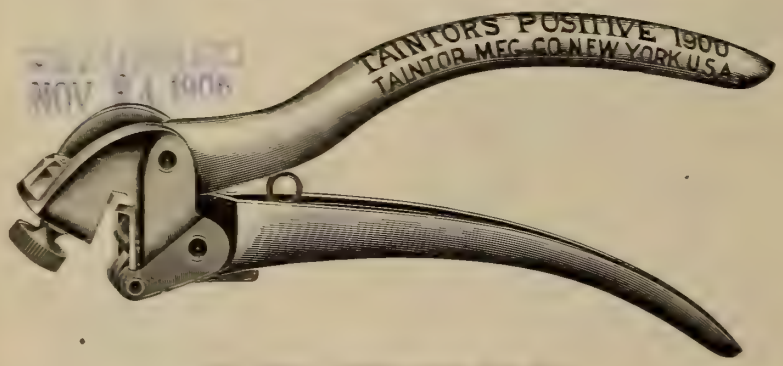
Now is the time to have them in stock. There is not much sale for them in July—at least not for some kinds. Better let us know at once what you need.

We would like to show you here our entire line, but have space only for some of the best sellers. Our travellers will show you our catalog where a large line is illustrated.

Don't be found without seasonable goods.



No. 0. Leach Hand Saw Set



No. 1900. Taintor Hand Saw Set

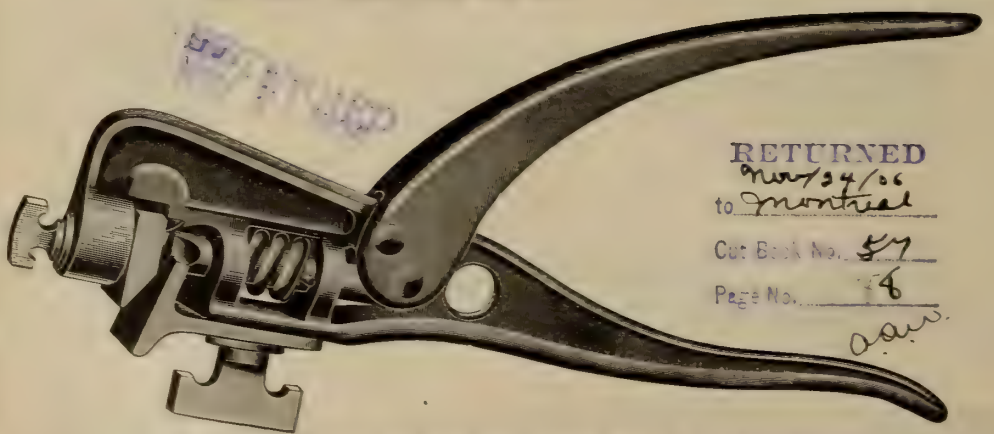


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No. 431. Hand Saw Set



No. 102. Whiting Cross Cut Saw Set



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Nov 24/06
to Montreal
Cut Book No. 57
Page No. 16

No. 3. Perfect Cross Cut Saw Set. Made also in Hand Saw Size

F. & W. Hardware Montreal

F.&W.

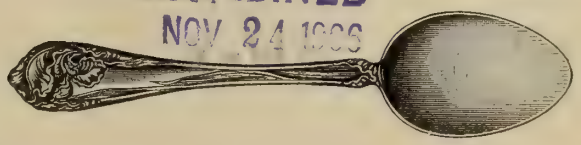
FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA.

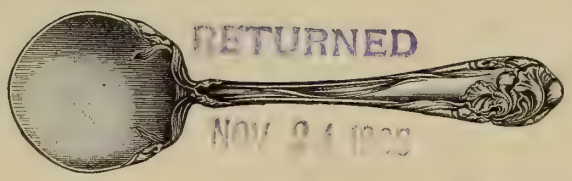
Prices on Silverware are Advancing

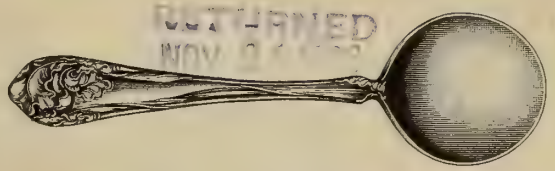
Why Not Place Your Order Now?

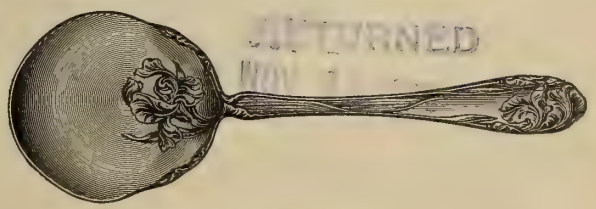
We have the largest assortment of Silverware suited to the Hardware trade in Canada, including the

"Community Silver" line

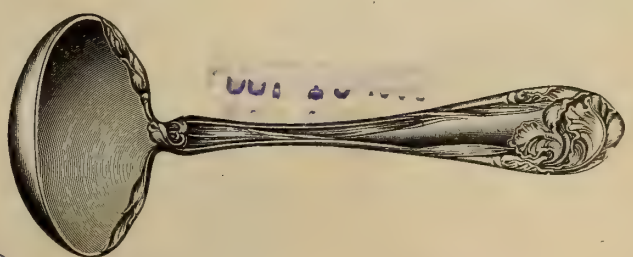














The Flower de Luce pattern illustrated here is so different to the common everyday Silverware.

The ornamentation is rich and deep.

The plating so heavy that even the engraver's deep stroke does not go through it.

Guaranteed for five years. Put up in neat boxes all ready for presentation purposes.

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Nov/24/06
to Montreal
Cut Book No. 57
Page No. 89

WHOLESALE DISTRIBUTORS

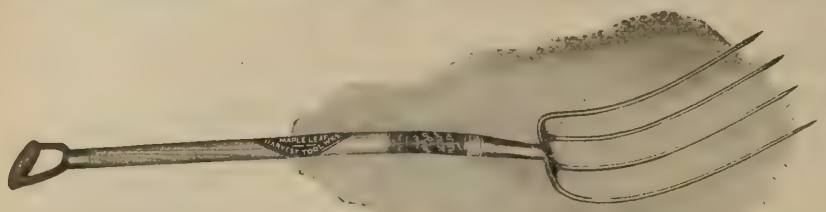
Caverhill Learmont & Co

MONTREAL and WINPIPEG

Have You Ordered Them ?

The Time for Doing So is Now !

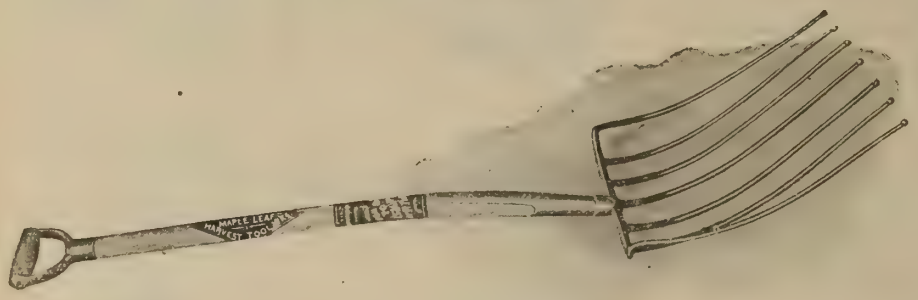
Merchants who appreciate values and aim to give their patrons the best, will stock the **Maple Leaf Harvest Tools,** which are unequalled in Quality, Beauty and Finish.



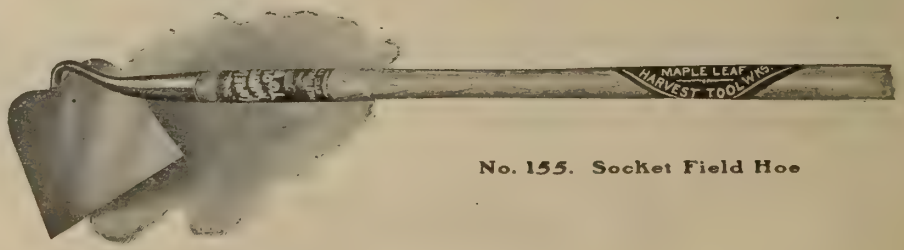
No. 122. Manure Fork



No. 108. Hay Fork



No. 243 Beet Fork.



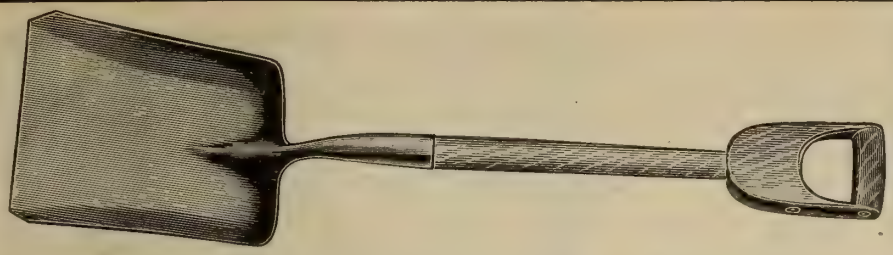
No. 155. Socket Field Hoe

To the Merchants:

The season is now on to order your stock of harvest tools for 1907. Make your orders call for **"Maple Leaf"** Harvest Tools, and if your jobber cannot supply them, send your order to us and it will receive our prompt and careful attention A trial order will convince you of the superiority of the "Maple Leaf" Harvest Tools.

The Maple Leaf Harvest Tool Co., Limited

TILLSONBURG, ONT.



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

By getting in touch with us you will become acquainted with the favorite lines:

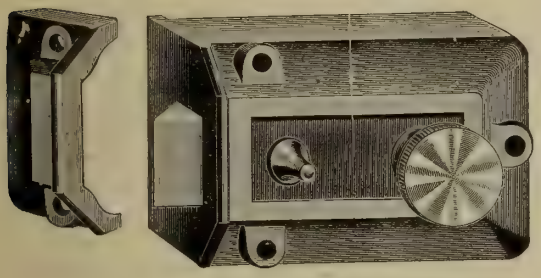


"Peterborough," "Lundy," "Irwin," and 'Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

The Peterborough Lock Manufacturing Company, Limited





Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

COMPETITION CLOSES DEC. 31st.

GET BUSY NOW

For best Photo of Xmas Window Display

First Prize $6.00 cash
Second Prize 4.00 "
Third " Hardware and Metal one year
Fourth " " " "
Fifth " " " "

For Best Xmas Advertisement

Special Prize, Handsome Fountain Pen.

OPEN TO HARDWARE DEALERS AND CLERKS

TORONTO AND BELLEVILLE ROLLING MILLS LIMITED.

BELLEVILLE, - ONTARIO.

BAR IRON

PROMPT SHIPMENTS

"QUALITY UNSURPASSED."

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

SILVER PLATED — LIST $22.30

BEST NICKEL SILVER — LIST $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

JOHN ROUND & SON, LIMITED

MANUFACTURING
Cutlers and Silversmiths
MONTREAL

Factories SHEFFIELD, Eng.

Established 1847

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE — PACKING

BINDER TWINE

LATHYARN — SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

W. A. C. HAMILTON, 11 Front Street E., Toronto, Ont.; F. H. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

Mr. Warranty, our Sponsor, is a Little Fellow, but he Stands for a Big Lot

WARRANTY

This saw is made of CRUCIBLE CAST STEEL of the FINEST QUALITY, is tempered in Oil, carefully tested, and is

FULLY WARRANTED

If found defective upon reasonable trial the purchaser may return it to the Ironmonger from whom he bought it and who is hereby authorized to replace it free of charge or to refund the price paid.

If returned, this label, properly filled in on the reverse side, must be attached to the saw.

SPEAR & JACKSON
ÆTNA WORKS, **SHEFFIELD**

Just read what he has to say — read every word twice.

Now, this Mr. Warranty is the travelling companion of every **Hand Saw** we manufacture.

You will notice from his own statements that, should such a thing happen (it never has happened) as one of our saws going wrong, Mr. Warranty **re-imburses,** first, **your customer,** then **you.**

Things go pleasantly for the Spear & Jackson dealer, because things are done honestly by the Spear & Jackson people.

SPEAR & JACKSON ÆTNA WORKS Sheffield. England

Telegraphic Address: "Spear," Sheffield

A BOWSER WOULD HAVE SAVED FOUR LIVES

EXPLOSION KILLS; FOUR KNOWN DEAD

Gasoline Plant at Fort Recovery, Ohio, Lets Go and Deals Death

Celina, O., Oct. 17.—Four persons are dead and several others missing as a result of a gasoline explosion in the Meinerding hardware store at Fort Recovery in this county at noon today The explosion set fire to the buildings and the injured are imprisoned under the ruins and their cries for help can be heard by those trying to rescue them.

The dead are:

Miss Cleo Weis, cashier in the Mein-

Are you running this same risk? Such a thing is possible in your store without a Bowser. Would it not be wise to remove the danger before the explosion? Our Catalogue V fully explains our gasolene outfits Send for it to-day.

S. F. BOWSER & CO., Inc.
66 68 FRASER AVE. TORONTO, ONT.



SAFE LOCK SHINGLE

SHINGLES

Our "Safe Lock" shingle has helped many a dealer to make and hold trade. It's construction appeals to anyone as being superior, and when put on a roof they give lasting satisfaction and makeneighbors want them.

ROCK FACE BRICK & STONE.



SIDINGS

There is nothing else so suitable as our steel sidings to dress up old buildings with and make them warm—They are also useful for a low priced building where attractive appearances are desired.



CEILINGS

When you sell and erect one of our classified designs you can always count on a well pleased customer—These designs do not get out of date same as patterns carrying out no idea. Give a customer a selection and he will invariably turn to our classified ceilings. They cannot get away from their richness.

The Metal Shingle & Siding Co., LIMITED
PRESTON, Ontario

FIBRE WRAPPING PAPER

STRONG, TOUGH AND STIFF

Will Carry All Kinds of Packages Safely to Destination

TRADE MARK

This design a guarantee of quality.

WRITE US FOR SAMPLES AND PRICES.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL

Louden's Double Strap Barn Door Hangers



Are the Standard

They Have Case Hardened Bearings, Track Scrapers, Revolving Washers.

They hold the door closer to the track, hang perfectly plumb, and allow the door to hang closer to the wall than other hangers do, while they are just as flexible, and are the easiest running hangers made.

Manufactured by

LOUDEN MACHINERY CO.

GUELPH, ONT.

We manufacture 15 different styles of Hay Carriers, 10 different styles of Barn Door Hangers, also Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.

Some Points About C. G. E. Meridian Lamps

Simplicity	*Efficiency*	*Low Cost*	*Quality*
Easy renewal	Perfect light distribution	Inexpensive to install	Brilliant
Lights instantly	Average downward efficiency	No repairs	Soft and uniform
Burns on any standard circuit	Exceeds 1 watt per candle	Cheap renewals	

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Working Iron in Common or Refined Bars

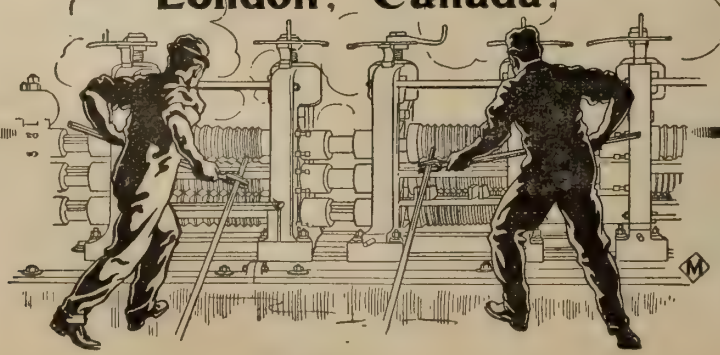
London Bars are made in the following sizes:

Flats, - - -	7/16 inch to 4 inch x 3/16 inch to 1¼ inch		
Round Edge Tire,	1 inch to 3 inch	Rounds,	3/16 inch to 2¼ inch
Squares, -	¼ " to 2¼ "	Ovals,	½ " to 1½ "
Half Ovals, -	½ " to 2½ "	Half Rounds,	½ " to 2¼ "

54

London Rolling Mills

London, Canada



The "Jaxon" Lamp Bracket



Patd. July 26, 1898.

The only cheap bracket lamp that can easily be hung upon the wall without looking behind the reflector.

Reflector is movable, permitting light to be thrown in various directions. The safe lamp fount is held secure by the spring of the wire. Finished in bright lustre

Jaxon Brackets and bright tin reflectors, without founts, burners or chimneys, 65c. per dozen, retail.

Jaxon Brackets and reflectors, with founts, $1.20 per dozen.

This lamp makes a "B" Burner and Chimney.

Founts shipped 6 doz. in package.

No charge for packages.

E. T. WRIGHT & CO., - HAMILTON

The Bowmanville Foundry Co., Limited

Bowmanville, Ont.



Makers of Good Goods Only.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts



(15 Different Designs)

are used by practically all the best players in Canada—and have been for 40 years.

Don't you want skates that are everywhere recognized as the best?—and that sell themselves because they are well advertised?

If you don't know "STARR" SKATES and "REX" and "MIC MAC" HOCKEY STICKS, write for our new 1907 Catalogue.

Starr Manufacturing Co., Limited

DARTMOUTH, N.S., CANADA.

Branch Office, - Toronto, Ont.

The Acme of Perfection

in Cement Blocks is only attained by using

"LEFARGE"

(Non-Staining) Portland Cement

LEHIGH
Best Grade American

KEENE'S
Coarse, Fine and Superfine

CANADIAN, ENGLISH BELGIAN and GERMAN

in Wood, Cotton, and Paper Sacks

Fire Bricks, Fire Clay, Sewer Pipes, Etc.

General Contractors' Supplies.

F.HYDE&CO.
31 WELLINGTON ST.
MONTREAL





Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" FARLEY WORKS, SHEFFIELD, ENG

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL TELEPHONE M. 5576

What's in a Name Without Quality to Back it Up?

"STERLING" PURE PREPARED PAINT is not particularly unlike many other mixed paints in the liquid form, or when first applied.

But the difference becomes more and more apparent as the months and years roll by, for "Sterling" Paint will present a smooth, bright, glossy appearance long after other paints have faded, peeled and disappeared. It Lasts.

"Sterling" Paint is always uniform, has more body, covers more surface and is more durable than any other paint Made in Canada.

We are determined that, cost what it may,

"STERLING" PURE PREPARED PAINT

shall always be known as the best paint.

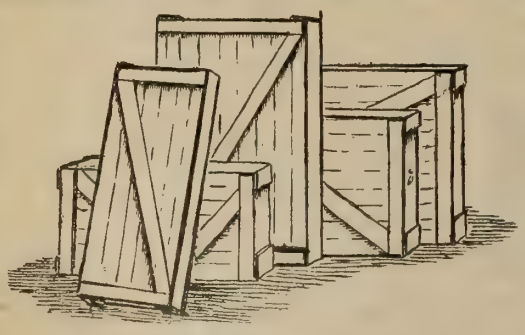
"STERLING" IN NAME. "STERLING" IN QUALITY.

Manufactured by

CANADIAN OIL COMPANY LIMITED, TORONTO

MONTREAL ST. JOHN, HALIFAX WINNIPEG VANCOUVER

WINDOW GLASS FOR IMPORT



We have Special Prices for Import for Spring Delivery.

Do not place your order before seeing our prices. They will interest you.

Save money by importing direct.

We offer special Strong Cases, thus ensuring delivery in good order.

Send us your specification. We are always pleased to quote prices.

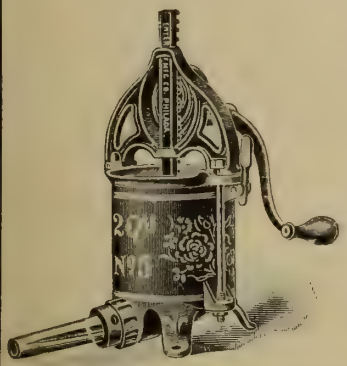
The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

NO AIR

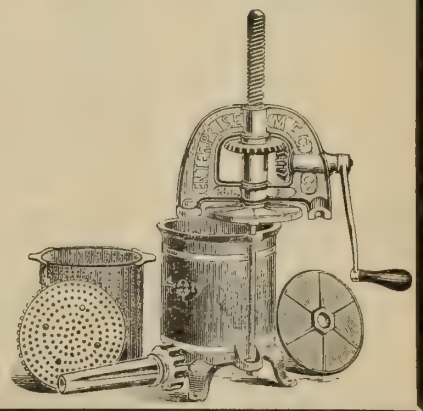
Sausages made with the ***ENTERPRISE SAUSAGE STUFFER*** have no air inside the casing. For this reason they keep better. The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the acurate boring of the cylinder—in the

ENTERPRISE
SAUSAGE STUFFER, LARD and FRUIT PRESS



NOW is the time to push these good for the fall trade.

Ask for electros for advertising and advertising printed matter.

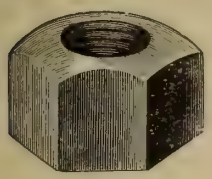


The Enterprise Mfg. Co. of Pa.

Philadelphia, U.S.A.

New York Branch, 10 Warren Street

San Francisco Branch, 318 Market Street



The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 155 Chambers St NEWARK, N.J., U.S.A.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

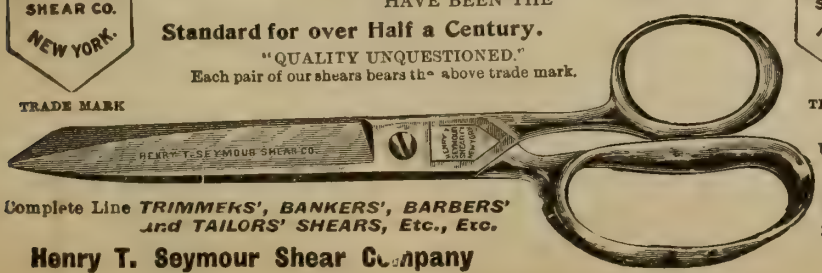
HAVE BEEN THE

Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.



Covert Mfg. Co.

Troy, N.Y.

Harness Snaps, Chain, Rope and Web Goods, etc.

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510 280

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SILICA BARYTIC STONE CO.

OF ONTARIO, Limited

Head Office

Ingersoll, Ontario.

Walter Mills, General Manager

Ask for quotations for Septic Tanks.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.



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ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

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GALVANIZING AND TINNING

THE CANADA METAL CO.

TORONTO, ONTARIO.

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Can. Feb. 27, 1889

Patent "Cone Rotary Ventilator"

This ventilator is set in motion by the least current of air and will give a perfect draught at all times. Substantial in make, Ornamental in appearance. For balky chimneys and ventilating Churches, Schools, Halls, Factories, Steamers, Public and Private Buildings, Stables, Water Closets, &c. This Ventilator is in use throughout the Dominion, and has proved a success.

Architects Specify this Ventilator **Write for Booklet Free**

Hundreds of Testimonials—here is one :

G. D. Pearson, Esq. Montreal, September 14th, 1892.
Dear Sir,—Your Patent Cone Rotary Ventilator has not its equal, and where I have adopted it, it has proved its power. JOHN JAMES BROWNE, Architect.

GEO. D. PEARSON & CO. Office and Works: No. 17 Pontiac Street, ***MONTREAL***
Telephone Bell East 2106

We have always Aimed High for Quality



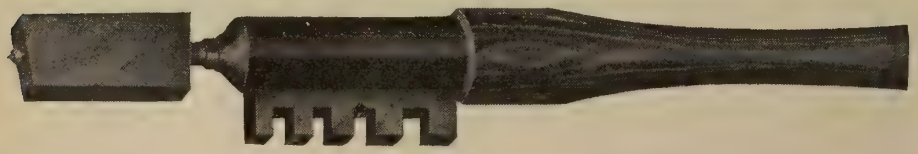
This is the reason our business has grown steadily.

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Small Springs of Every Description.

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns, Also **Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons,** etc., etc., etc.

Canadian Agent : J. B. GIBSONE, P.O. Box No. 478, MONTREAL

On Approval

We'll send from 2½ lbs. to 1 bbl. of

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

on approval. Get your "approval" order in.

G. F. STERNE & SON, Manufacturers
BRANTFORD, ONT.



REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

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Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

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Shipping and Forwarding Agents and General Commission Merchants, 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool, A.B.C. Code.

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BROKERS AND COMMISSION MERCHANTS

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Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day

you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods ? They include a rare variety of money-makers That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.

Look at our list of Agencies. It will pay you to get acquainted.

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Windsor Turned Goods Co., Ltd., Windsor, Ont.
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The Bowsley Spring & Axle Co., Chatham, Ont.
The Newership Manufacturing Co., New Brunswick, N.J
Michael Hunter & Son, Ltd., Sheffield, Eng.
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LUDGER GRAVEL

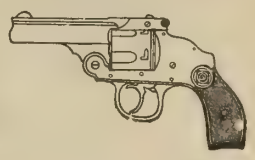
22 and 28 Jacques Cartier Square,
MONTREAL

PHONES :
Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.
Tel. Merchants 964

ALL DEALERS AGREE THAT THE



H. & R. is the Greatest Revolver Value for the Money



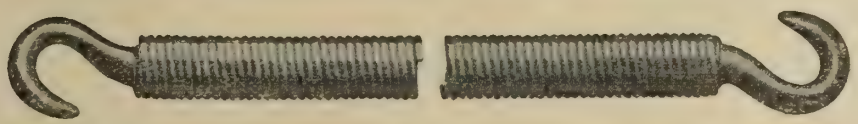
Because of the minute care in manufacture. Every piece of material must be the highest quality; the workmanship and finish the best; and every weapon must be perfect to pass the most rigid inspection before leaving the factory. If you are not carrying them in your stock, it will pay you to put in a line at once. Our catalog will interest you. Postal brings it.

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314 PARK AVE., WORCESTER, MASS.

"PERFECTION" and "ECLIPSE"

Door and Gate Springs



Oil Tempered Furniture, Carriage Seat, Agricultural Implement Springs, etc., etc. Wire, Coppered, Bronzed, Tinned, etc., etc. Wire Rods.

J. A. HENDERSON, Board of Trade Building, **MONTREAL**



BUY STERLING HACK SAWS



DOES STRAIGHT, TRUE, QUICK WORK. LASTS LONGER.

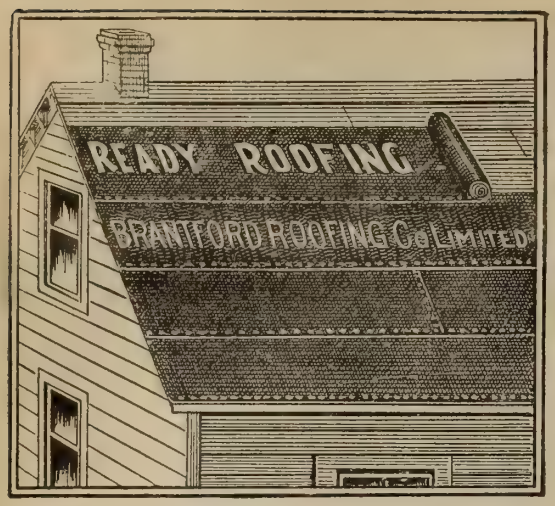
THEY CUT AND WEAR WELL.

DIAMOND SAW AND STAMPING WORKS. BUFFALO, N. Y. U. S. A.

"STERLING" POWER HACK SAW MACHINES

ARE MADE WITH TIGHT AND LOOSE PULLEY, WITH GRAVITY FEED, ARE GEAR DRIVEN, WITH AUTOMATIC SHUT OFF, WILL DO QUICK WORK

"STERLING" BLADES ARE BEST FOR POWER HACK SAWS



BRANTFORD-ROOFINGS

Are in great demand. Shipments increasing daily.

WHY? MAKE A GOOD THING, THE PEOPLE FIND IT OUT.

CHEAPER, BETTER THAN SHINGLES

MR. DEALER! ARE YOU IN IT?

Samples, Prices, Circulars Free

BRANTFORD ROOFING CO., LIMITED
BRANTFORD, ONTARIO

SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

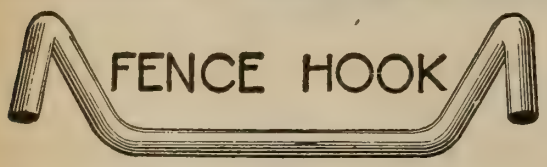
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — EASTERN AGENTS

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GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, —— LONDON, ONT

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines

WE MAKE THEM.

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American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

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A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, **easily applied**, and of **uniform** and **durable** quality. Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

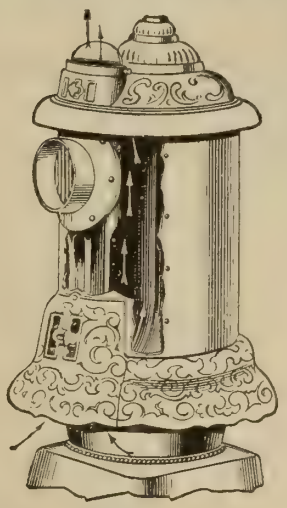
LOCKERBY & McCOMB, 65 Shannon St., Montreal

The "Good Cheer" Oak

NEW SERIES

Single and Double Heater





SECTIONAL VIEW.

Supplied with Feeder if Required



REAR VIEW.

Made in two sizes —either Single or Double Heater

No. 54, 13½ in. Firepot

No. 56, 15½ in. Firepot

This handsome Oak exactly fills the want between the low-priced heater and the more expensive base burner. The double-heater attachment we are able to include at a very small advance over price of a single-heater Oak, and is a feature which will be appreciated. Its construction as illustrated in the Sectional and Rear Views shows what a powerful heating adjunct it is.

Body of Stove is of heavy polished steel, handsomely nickel trimmed. Large feed door with good sized mica lights, making it a very cheerful stove, while screw dampers in both upper and lower doors make it easy to regulate the fire.

A shaking ring draw centre grate is provided, as also a good sized ash pan.

THE JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT.



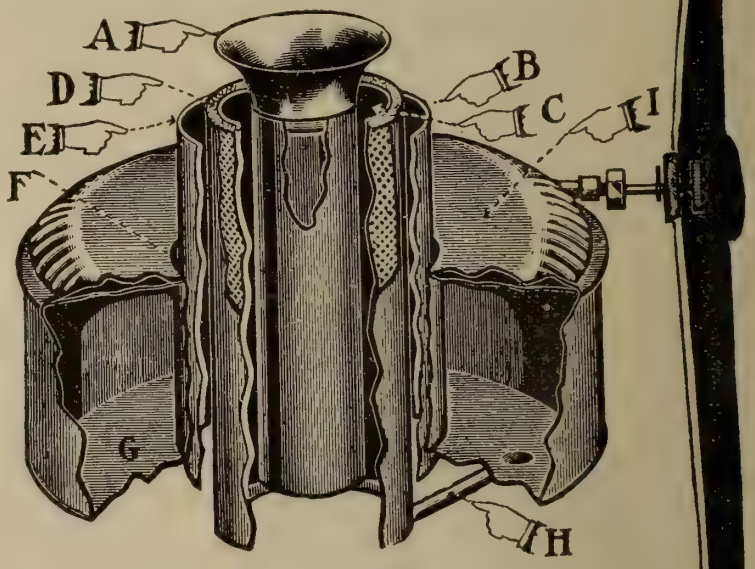
ALUMINUM OIL HEATER

The Heater that Makes Money for Dealers

How, because it gives your customer ***continued*** satisfaction. It does not get out of order after short usage and require you to send out a man to adjust or repair it, thereby dissipating the profits of your sale.

Listen to this, from Butler & Johnson, Syracuse, N.Y.: "We have sold over 50,000 Aluminum Heaters during the last ten years, and have never returned a single one for repairs or otherwise."

That's the kind of heater that there's money in for you.



These are a few of its advantages

1st. It has a stationary damper extending across the heater. This reflects the heat to the sides, so that it is radiated from sides and bottom as well as the top—just like a base burner.

2nd. It has perfect combustion, due to the ***three*** spacious air passages extending clear through the burner.

3rd. It is so simple that a boy or girl can operate it—can even re-wick it.

Note Construction of Grand Safety Burner.

A—Flame Spreader. **B**—Air space outside of Wick Tube. **C**—Air Space inside of Wick Tube. **D**—Wick. **E**—Outside Casing to Burner. **F**—Air space between Fount and Outer Casing. **G**—Fount for Oil. **H**—Feed Pipe conducting Oil from Fount to Burner. **I**—Shield resting on top of Fount with Air Space underneath.

Hurry your order in to us or to your jobber. This is the season. Shall we send you our free book?

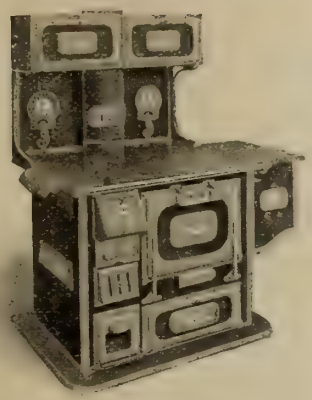
LEWIS BROS, Ltd.

MONTREAL TORONTO OTTAWA WINNIPEG VANCOUVER CALGARY

EMERSON & FISHER, Ltd.

ST. JOHN, N.B.

Not In That Class



The stove dealer who wants to sell his customer a new stove every four years, had better keep away from

The Joy Malleable Range.

"It isn't in that class." We think that we see the finish of "that fellow's" business career as a stove dealer. The people to-day want the best in Ranges that money and skill can supply. The Range that will last twenty-five years is what Range buyers are looking for. ***That's the class*** that ***The Joy Malleable Range*** is in. The twenty-five year class, and complete satisfaction all the time. Why not sell your customers the best.

JOY MFG. CO., 32 Humberside Ave., TORONTO

TEES & PERSSE CO., Western Distributors, Winnipeg
CHAS. H. FOX, Agent for British Columbia, Vancouver



"Easy on Fuel"
"Throws Out a Good Heat"
"Excellent Baker"

Just the verdict of one man!

But isn't it an extraordinary fine tribute?

Do you know

THE EMPIRE QUEEN RANGE

receives that kind every day?

Must be a First-class Range!

Get our Booklet and assure yourself of the fact.

The Canadian Heating & Ventilating Co. Limited,
OWEN SOUND, Ontario,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.
THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.



No. 13—12-inch Firepot

The "Wonder" Oak

The best LOW PRICED Oak Stove on the Canadian Market

Handsomely Finished—Perfectly Fitted.
Put out for a **Leader.**

If you have not yet secured the agency for this **"Wonder"** in Oak Stoves

Write us for Prices at once.

GUELPH STOVE CO., Limited

GUELPH, ONT.

THE TELEPHONE

Is a companion, friend and servant combined.
Invaluable for convenience in the household.

LONG DISTANCE TELEPHONE SERVICE

Has no equal for the facility it affords in business life.
Full particulars as to rates and service at the nearest office of

THE BELL TELEPHONE COMPANY OF CANADA

WESTERN ASSURANCE COMPANY.

Incorporated 1851

FIRE AND MARINE

Head Office	Capital -	$ 1,500,000.00
Toronto, Ont.	Assets, over - -	3,460,000.00
	Income for 1905, over	3,680,000.00

HON. GEO. A. COX, President.

J. J. KENNY, Vice-President and Man. Director.
C. C. FOSTER, Secretary.

Good Counter For Sale

Here's an excellent chance for a merchant to buy a second-hand counter at a reasonable price.

The top is walnut, the front and sides oak. Size, 2 feet 2 inches wide; 3 feet deep; 15 feet long.

The MacLean Publishing Co. Limited
10 Front St. East, Toronto.

Money

CAN BE SAVED BY MEANS OF AN ENDOWMENT POLICY.

YOU CAN ONLY SECURE SUCH A POLICY WHILE YOU ARE IN GOOD HEALTH.

Pamphlets and Full Particulars regarding the New Accumulation Endowment Policy sent on application.

Confederation Life ASSOCIATION

W. H. BEATTY, President.

W. C. MACDONALD, ACTUARY.
J. K. MACDONALD, MANAGING DIRECTOR.

HEAD OFFICE, - TORONTO, CANADA.

BRITISH AMERICA ASSURANCE COMP'Y

FIRE AND MARINE.

Incorporated 1833

CASH CAPITAL, $850,000.00.
TOTAL ASSETS, $2,119,347.89.
LOSSES PAID SINCE ORGANIZATION, $27,383,068.64.

HEAD OFFICE, - BRITISH AMERICA BUILDING,
Cor. Front and Scott Sts., Toronto.

HON. GEO. A. COX, President. J. J KENNY, Vice-President
P. H. SIMS, Secretary. and Managing Director

THE METROPOLITAN BANK

Capital Paid Up, - -	*$1,000,000*
Reserve Fund, - - -	*$1,000,000*
Undivided Profits, - -	*$ 133,133*

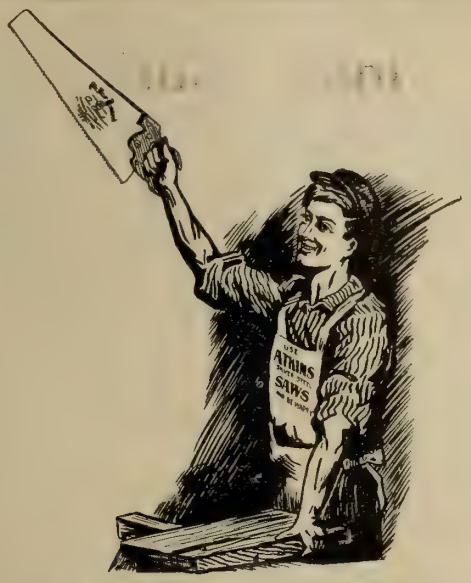
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Drafts bought and sold.
Letters of credit issued.
Collections promptly attended to.

SAVINGS DEPARTMENT

open at all branches.
Interest allowed on all deposit of one dollar and upwards.



ATKINS SILVER STEEL SAWS

make merchandising easy. The Quality in them, backed by our enthusiastic publicity, has made them popular—we create the demand—you supply it. Easy to buy them—at your jobbers--or nearest branch.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited
WOLVERHAMPTON

Bar Iron
Sleigh Shoe Steel
Tire Steel
Spring Steel

JAMES BARBER, Era Works, Sheffield

Best quality only,
TABLE AND POCKET CUTLERY,
RAZORS, CARVERS, Etc.

Inquiries Solicited by
J. H. ROPER
Canadian Representative
82 St. Francois Xavier Street, MONTREAL

DOMINION

Buy Advertised Canadian Ammunition

¶ Don't make a mistake and stock imported shells and cartridges, for you will have to work harder to sell them than **Dominion Ammunition.**

¶ **Dominion Shot Shells** and **Cartridges** are growing in Canadian favor by leaps and bounds, not alone because of our advertising, but for the very good reason that they are of dependable quality—the kind that brings new customers to your store, and the old ones back again.

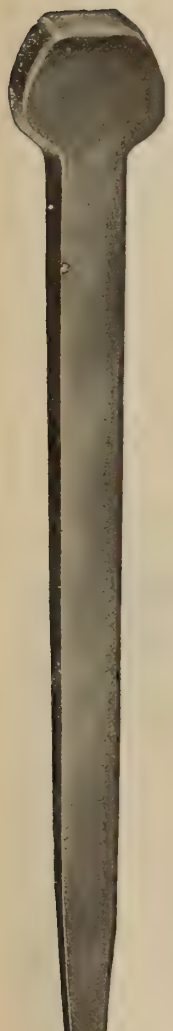
¶ Mr. Jobber, 1907 will prove a record breaker for **Dominion Ammunition.** Be prepared for the demand.

Dominion Cartridge Company, Ltd.
4 Hospital Street, MONTREAL

Foreign Agencies:

UNITED STATES	AUSTRALIA	JAPAN	MEXICO
ENGLAND	NEW ZEALAND	ARGENTINE	BRAZIL

How to Buy Horse Nails



If you are not particular, just order the number of boxes and the size required, and take whatever brand the wholesale dealer may have in stock. But if you want the best made or sold in Canada, without any exception, you will not make any mistake in specifying on your future orders that you want the "C" brand Horse Shoe Nails made by this Company.

You can do all your farrier trade with the "C" brand. They will fulfill the most exacting conditions required as tests of quality. They are of the best designs, especially made for Canadian use. Have the finest hardened bevelled points, which will penetrate easily into the hardest hoofs; they will not bend in driving, nor will the heads fly off on striking an obstruction. This is because they are hot-forged from a special quality of Charcoal Steel Nail Rods, made for our purpose, and imported direct by us from Sweden. It is the best material known or used in the world for the purpose of making horse nails. We challenge any maker in the world to give better results than are obtained by the use of the old reliable "C" brand Horse Nails, which has been made in Canada for the past forty years, and is the standard for quality to-day among all its competitors.

All the leading wholesale hardware dealers have them for sale, or will accept orders for same at our discounts (40, 10 and 7½ %), plus freight. Your orders are respectfully solicited.

CANADA HORSE NAIL COMPANY

Established 1865 **MONTREAL**

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipment

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

A NEW GLAZIER POINT



The above cut illustrates the lucky thought of an Ontario man.

He, like most of us, has had the disagreeable experience of attempting to drive a common Glazier Point into a sash with ordinary tools The tool never fails to slip, with the result that either the glass or the sash is damaged.

With the New Glazier Point you can drive it home with a common nail hammer, without the least danger of damaging the glass or sash. It is obvious that the New Glazier will at once meet with general favor with the public.

Any Manufacturer wishing to secure the sole rights of manufacture for Canada, will please address himself to Manager HARDWARE AND METAL, Toronto,

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

Persons addressing advertisers kindly mention this paper.

RETURNED
Feb 19/07
to Burns
Cut Book No. 60
Page No. 56
diary

MADE IN CANADA

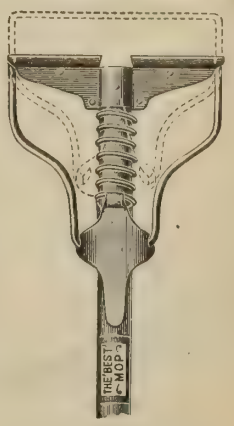


No. 800—Cake Turner



No. 40—Paring Knife

"Best" Mop



FALL LEADERS

UP-TO-THE-MINUTE SELLERS

LATEST **CHEAPEST** **BEST**

Seasonable specialities for the Holiday trade shown in our catalogue. Drop us a postal for a copy

Remind your Jobber of the fact that you want Cumming's Goods

Cumming's Goods are Good Goods

Made by

THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

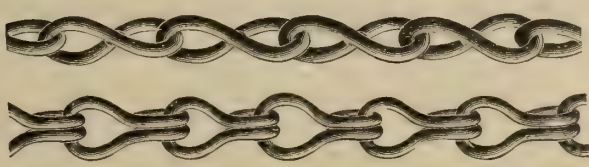
Winnipeg : 608 Ashdown Building

ESTABLISHED 1880 INCORPORATED 1893 DOMINION TRADE MARK

DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL **TORONTO**



Manufacturers of

Iron and Steel Wire,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Cotters,
Steel Wire Barrel Hoops

WE MANUFACTURE A FULL LINE OF

Steel and Brass Jack Chain

SINGLE AND DOUBLE LINK

WHEN MAKING UP YOUR NEXT ORDER

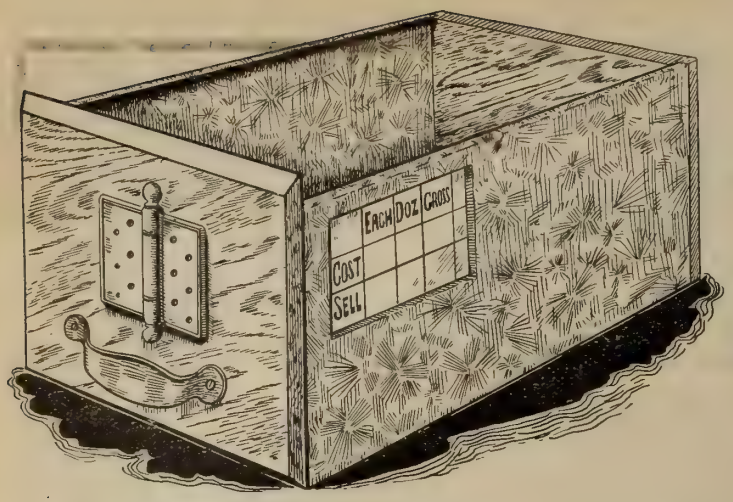
FOR

Bright Wire Goods or Wood Screws

INCLUDE IN ORDER

YOUR REQUIREMENTS FOR JACK CHAIN

When Ordering PLEASE Specify DOMINION WIRE MFG. CO.'S Goods



The Best Laid Out Store

is the one which displays the most goods.

There are very few men who can describe just what they want, but if they see it sampled on a shelf box they can point it out. Which is the easier—for a man to point out the article he wants, or for you to untie half a dozen packages to show him what you have in stock?

Your salesmen should be employed in selling goods, not in looking for goods, in untying packages and tying them up again.

Shelf Boxes improve the appearance of your store 100%.

The Bennett Steel Shelf Box is the best box on the market in Canada or the United States. It has galvanized steel sides and bottom, and thus saves at least 20% shelf room. The steel is not nailed to the wood front, but is locked in by our own patented process.

The Bennett Box is more durable than a wooden box. It has been tested for fifteen years and we have never heard of one man who was dissatisfied.

Note the "lip" on box, this renders it dust proof. Write for catalogue and price list.

CAMERON & CAMPBELL, SOLE MANUFACTURERS **TORONTO**

HARDWARE AND METAL, Toronto. Picton, Ont.

Dear Sirs—I wish to thank you for the number of enquiries received through the condensed advertisement which I inserted in your paper, advertising my Hardware and Tinware business for sale. I certainly consider your columns a good medium for advertising any business of this nature.

Yours truly,
A. H. ILLSEY.

HARDWARE AND METAL

WANT ADS.

BRING RESULTS

HARDWARE AND METAL, Toronto, Ont. Delta Ont.

Dear Sirs,—I have received the offer of a number of positions through the small advertisement I inserted in HARDWARE & METAL. I secured excellent results and shall remember your paper next time in a similar position.

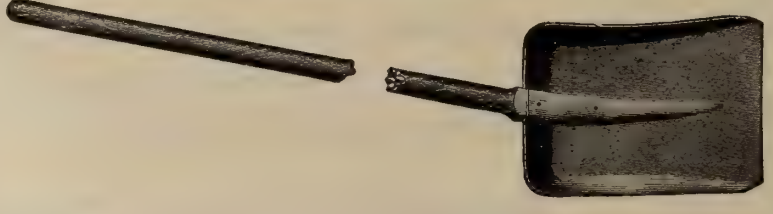
Yours very truly,
GORDON B. PIERCE.

ARTIC STEEL SNOW SHOVELS

Heavy Steel Blade, Galvanized and Japanned

Large size, 14 x 13½ in. Boy's size, 10 x 8 in.

SUITABLE FOR SNOW, FURNACE AND GENERAL USE



RETURNED
Nov 21/02
to
Cut Book No. 57
Page No. 83

Prompt attention given to letter orders

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

INTERIOR STORE ARRANGEMENT

What suggestion would you make regarding the lay out of a store 90 x 24? This enquiry was received a few days ago from the Wilberforce Lumber Co., who are opening up a hardware store in Durham. We have not only drawn out a floor plan for the store, but have dealt with the question of displaying goods in a general way.

Counters Passing Away.

The central idea in the lay out of a hardware store seems to be to arrange fixtures and stock so that customers can conveniently examine all articles which are for sale. For this reason the old wooden counter at the front of the store is passing away, shelving is built in most cases right to the ceiling in order that every inch of space may be utilized and as many articles as possible may be seen by customers at one time. Wherever practicable an open space is left in front of shelving.

Of course every up-to-date hardware store has shelf boxes. They improve the appearance of the store greatly as hardware articles are not done up in attractive packages. There is no uniformity in size among the packages and when they become broken they are an eyesore to the customer and an exasperating and irritating sight to the dealer.

Shelf boxes save the dealer's or clerk's time and what is of far more importance they save the customer's time. A dealer with a reputation for quickness of service will secure the trade of the man in a hurry. This is a busy age and the trade of the people whose time is limited is worth having. They have no time to haggle over price but pay willingly a good price for what they want.

Shelf boxes display goods better and in this way increase sales. Goods properly displayed in neat and attractive boxes will often suggest articles which the customer had not thought of buying. Times are good, men have money in their pockets and if they see what they want they are willing to pay the price.

We have sketched out a rough floor plan, embodying some of our ideas in connection with store arrangement.

Store Fixtures Suggested.

For a store 90x24 feet we would suggest on the right hand side as you enter a case about 60 feet long, something similar to section illustrated on this page. The base with two shelves should be left open and such goods as graniteware, lanterns, tinware, etc., could be shown off to advantage. It would be well to have say half of the base with only one shelf for showing off such large articles as boilers, large tea kettles, etc.

Above this base we would place shelf boxes for about 30 feet on which as many articles as possible should be sampled. The large boxes with the heavy goods should be placed at the bottom and the small boxes at the top as they can be lifted down easily. The other 30 feet would be open shelving.

The top of the base should have a projecting ledge of from 8 to 15 inches. This can be used for wrapping up small articles.

It is a mistake to take up space at the front of the store with such unsightly looking stock as nails which do not need to be well displayed to be sold. Keep them in the rear with the bolts, screws, etc., and have a counter there for weighing and wrapping parcels.

To the left as you enter the store we would place a glass gun and tool case about sixteen feet long to sit on a base similar to the above mentioned section. The glass case to



SECTION OF SHELVING AND SHELF BOXES,
Made by Cameron & Campbell, Toronto.



sit on this base would be about seven feet high and have sliding glass doors and cornice on top to set it off. Stoves and other heavy articles could then be placed along the left hand side in rear of the gun case.

Silent Salesmen in Centre.

Two or three silent salesmen should be placed in the middle of the store to form a quadrangle. This allows customers to walk up and down the side of the store and inspect the stock. In fact it would be well to place cards in the windows inviting people to come in and see your stock. Impress on them that clerks will be glad to answer any questions asked but make it clear that they will not be obliged to buy anything. Get the people into the store and if the goods are properly displayed in nine cases out of ten they will buy something before they leave.

We think there is a distinct advantage in having no counters at the front of the store. A much better view of the shelving and shelf boxes is obtained and the customers are more anxious to examine your stock closely. The very fact that you invite them to examine your stock assures them that you have confidence in your goods, and that the quality is of the best.

As far as possible arrange the stock so that women do not have to go too far back in the store. A stove is usually more attractive at the front than at the back and women pay more attention to the appearance than men do.

All exposed wood should be well finished. Don't use cheap wood. Remember if your store looks like a second hand junk shop, customers will only feel like paying second hand prices. There is as much in a setting of a diamond as there is in the diamond itself.

It is pretty hard to convince a customer his house or his barn needs painting when the only evidence of paint in your own store is what is in the cans on the shelves. How can you induce them to throw away their old lawn mower and buy a new one with ball bearings, which a child can run with ease, how can you induce the farmer to replace his old stump fence with a new locked wire fence which is far more useful and a hundred times more ornamental and how can you expect them to adopt the latest improvements when your own store is an advertisement for everything that is out of date.

No investment which improves the store and facilitates waiting on the trade is excessive.

HOW TO MAKE A CLEARANCE SALE SUCCESSFUL

A clearance sale should gain two results for the merchant. It should clear his shelves of all undesirable goods—or a major portion of them—and it should make new customers for his store. These objects in view, it pays to hold semi-annual clearance sales.

Before a merchant decides upon holding a clearance sale he should be sure he has the goods to deliver. A few odds and ends and antique styles will not make a sale a success even if they are cut in price. It would seem that many merchants believe to the contrary and when their sales do not materialize they wonder why. They spend good money in advertising special bargains that they do not have to deliver. The odds and ends that are desirable are picked up in the first day of the sale and on the second the crowd find nothing but everyday values. Is it any wonder the sale does not last two weeks?

A clearance sale, as its name signifies, is a clearance of odds and ends, broken lines, seasonable goods that will not be seasonable if held any longer, slow moving lines, etc. These lots may be large or small, but usually when bunched together will make a respectable showing. To these the wise merchant adds sufficient other lines to make it an object for the public to buy at that time.

Cut prices is the mighty lever that sets a sale going. Bargains are the fuel that keeps the steam up to running power. The sale goods must be cut in price. How deeply? As slightly as possible, to save the merchant all the profit he can, as deeply as necessary to attract trade. Policy must determine which lots to be sold at a loss, which lots to be sold at cost and which lots are to bear a slight profit. There should always be enough goods sold at a profit, even in a clearance sale, to overbalance the losses.

On the other hand, if there are not genuine and attractive bargains there will be no sale, only a splurge. Besides the lines to be cleared there should always be a number of leaders used during the sale. Any low-priced article of known value will make a good leader. The value should be genuine and moreover it must be such that the cut in price is easily recognized. For instance, any article that usually sells at fifty cents offered at twenty-five will be a good leader in a sale, provided the public know that it has always sold at fifty cents or can easily see that it is worth much more than a quarter. Leaders should be sold at less than cost or at no profit at the best. They are baits with which to catch the public eye—to draw them to the store where they can see the other lines on display.

Display Goods on Tables.

This brings the matter of displaying the goods in the store. There is only one rule for the merchant to follow, and that is, display as many of the cut price goods as possible. They should be spread out on tables and counters where they can easily be seen and handled. The public are rather skeptic about value at a sale, but when they are allowed ample opportunity to examine the goods and compare the prices with former ones their confidence is gained.

The display in the store should extend to the window. Goods advertised in the papers should be shown in the windows even if the window display has to be altered every day. When lots are large enough to permit it a solid window of one line of goods at the one price—if it is a low one—is likely to make the best impression upon the people who see it. But one idea is carried away and that is the low price at which the line is offered.

This part of the sale planned, there remains the advertising. This should be on as extensive a scale as costs will permit. Large newspaper spaces. Large bill board spaces. Large signs on windows and store front. Everything should point to a large sale at a large reduction in price.

Advertising Announcements.

Where a daily paper can be used a page or half page should be taken to announce the sale. This announcement should give the reason for the sale and the extent of it. It should teem with prices—cut prices. Following this on succeeding days smaller spaces can be used where only one or two lines are exploited. These lines must be extraordinary bargains. They should make the people wonder how the merchant can do it. Once get that kind of thing in the public mind and the crowds will come.

On Saturdays, market days and pay days, there is always reason to expect a large influx of customers. On the day preceding these large spaces should be taken and filled with tempting offers.

Besides the papers large dodgers should be printed and circulated throughout town and city and in the country for miles around. The more people that are invited to come to the sale the more will come.

A special sale must be fed constantly. Its course must be carefully followed. If it seems to lag new leaders must be added, fresh inducements must be offered. By carefully keeping up the interest a sale could be extended over many weeks, but in most places two weeks is long enough for the merchant to get the best there is out of a sale. In some localities, especially where there is much country trade, it is policy to extend the sale period to cover a whole month.

The merchant who follows this plan of procedure will succeed in having a profitable sale. The salespeople should be impressed with the importance of selling the clearing lines when possible and in cases of the more undesirable lines a little enthusiasm might be engendered in the mind of the clerk if a small P. M. was put on them.

The requisites for a clearance sale are: 1, bargain lots; 2, leaders; 3, display of goods; 4, advertising; 5, enthusiasm.—Brains.

AUTOMATIC SCREWDRIVER.

A machine for applying screws at the rate of fifty a minute, if necessary, has recently been placed on the market, and consists of a hopper connected by a vertical flexible shaft and tube to the driving mechanism below.

The withdrawal of the bit from each screw as it is driven causes a new screw to drop out of a magazine and fall in line with the bit, and also allows a screw to fall from the hopper into the magazine. The use of the intermediate magazine was found necessary, as the operation of the machine is so rapid that too much time would be wasted in waiting for it to drop from the hopper.

The screws are caused to revolve at the rate of 1,200 revolutions per minute by means of a friction drive so adjusted that the screw stops after it has been driven the required distance.

WINDOW AND INTERIOR DISPLAYS

MOVING DEVICE FOR CHRISTMAS WINDOWS.

Good old Santa and his reindeer are familiar as the central objects in Christmas windows, and it is doubtful if any better one can be devised, or one that can begin to equal him in interest. But the decorator who has been steadily using Santa for this purpose, year after year, may be glad of a suggestion by way of a change. Perhaps not many hardware merchants go in for mechanical contrivances to add to the attractiveness of their holiday windows, but here, is a simple one which some ingenuous good shift man might like to try. It is the form of a toboggan slide and could be used to advantage in connection with a display of skates, sleds, toboggans, snowshoes or other winter sporting goods.

The diagram shows how simple it is.



The Staging.

Two wheels, one higher than the other, connected by a belt to which are attached the brownies on their toboggans. It could be operated by a small motor.

The second illustration shows the staging. The housed background is merely suggestive. A piece of painted canvass with some trees, or simple winter scenery would answer. The mechanical contrivance would be placed behind the hill and adjusted to make it appear that the little fellows were coasting. The hill could be made out of batting, kalsomine and diamond dust. The belt which carries the tobogganers might be covered with cotton to prevent it showing.

Have your local newspaper man write an article drawing attention to the novelty of the window display. It is good news matter for him and good advertising for you.

CALL ATTENTION TO DISPLAY.

One of the largest of the Chicago retailers recently placed a large card in the newspapers calling attention to his windows. The idea is an excellent one. The card stated that it was to the interest of everyone who was at all interested in good goods at low prices to watch the windows, as there were many goods shown there all the time that were not advertised in the newspapers. Attention was also called to the fact that the store devoted a large amount of care and money to the decoration of its windows, and that they were well worth looking at. This is a good idea to put into practice when it is desired to call particular attention to some article or line of goods which you wish to push, or when there is a special sale on. Make the window, the newspaper advertising and the interior of the store all join forces in booming the special event, whatever it may be.

KEEP WINDOWS CLEAN.

A walk through the principal streets of any big city will bring to view a surprising number of stores whose windows are by no means as bright as they should be. Some of them would pass all right at a casual inspection, and others seemed just a little bit dingy at the first glance. In some cases the dealer had arranged an excellent and attractive window display, the value of which was entirely lost by the fact that the dull window made the goods look anything but fresh as they appeared through the glass.

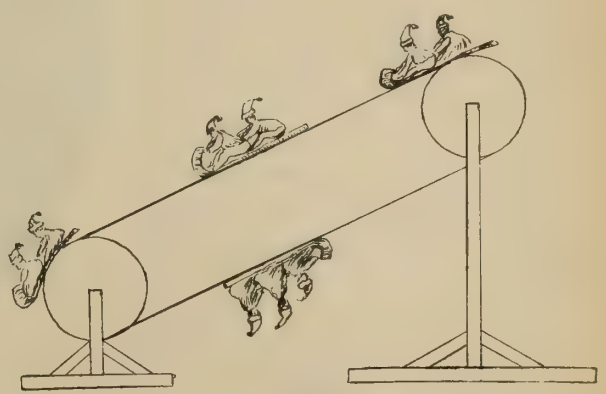
PRIZES FOR XMAS DISPLAYS.

Last year Hardware and Metal awarded prizes for the three best displays made during the Xmas season. This year we will give five prizes, but the displays must be of goods sold in hardware stores and suitable for Christmas presents, such as silverware, razors, cutlery, sporting or house furnishing goods, hardware specialties, etc. The prizes are:—

1st prize. $6 00
2nd prize. 4 00
3rd, 4th and 5th, a year's subscription to Hardware and Metal.

All protographs of displays must be mailed to us not later than December 31, 1906, and they should be accompanied by a short description of how the display was constructed, the display artist's name and, if possible, samples of the Christmas advertisements in the local papers backing up the window display advertising.

In addition to the above we offer a special prize of a handsome fountain pen for the best Xmas advertisement in a local paper pushing the goods shown in the window displays.



The Slide.

NEGLECT MEANS LOSS.

The attractively arranged window display will bring trade, no matter what sort of a town you happen to be doing business in. Show the people that you're up to date in your methods and that you've got the goods in your store. The show windows cannot be neglected nowadays without loss of business and prestige.

BANQUET TO MR. C. C. BALLANTYNE

If sincere and ardent appreciation is a reward for conscientious performance of a heavy task, then C. C. Ballantyne, ex-president of the Canadian Manufacturers Association, should consider himself amply repaid for the successful manner in which he discharged the duties of his high office. This appreciation found its expression in a splendid banquet given by the association in honor of its retiring president, in the Canada Club, Montreal, Tuesday night of this week.

Rarely in the history of Canada's business life, has such a large and influential body of men gathered for such a purpose. Over two hundred representative manufacturers, many of whom had come from distant parts of the country, sat down at the tables. J. S. N. Dougall, chairman of the Montreal branch of the association, presided and with him at the head table were: Hon. R. Lemieux, Hon. L. Gouin, Hon. J. D. Rolland, F. D. Monk, M.P., H. B. Ames M.P., H. A. Ekers, (Mayor), C. C. Ballantyne, R. Munro, Lloyd Harris, (Brantford), the Ontario vice-president of the association; G. A. Vandry, the Quebec vice-president; F. H. Mathewson, president of the Montreal Board of Trade; A. V. Roy, of the Chambre de Commerce; J. J. McGill and R. S. White.

After the king's health had been disposed of in the conventional style. Mr. Dougall arose to propose the guest of the evening. He traced Mr. Ballantyne's career from an office boy to one of the leading manufacturers in the country, and, in referring to his presidency of the Canadian Manufacturers' Association, declared that he was a man whose office had not so dignified him as he his office.

Mr. Ballantyne, when he rose to respond, was greeted with a tumultuous reception, he said that he looked upon the banquet not so much as a personal tribute to him as a tribute to the great national work the association had done in the past and as an earnest of their determination to do equally good work in the future. He proceeded: 'If there is any one principle which the association has stood for, and which during my term of office I am endeavoring to emphasize, it is the fact that we should encourage in Canada a broad Canadian citizenship, hand in hand with hearty national sentiment. It has been one of the pleasant features of our work that we have accomplished a great deal in this direction through the annual excursions, which have now come to be looked on both educational and enjoyable.

"What has been accomplished in the way of uniting the scattered provinces of our great country and establishing a community of interests between business men in every portion of it, to say nothing of the strong imperial sentiment which radiates beyond our own shores, may never be fully put into words; but it is enough to say that at a time when Canada needed self-reliance, when her people had wearied themselves of looking to Washington for commercial favors. this association rose above the difficulties of the hour, and has instilled into its own members and the Canadian people as a whole, those principles which have done so much to make us what we are to-day. I can never express to you the appreciation which I feel for the expressions of good-will so heartily extended to me in laying down the reins of office.

Policy of Protection.

"Criticism, both favorable and unfavorable, comes to all men in public positions, but I must say that the members of this association, as well as all others with whom I came in contact during my term of office, have been exceedingly generous to me in this regard. During the entire period, I have learned of only one criticism which might be called 'unfriendly,' and I think it well on this occasion to vindicate my position. Shortly after the publication of my annual address, which was delivered at Winnipeg. two or three leading news-



C. C. BALLANTYNE, Montreal.
Ex-President of the Canadian Manufacturers' Association.

papers, in as many of our large cities, took advantage of the statements which I made there to create in their own minds a great gulf between the manufacturing and farming interests of this country. Thorough protection was declared to be a boomerang, and the sentiment for a strong Canadian policy which exists throughout this country was called a 'bluff.' My statement that both political parties in Canada were 'Protectionists' was also stoutly denied.

"Now, I wish to state that I shall not enter into any argument on the subject of protection to-night, and further, that anything which I shall say has no political significance whatsoever. In my Winnipeg speech, I stated facts to show the absolute necessity of protection in Canada at the present time—its value to the Canadian farmer in building up a great home market; its value to the Canadian workingman in his competition with the cheaper labor of other countries; its value to the Canadian consumer in securing lower prices on the commodities of life, because of the fact that we have these industries at our own doors, and its value to the Canadian people as a whole in developing every resource which providence has bestowed on us, and providing diversified work and opportunities at home for our sons and daughters. On these four important planks my argument stands. I have nothing to retract; in fact, every day convinces me more fully of the soundness and safety of the policy of thorough protection for every Canadian industry, whether it be farming, fishing, lumbering, mining or manufacturing.

"A statement has also been made by one of the newspapers referred to that the Canadian Manufacturers' Association is demanding a tariff of 75 per cent. or 100 per cent. This statement, as you know, is absolutely untrue. We have a tariff in Canada to-day which averages about sixteen per cent. We have asked for a revision, not only in our own interests, but for the good of all concerned. This association has never adopted any expression of opinion which would indicate that we favored a tariff as high as 75 per cent. or 100 per cent. What we want is a careful adjustment on a business basis from a national standpoint, introducing the same sound business principles into the administration of Canadian affairs that the sensible business man would use in the development of a growing industry.

Tariff Revision.

"With regard to the coming revision I have nothing to say, except that I believe that the Parliament of Canada will act wisely and well. Anyone who is familiar with the commercial development of Canada, and who takes a broad outlook on the future, will know that now is the critical period when our tariff must be strengthened and our industries defended. As a business man, I cannot understand how anyone having a comprehensive knowledge of Canadian conditions can advocate a lowering of the tariff as being in the best interests of this country. I repeat that nothing could be more detrimental to us as a nation at the present time than a reduction in our present tariff.

"I have said nothing with regard to the Imperial policy of the association, and it may be well to restate the position on this great question which we have taken, and have so often confirmed. Our policy is simple and clear; we wish to manufacture everything in Canada that can reasonably be made here, and to buy as far as possible our surplus requirements from British sources. In other words, we want a higher tariff against our foreign competitors and an equalizing tariff with

Great Britain. We have plainly stated what we mean by an 'equalizing tariff,' namely, that Canadian manufacturers and workingmen should have a sufficiently high duty to offset the lower cost of production in Great Britain; so that the Canadian ,when competing with the British manufacturer, will at least be on a equal footing. This is the policy which is designed first of all to build up our own Canadian industries, and at the same time to strengthen by material ties the strong bond between the Mother Country and ourselves.

"It is gratifying to all Canadians, I am sure, to know that our imports of manufactured goods from Great Britain this year have increased more proportionately than imports from the United States. British imports show an increase of thirteen per cent., against United States increase of eight per cent. The total figures, however, show that the United States manufacturer still exports to this country nearly three times as much as we buy from Great Britain. Any lowering of our tariff would mean that the British manufacturer would export less to Canada, and the foreign manufacturer more."

Concluding, Mr. Ballantyne said: "If in closing I have one message to give you, it is the call for a broad Canadian citizenship. We have successfully passed the early stages of our development. The task before us of developing this great country will not permit of strife on factions; we must have strong national co-operation if we would accomplish what is given us to do. The life of this great association must be woven into our national development; national conditions must be studied even more closely; national difficulties must be faced and overcome; progressive movement, whether commercial, social or educational, must be sustained, and through all our work 'Canada and her ultimate highest success' must be our one prevailing aim."

Hon. J. D. Rolland proposed the next toast, "The Dominion Government," and referred to the expected change in tariff at the coming session of Parliament.

Hon. Rodolphe Lemieux, who responded, appealed strongly for a national rather than a provincial sentiment in Canada. At the conclusion of an eloquent address, he, as the representative of the Cabinet said, that, at the next session, the Government would "Work out for the Canadian people, a sound, strong and wise fiscal policy." A statement that was received with cheers.

F. D. Monk, M.P., also acknowledged the toast in a humorous speech. He closed with a warm tribute to Mr. Ballantyne, declaring that in spite of his great success, he was still the same modest gentleman he had always been.

Col. Burland, in proposing "Provincial Legislatures," spoke of the need for technical schools, and from these remarks, Premier Gouin, took his cue in his reply. He stated the determination of the Quebec Government to seriously undertake this work, and he called for the co-operation of the manufacturers and the public.

G. W. Stephens, M.L.A., also responded briefly to this toast.

"Montreal and Its Commerce," was proposed by Lloyd Harris and responded to by Mayor Ekers, who praised the financial condition of the city, and deplored the indifference of English-Canadians to municipal affairs.

F. H. Mathewson responded for the Board of Trade, A. V. Rov. for the Chambre de Commerce, and R. S. White, in his capacity as Collector of Customs.

The toast of "The Chairman," brought the banquet to a close.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

WESTERN DEALER HAS NERVE.

L. F. Sherrin of Holland, Man., is one of several progressive hardware dealers in the West, who are making a serious and determined effort this fall to grapple with the long credit problem. In an advertisement which ran in his local paper during the month of October, he announced to his customers his determination to close his books absolutely from November 1st to April 1st, and in a few plain, business-like words he explained his reasons for this step. A little later when Mr. Sherrin has given the experiment a fair trial Hardware and Metal hopes to be able to report the measure of success which has attended his efforts. There can be no doubt that Mr. Sherrin and others who are inaugurating this policy, can carry it out if they are entering into it with sufficient determination. There are three requirements which are absolutely necessary in order to deal successfully with the credit evil in the West and these are backbone, more backbone and still more backbone.

Advantages of Organization.

A large and prosperous retail hardware firm in a thriving western town have written to J. E. McRobie to the effect that they appreciate the indirect advantages which they derive as members of a strong Retail Hardware Association, and also that their membership in the association has been worth many dollars to them in actual cold cash through the better understanding which they now have with their opposition. This better understanding is the direct result of meeting business rivals in the local and general association meetings. There can be little doubt that this experience has been that of many other members of the association throughout the West, but it is only once in a long time that members speak a good word for their association. They let the secretary know when things go wrong but they seldom think it worth while to mention when things go right.

Unbusinesslike Business Methods.

Only a very few hardware dealers will deny that the Western Association has been of direct benefit to them and all who can see a few inches past their own noses will acknowledge the immense indirect benefit to the retail hardware trade in having some organization to protect their interests and to speak for retail hardware men as a body in dealing with the other branches of the trade. All this goes without saying but sometimes the members forget that the Association must be financed from their fees and that it cannot live on nothing. There are expenses in connection with to spend so much of his time in efforts and these expenses must be paid. It is not right that the secretary should have to spend so much of his time in efforts to collect the membership fees. If membership in the Association is worth anything it is worth at least 20 cents per week. And the annual fee of $10 should be paid as soon as a notification is sent by the secretary to the effect that it is due. The business-like hardware men of the West believe in their Association, but many of them in very unbusinesslike manner neglect to attend to the payment of their membership fees. Some day the writer, in collaboration with Mr. McRobie, intends to write an article for this department on "The Unbusinesslike Methods of Business Men."

MRS. HUMPHRIES DEAD.

Friends of A. W. Humphries, Parkhill, president of the Ontario Retail Hardware Association, will sympathize with him in the loss of his wife, who died in St. Joseph's Hospital, London, on Thursday, after undergoing a serious operation. Mrs. Humphries has been an invalid for a long time, and it was a heavy sacrifice for Mr. Humphries to make, to be absent from home on association business. At the time of the last convention, Mr. Humphries stated that it would be necessary for him to dispose of his business in Parkhill and remove elsewhere, in order to help his wife to regain her health. The funeral takes place in Parkhill to-day (Saturday).

Mrs. Peart, the young wife of J. Walton Peart, of the St. Mary's Hardware Co., is recovering from her recent attack of typhoid fever. She suffered a relapse, and after six weeks still has the fever, but strong hopes are held for her recovery.

Vice-President Scott, Mt. Forest, and executive officer D. Brocklebank, Arthur, have been kept busy recently with a very active business and a shortage of help owing to clerks leaving for Western Canada and Ontario cities.

HARDWARE AND METAL

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HARDWARE MEN IN MUNICIPAL POLITICS.

In a recent issue we commenced a series of sketches of hardware men in Western Canada, who are giving evidence of public spirit by serving their fellow citizens, either as Mayor of their town, or in some important office in connection with their local Board of Trade. The object of this series is to give the business men of Canada a few examples of leading business men in the West, who are able, while leading the strenuous and successful business life, to find time for public duties.

That our towns and municipalities require the services of business men in the conducting of their affairs, goes without saying, and it is usually the ease that the live, successful hardware merchant, is the best business man in every town. Consequently, it is to the hardware men that most of our towns and cities must look for the best business candidates.

Western Canada is particularly fortunate in the number of business men who have been induced to take an active part in municipal life, and of these, a good proportion are hardware merchants.

There seems to be little doubt that the next Mayor of Winnipeg, will be Jas. H. Ashdown, the millionaire hardware merchant; in fact, his election by acclamation is considered not unlikely. It is to be hoped that many other hardware merchants will follow the worthy example of Mr. Ashdown, and consent to some slight sacrifice of their business interests in order to advance the general interests of their municipalities. Generally speaking, the successful hardware merchant is the man in every town best qualified to be its Mayor.

UNIFORM FREIGHT RATES.

Every year at about this period there is great activity in the warehouses of wholesale establishments, due largely to the general desire to make as many shipments as possible before the close of navigation. There are numerous lake and river ports which are more easily and speedily reached by water than by rail; some of which can only be reached conveniently by water. Transportation by rail is made difficult by the lack of sufficient freight cars. The principal cause of the unwonted shipping activity winter freight rates come into force on the railways and are considerably higher than the summer freight rates.

Why should there be a difference in the rates for the two seasons? Certainly with conditions such as they are to-day one would not think it necessary that there should be any difference. True, the railway companies may have greater difficulties to contend with from fall to spring, but they don't justify an advance of 20 per cent. to 25 per cent.

The practice is an old one and conditions are greatly changed since it was inaugurated. Business men do not feel that they are being fairly dealt with by the railways.

HIGHER DUTIES ON ZINC.

British Columbia zinc mine owners are forwarding a petition to Finance Minister Fielding, asking that certain changes be effected in the tariff for the benefit of the zinc industry in Canada. It is asked that galvanized barb wire, brass blocks, wire (galvanized) and spelter blocks, pigs, sheets, etc., now admitted free, be subject to a tariff of 25 per cent., that the present tariff on zinc white, 5 per cent., be increased to 30 per cent.; that the tariff on galvanized plates, now 5 per cent. be increased to 25 per cent.; that the tariff on galvanized tubing, now 15 per cent., be increased to 20 per cent., and that the 25 per cent. tariff on zinc manufactured of N. E. S., be increased to 35 per cent.

The petition briefly sets forth the grounds of these demands and refers the tariff commissioners to the report of the zinc commission for confirmation of the statements made and fuller discussion of the various phases of the subject. It is urged that the protection asked for will aid in the development of a great zinc industry in British Columbia, and will mean the employment of a great deal of highly paid labor, directly and indirectly; besides giving a splendid impetus to the development of the mines of the Slocan and Ainsworth districts and providing another substantial market for the coal product of the Crow's Nest Pass.

It is doubtful, however, if the Government will make the heavy advances asked, at this session of Parliament, as they are being criticised considerably for establishing the 35 per cent. tariff on white lead a year ago, before the lead corroders were in a position to supply the demands of the country. There is, in fact, quite a feeling amongst paint manufacturers on this matter, they having had to import large quantities of white lead from England, in spite of the high duty.

TARIFFS AND COMMISSIONS.

The United States government is sending a commission of experts to Germany to arrange terms by which the States will enjoy the minimum German tariff. Next to Great Britain, Germany is the United States largest customer. Trade between the two countries last year totalled nearly $370,000,000 of which the States sold nearly $235,000,000.

Less than a year ago Germany enacted a tariff law which provides for two rates of duty, one a general rate and the other a conventional rate, which is enjoyed by those countries with which Germany enters into commercial agreements. Upon representations made by the American government the time for the higher rates of duty to become operative against American importations was postponed until July 1, 1907, and in turn the President extended to German importers, the provisions of section three of the Dingley law.

Large American exporters to Germany have been stirring themselves to hasten government action which would prevent the operation of the maximum tariff against American goods next July. Germany's complaint against the United States tariff is in regard to rules and regulations rather than the weight of duty and no doubt is entertained that the commission will be successful.

Canada's trade relations with Germany are on a different basis. Since the absorption of Great Britain several years ago of the favored nation treaty according to Germany equal rights with the Mother Country in colonial mark-

ets, the Fatherland has been distinctly unfriendly. Of course the new maximum tariff is imposed against us. Before the unpleasantness arose the trade was increasing gaily, eight millions in 1901, thirteen millions in 1902, fourteen millions in 1903 Last year it was down to seven millions.

Germany has got the most of it. In 1903 our imports from Germany were over twelve millions and our exports thither just above two millions. Last year our imports were over six and a half millions and our exports eleven hundred thousand German trade lost nearly six millions; Canadian less than a million. There have been indications that trade interests would like to recover the lost ground. Germany's total importations are over a billion five hundred millions. Canada wants a share of it and is not likely to stand in its own light. We must, however, maintain our right to give whole British preference we please without consulting our foreign customers.

Parliament sits on Nov. 22 to give us a new tariff Mr. Fielding has promised it will be of the latest fashion, with minimum, maximum and general schedules. Doubtless the maximum will be imposed against American goods in view of the high American tarff against us. When Uncle Sam gets busy to save his trade with us, in 1905, a hundred and fifty-five millions, we may witness the interesting development of a tariff commission coming our way.

SCHOOL EQUIPMENT.

Many hardware merchants are probable not aware that the Educational Department of the Province of Ontario lays down a list of the equipments required by each school under the jurisdiction of the Department. The following is the minimum equipment necessary and if any dealer can discover that any schools in his district are deficient in any particular, the matter should be brought to the attention of the School Board, and an order solicited for such articles as can be supplied through a hardware store.

A globe, not less than nine inches in diameter and properly mounted; a map of the hemispheres; a map of each continent; a map of Canada; a map of Ontario; a map of the county (if a suitable one is published); a map of the British Empire; a map of the British Isles; an atlas or a gazateer; a standard dictionary for each class room (with English pronounciations); a numeral frame (or an adequate supply of loose cubes); a good clock for each class room, kept in good condition; a set of mensuration surface forms and geometrical solids; a blackboard set for each class room (one protractor, 15 1-2 inches; triangle, 24 inches; a pair of compasses, two pointers, a graduated straight edge); a pair of scales, with weights, to weigh from half-ounce to ten pounds; a set for measure of capacity (pint, quart, gallon); a set for square and cubic measures; a school library of the minimum value of $20.00 for each teacher employed, increased annually after December, 1907, by at least $10.00 until the value for each teacher employed reaches $100.00. A suitable book case shall also be provided.

THE METAL SITUATION.

Pig iron is much stiffer than at the same period last week, although prices have not actually changed. The demand continues as active as before, and higher figures in the near future may be anticipated. There is very little stock in the chief metal centres of the country. One of the largest Montreal firms sold all their pig iron from the wharf (amounting to 250 tons) to one consumer, this week, thus leaving them only their warehouse stock with which to meet current demands for iron.

Pig lead is still soaring, an advance of ten cents per hundred pounds is the latest development, and prices now quoted by the metal merchants are from $5.35 to $5.45. Prominent dealers state that there is every likelihood of exceeding even these figures when winter rates come into force. Copper continues firm and scarce, many producers being sold out for several months ahead.

Cold rolled shafting has stiffened, and it is expected that, in keeping with the tone of primary markets, this product will shortly command higher prices.

Black sheets are very firm. At time of writing, one large importing firm has already advanced prices approximately ten cents, and, judging from the reports of producers this will have to be generally followed almost immediately. Market conditions certainly justify the advance.

Galvanized iron shows just the same conditions as were apparent last week. Dealers are still averse to making contracts, as prices are now in abeyance. When the new quotations are issued it is expected that a material advance will be shown, even over the recently revised figures.

Purchasers of sheet lead are experiencing difficulty in having their specifications filled promptly. There is a decided shortage in this market, and, in view of the price of pig lead, it would not be surprising to see another jump in sheets.

CANADA'S TRADE WITH FRANCE.

Canada's trade with France is not what it ought to be and might be made. The Dominion government pays a considerable subsidy for a direct line of steamships between Canada and France. The Department of Trade and Commerce maintains a Canadian Commercial Agent at Paris. The British Chamber of Commerce in Paris has established a Canadian branch. The economic, journal France-Canada of Montreal has recently opened an office in Paris.

All these things indicate an awakening of interest in Franco-Canadian trade but Canada does not appear to be reaping any of the fruits as yet. The volume of trade is increasing but according to the latest returns issued Canada's share grows smaller and France's larger.

The total trade with France in 1901 was $7,084,000; Canada buying $5,503,000 and selling $1,581,000. Last year the total trade was $8,712,000; Canada buying $7.201,000 and selling $1,511,000. That means an increase in Canada's purchases of $1,700,000 and a decrease in her sales of $70,000.

France's total importations for consumption in 1904 were about $750,000,000. Her purchases in Canada were a little over a million and a half. One article, canned lobster, composed considerably more than half the total. In the evidences of awakening interest and the wide room for expansion there is hope for a great development in the Franco-Canadian trade especially from this end.

IT CIRCULATES EVERYWHERE.

"I have noticed," said W. H. Evans, of the Canada Paint Company, to a Hardware and Metal man, the other day, "that your paper boasts of circulating everywhere in Canada. Here is something that helps to substantiate that claim," and, from a pile of letters and orders he produced a page from a recent issue of Hardware and Metal, containing the advertisement of the Canada Paint Company, a la Roosevelt. It had been sent in by J. C. Pendry, manager of the British-American Paint Company, Vancouver, B.C., and, in a corner of the page, above Mr. Pendry's initials, was the comment, "Very good, Mr. Evans."

HELPS OUT DELIVERY SERVICE.

A Brooklyn firm last Christmas gave a premium to customers who carried away the parcels of goods purchased. The premium was a specially designed card puzzle, showing a lot of delivery waggons having to make trips over a labyrinth of routes. If the delivery service can be made lighter, it helps considerably, but it isn't good policy to ask customers to carry parcels unless some inducement is offered.

HARDWARE TRADE GOSSIP

Ontario.

Geo. Stephens & Co., hardware merchants, Chatham, have dissolved partnership.

W. R. Hobbs, Toronto, president of the Consolidated Plate Glass Co., is on a business trip to Winnipeg.

Wm. Barker, hardware merchant, of Georgetown, called on the wholesale hardware trade in Toronto this week.

L. Mahen, Penetang, Ont., is starting a hardware store, and was in Toronto selecting his stock on Thursday.

J. C. Chalmers, hardware merchant, St. Marys, Ont., was a visitor in Toronto this week calling on the wholesale trade.

C. S. Rollston, Vancouver, patentee of a useful clothes line pulley, was a caller on Hardware and Metal, in Toronto, on Monday.

Mr. Stavert, Montreal, Canadian representive of genuine Jenkins valves, called on Hardware and Metal in Toronto a few days ago.

A. G. MacLean, Ottawa, manager of the Canadian Turpentine Co. of that city, was married a week ago to Miss Young, of Almonte.

Mr. Parr, father of Parr Bros., hardware merchants, Blackstock, Ont., was in Toronto this week calling on the wholesale hardware trade.

C. C. Ballantyne, ex-president of the Canadian Manufacturers' Association, will be a guest of the Canadian Club at a banquet, to be held in Cornwall, Nov. 29. He will speak on "Canada's Future."

Knyvett Naftel, formerly with N. D. Rougvie, Goderich, and later with J. B. Hawkins, has gone to Drayton, Ont., where he has a position. Mr. Naftel was for some time with the S.W.P. people, at Los Angeles, Cal.

The Warren Sporting Goods dealers, are now doing business at their new premises, 101 King street west, Toronto. They will also carry a stock of shelf hardware, which will be placed as soon as shelving can be procured from Cameron & Campbell, whose factory is rushed with orders.

J. J. Whalen, Vancouver, and H. H. Eager, Winnipeg, traveling representatives of the Sherwin-Williams Co., in British Columbia and Saskatchewan, were callers at the Toronto office of Hardware and Metal, on Monday. They went west on Wednesday with the other western representatives of the S.W.P.

As a result of the vote at Goderich, Saturday, on the by-laws to aid two new industries, the Goderich Wheel Rigs Co. will construct a two-storey factory 60 x 300. This will be a duplicate of the plant of the Lloyd Mfg. Co., of Minneapolis, and will make baby carriages, go-carts and rattan goods. Plant will cost $150,000.

J. B. Hawkins, of the Electro Surgical Instrument Co., Rochester, N.Y., spent Sunday last at his home in Goderich, and at the auction sale of the Blake properties there on Monday, invested $735.00 in a lot on Montreal street, a few yards from the square, a purchase which will no doubt make a little money for J. B.

Last Saturday evening, J. C. Nicholson, manager of the Toronto branch of the Canadian Rubber Co, was presented by the Toronto staff and a few friends with a solid gold watch and locket engraved. Mr. Nicholson is leaving Toronto to take a position as manager of the rubber goods department at the company's head office at Montreal.

Western Canada.

The hardware firm of Lennox & Butt, Winnipeg, will in future be carried on by E. Lennox.

Marshall & Wetlaufer, hardware merchants, Lemberg, Sask., have moved into their new cement block store.

H. T. Kirk, New Westminster, and Hodson & Stearman, Vancouver, are two B.C. hardware firms winning a reputation for their excellent window displays.

Mr. Atkins, of Atkins & Griffin, hardware merchants, Shoel Lake, Man., has purchased the hardware business of Nichols & Renouf, Victoria, and will make extensive improvements in the store building. The Shoel Lake business will continue under the same management.

Quebec.

Victor Leger, hardware dealer, of Vallevfield, paid a business visit to Montreal this week.

D. T. Creswell, general merchant of Martintown, Ont., called on the Montreal wholesalers this week.

Geo. Higginson of Calumet, visited Montreal on Wednesday, to purchase supplies for his saw and grist mill.

George Caverhill, of Caverhill Learmont & Co., Montreal, has returned from a visit in the Eastern States.

O. Pauze, of O. Pauze & Co., hardware dealers and grocers, L'Epiphanie, was in Montreal during the past week.

G. S. James, of James & Reid, hardware dealers, Perth, Ont., called on the Montreal jobbing trade, last Wednesday.

Thos. Dallaire, general merchant, of Ste. Marie, was among the out-of-town hardware buyers noticed in Montreal this week.

E. K. Spinney, wholesale hardware dealer, of Yarmouth, called at the Montreal office of Hardware and Metal, on Wednesday.

Mr. Boxall, of Boxall & Matthie, dealers in stoves and tinware, Lindsay, was a recent visitor at the Montreal supply houses.

The Williams Gauge Company, Pittsburg, whose Canadian headquarters are in Montreal, have opened a branch office at 64 Wellington street west, Toronto.

The C.P.R. have placed an order for half a million Barclay Nut Locks, with the J. A. Young Company of Montreal. This quantity will be sufficient to equip 250 miles of track.

W. Beverly Robinson, metal importer of Montreal, will sail for the Old Country on the 24th inst. While there, he will consult his principals regarding the Canadian business.

H. Austin, Liverpool manager of George Scott & Son, manufacturing chemical engineers, London, was in Montreal this week and last, making his headquarters with the firm's Canadian representative, J. A. De Cew.

J. C. Nicholson, who has been connected with the Canadian Rubber Company in the West for over fifteen years, has been transferred to the Head Office in Montreal, and will now have jurisdiction over the general rubber goods division of the company.

SEASONABLE WINDOW DISPLAYS.

At Christmas time every hardware merchant is puzzled to know what sort of a display to put in his windows that will be attractive to the general public, and at the same time sell goods. There are so many different lines to be brought before the public that the window should be trimmed with different goods every two or three days or the windows rearranged as the change catches the passers eye.

We would suggest that one window be devoted to the display of chafing dishes, trays, tea pot stands, coffee machines, tea and coffee pots, plated spoons, forks, and bread knives. A background should be built and covered with some black material to which attach trays, tea pot stands, plated spoons, and forks, ladles and chafing dishes. Then on the floor of the window spread some light bunting. Don't stretch it tight but leave it wavy. Arrange chafing dishs, coffee machines, etc., artistically on the bunting, putting small ware in between larger articles in order to take the bare effect from the window, when you have finished this go on the side walk and look it over. You will no doubt find a few errors which can be easily rectified.

Next you might tackle a stove window, which is the least attractive of all displays in the hardware line, unless special care is used in the arrangement. First drape the sides and back of window nicely with some colored material. A flat black painted surface for the bottom of the window makes a nice contrast, then fill the background in with dish mops, pot cleaners, stove brushes and flue stops. At the ends arrange kitchen knives, bake boards, flour bins, etc., these articles add life to an otherwise dry exhibit. One steel range, one cook stove, and one heater, with oil stoves and heaters, and many other articles of use about the culinary department of the household might be arranged between the stoves and in the foreground. Place a row of flue stops and dampers next the plate glass and on the range and cook stove place tea kettles, double boilers, stew pans and other cooking utensils.

A Chicago store last Christmas gave employes of more than a year's standing a $5 gold piece.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Linseed Oil—1c. advance.
Benzine—Now 25c. in barrels.
Pig Lead—Another advance of 10 cents.
Jenkins Valves—Now 32½ per cent.
American Steel Sheets—Have gone up.
Black Sheets—Advanced 10c. by some jobbers

TORONTO.

Linseed Oil—Advanced one cent.
Mixed Paints—S.W.P. advanced 5 cents.
Plated Ware—American lines advanced.
Copper and Nickel ware—Now 30 per cent.
Wringers—Advance on Royal Canadian.
Iron Beds—Advanced 5 per cent.
Brass Beds—Will advance.
Galvanized Sheets—Apollo 5c. higher.
American Coil Chain—10c. per cut higher.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Nov. 16, 1906.

Outside of the fact that prices are stiffening all around, there is little to say this week. Business remains very active, and, as is the case in every other branch of the trade, there is a tremendous rush to get goods away before the boats stop running. The lower river boats will be off the route next week.

Jobbers still find the greatest difficulty in shipping orders complete, according to specifications. The scarcity in many lines of manufactured goods has not abated, so that it is often impossible to send all the articles ordered by customers.

AXES. — We quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES. — The usual business is being done in this line. We still quote: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS.—The advance recently made is being well held. Our figures are: "Prism" globes, $1.20; Cold blast, $6.50; No. 0, Safety, $4.00.

COW TIES AND STALL FIXTURES — We still quote: Cow ties discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS.—The snow coming, even though the fall was very light, has given impetus to the demand for this line. We quote: Back straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS. — Discounts, as recently amended, still rule the market. We still quote: Best iron rivets, section, carriage, and wagon box black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 27½ per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 15 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—We still quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Our discounts remain as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.: Felisterhead, iron, 30 per cent.. Felisterhead, brass, 25 per cent.

BOLTS AND NUTS. — Conditions are unchanged. Discounts still remain as follows: Carriage bolts, 3-8 and under 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—A brisk trade is being carried on. Discounts are C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS.—The scarcity is not so pronounced this week, and sizes are now obtainable which last week were off the market. The price is still held at $2.20 per keg base, f.o.b. Montreal.

CUT NAILS—Prices are unchanged, at $2.20 per keg base, f.o.b. Montreal.

HORSESHOES.—The quotations are: P. B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs extra.

BUILDING PAPER. — Business is quite large, dealers having sent in large orders in anticipation of the Winter demand. No change in price is reported.

CEMENT AND FIREBRICK.—Firebrick is scarce, and those dealers who have stocks on hand, have no difficulty in placing large quantities. We quote: "Lehigh" Portland in wood, $2.54, in cotton sacks, $2.39; in paper sacks, $2.31. Lafarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Shipments are large, and the heavy demand is keeping stocks very light. The following prices are firm: 5-16 in., $4.30; 3-8 inch $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT.—Prices continue the same as at our last report. We quote: Shot, packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION — Quotations remain: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Nov 16, 1906.

Very few advances are being made this week. The principal one being copper and copperbottom boilers, kettles, teapots, etc. Subject to a 30 per cent. discount instead of 40 per cent. as before.

The advance of 5 per cent on English nickel plated cutlery has not as yet effected the Canadian made lines. The demand has been just as keen, case carvers and table cutlery being particularly so, razors are also having quite a call.

The shipping of Christmas goods still goes merrily on as the remarkably open fall has given the wholesale houses time to catch up with their orders before the close of navigation.

Nails remain firm at $2.10 base but it is predicted that they will far exceed that price before long. The sale of the Ontario Lead and Wire Co.'s wire nail plant to the Ontario Tack Co. is an important move towards eliminating the price cutting which has been the feature of this line for a long time.

Revisions of our discounts on bolts and screws are also made this week.

An advance of 10 cents per cwt. has been made on American coil chain. Owing to the great scarcity of raw material and the large demand at the present time for chain.

Iron beds have been advanced 5 per cent. and it is certain that brass beds will also experience an advance shortly.

AXES AND HANDLES.—Large shipments are still being made to districts where the close of navigation encourages shipments.

CUTLERY AND SILVERWARE.—The demand for case carvers is particularly large as are also razors and penknives.

SPORTING GOODS.—All winter lines such as snow shoes, skates, hockey sticks, etc., have a great demand. Orders for shooting material have fallen off as the season is practically over.

CHAIN—We continue to quote: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

RIVETS AND BURRS.—Copper rivets remain as quoted last week, 27½ per cent. and copper burrs, 15 per cent.

SCREWS.—Coach screws, curve-point are subject to a 5 per cent. raise.

BOLTS AND NUTS.—Stocks are being rapidly repleted with prices the same as quoted.

TOOLS.—Trade not so brisk as weather is unfavorable for outside work.

SHOVELS.—Demand is brisk, particularly snow shovels, which are selling rapidly.

LANTERNS—Cold blast are still selling at $6.50 per doz., large shipments still the order of the day.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote: 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING — Barb and plain twist fencing, galvanized and coiled spring wire are all firm at the advanced prices.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS.—Market still very firm, as quoted, $2.10 base with no rebate.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—The demand is still very great and large shipments are made every day, particularly to the northern districts.

STABLE FITTINGS—This line is being included in most sorting orders and cow ties are in good demand.

BUILDING PAPER—Trade is brisk and shipments large.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30; American low-grade, $23 to $25; high-grade, $27.50 to $35.

HIDES, WOOL AND FURS.—Wool is slightly lower. Country hides are 1-4 c. better. Lambskins, horse hides and rendered tallow are advanced.

Hides, inspected, cows and steers, No. 1	0 11½
" " " " No. 2	0 10½
Country hides, flat, per lb., cured	0 10½
Calf skins, No. 1, city	0 12
" " No. 1, country	0 11
Lamb skins	0 70 1 00
Horse hides, No. 1	3 50 3 75
Rendered tallow, per lb.	0 05½ 0 05¾
Pulled wools, super, per lb.	0 25
" " extra	0 27
Wool, unwashed fleece	0 15
" washed fleece	0 24 0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red	....	3 00
" cross	3 00	5 00
Lynx	....	5 50
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 00
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long striped	....	0 50
Marten	3 50	20 00
Muskrat, fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 15

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 16, 1906.

As has been customary for a long time, the only changes which we have to report this week, are advances. The only ones which have been made very generally, have been in pig lead and steel sheets. The former metal has again gone up 10 cents per hundred pounds, and even this does not include winter rates. When these come into force,—and that will probably be next week—still higher figures will be seen.

Some dealers have raised their price on black sheets, about ten cents per hundred pounds, in all gauges, but this has not been unanimously followed as yet. Other lines are very steady, with no weakness in sight.

COPPER—Last week's prices are still firm, and we quote: Ingot copper, 24c. to 24½c.; sheet copper, base sizes, 31c.

INGOT TIN—Unchanged conditions prevail. We still give the following price: 46 to 46½c. per lb.

ZINC SPELTER—No new developments have transpired. We continue to quote: $7 to $7.25 per hundred pounds.

ANTIMONY—We continue to quote 27½c. to 28c. per lb.

PIG IRON—Prices are unchanged, but conditions are firmer. We quote as follows: Londonderry, $23; Carron, No. 1, $24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES—We still quote: British and American tubes, 1¼ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's best, 11c. to 11½c.

GALVANIZED IRON—Market conditions remain firm as ever. Indeed, conditions are such that one large importing house have been advised by their principals, to discontinue selling until they are in receipt of further instructions. We quote: Queen's Head 28 gauge, $4.50 to $4.75; 26 gauge, $4.35; 22 to 24 gauge, $3.80; 16 to 20 gauge, $3.65; Apollo, 28 gauge, $4.25 to $4.50; 26 gauge, $4.10; 22 and 24 gauge, $3.55; 16 to 20 gauge, $3.40; Comet 28 gauge, $4.35 to $4.60; 26 gauge $4.20 to $4.45; 22 and 24 gauge, $3.65 to $3.90; 16 to 20 gauge, $3.50 to $3.75; Bell brand, 28 gauge, $4.40 to $4.45; Fleur-de-Lis, 28 gauge, $4.35 to $4.60; 26 gauge, $4.20; 22 and 24 gauge, $3.65; 16 to 20 gauge, $3.50; Gorbal's "Best Best," 28 gauge, $4.40 to $4.65; "Windmill Best," 28 gauge, $4.15; Sword and Torch, 28 gauge, $4.15; Colborne Crown, 28 gauge, $4.35 to $4.60. In less than case case lots 25c. extra.

CANADA PLATES—Prices remain as follows: 52's, $2.80; 60's, $2.85; 75's, $2.95; full polished, $3.75 to $4; galvanized, 52's, $4.35; 60's, $4.60.

TIN PLATES—We continue to quote as follows: Cokes, base size, 1C 14x20 $4.15; charcoal, base size, 1C, 14x20, $4.40.

BLACK SHEETS—Although some dealers have again advanced, the following prices are still obtainable' 24 gauge, $2.30; 20 gauge $2.25; 22 and 24 gauge, $2.30; 20 gauge, $2.25; 17 and 18 gauge, $2.25; 8, 10, 12 and 14 gauge, $2.55.

STEEL SHEETS—An advance was made during the week just past, and American blue steel sheets are now quoted as follows: 10 gauge, $2.60; 12, 18 and 20 gauge, $2.65; 22 and 24 gauge, $2.70; 26 gauge, $2.85; 28 gauge, $3.00 per hundred pounds.

TERNE PLATES—We are still quoting $7.15.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Our prices remain: 2½lbs., 6½c. by the roll; 3lbs. and heavier, 6c., by the roll; small quantities; 25c. per 100 lbs. extra.

MERCHANT STEEL—Our prices are as follows: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05;

machinery iron finish, $2.27½; ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING — Our prices are: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

BAR IRON—Last week's advance, still holds good, with a very high tone prevailing. We still quote: $2.15 base f.o.b. Montreal.

OLD MATERIAL—We quote: Light copper, 16c.; heavy red brass, 15½ to 16c.; yellow brass, 12c.; light brass 8½c.; lead, 4c.; zinc, 4c.; machinery cast scrap, $16.00; wrought scrap, $14 to$15; stove plate scrap, $12; mixed rags, $1 to $1.20 per 100 lbs.; old rubber, 8c. to 8¼c.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Nov. 16, 1906.

While there are practically no changes to record this week there is a large movement of both ingot and sheet met also, the close of navigation helping some but the chief reason being the low supplies of retailers and users. Jobbers stocks are also at a minimum and there is no possibility of them being repleted before spring so great is the demand in all markets.

Pig lead remains unchanged and pig and bar iron at last week's quotations. Ingot tin is also as before but tin plates, galvanized sheets and zinc spelter are all being held firmer on account of advances in foreign markets. Brass and copper are no easier, stocks being very light. Summerlee pig iron has advanced to $24 and a 5 cent rise in Apollo galvanized sheets concludes the list of changes. Black sheets are being advanced in outside markets but we are not making any change here.

PIG IRON—Buying for spring delivery is brisk. Some English iron is still available for winter delivery. We quote as follows: Radnor at furnace $33; Hamilton and Midland off the market but quoted nominally at $23 for No. 1 at furnace. Londonderry, f.o.b. Toronto, No. 1. $24; Middlesborough, $23; Summerlee, $24.

BAR IRON—We now quote $2.25 base, f.o.b. Toronto, with discount of 2 per cent.

INGOT TIN—Very active but unchanged in price.

TIN PLATES—Quoted firm at same prices but is moving upwards. Advances in Great Britain. Stocks very light.

GALVANIZED SHEETS — Black sheets are being advanced in other markets but are unchanged here. Apollo galvanized sheets are 5c. higher. Canada plates unchanged.

BRASS—It is still difficult to obtain deliveries owing to the brisk demand. We quote: Sheets, 23c. to 24c. per lb.

COPPER—Stocks are light and demand keen. We quote as follows: Ingot copper, $24 per 100 lbs., and sheet copper $30 per 100 lbs.

LEAD—Advances outside are not followed here. The market is firm and active. We quote: $5.25 for imported pig and $5.75 for bar lead.

ZINC SPELTER—English prices are higher and locally prices very firm with buying brisk. We quote: 7½c. per lb. for foreign and 6½c. per lb. for domestic. Sheet zinc has been advanced 25 per cent.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.65; tank plates, 316 inch, $2.60; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY—Trade continues good and prices are stiff at 27c. to 28c.

OLD MATERIAL — Dealers' buying prices show no change this week. We quote: Heavy copper and wire, 17 1-2c. per lb.; light copper 15c. per lb.; heavy red brass, 15c. per lb.; heavy yellow brass, 13 1-2c. per lb.; light brass, 9c. per lb.; tea lead, $3.50, per 100 lbs.; heavy lead, $3.75 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $12; No. 2 wrought, $6; machinery cast scrap, $15; stove plate, $11; malleable and steel, $6; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

London, Eng., Metal Markets

From Metal Market Report, Nov. 15, 1906.

PIG IRON—Cleveland warrants are quoted at 57s. 1 1-2d., and Glasgow standard warrants at 56s. 7d., making prices as compared with last week unchanged.

TIN—Spot tin opened steady at £194 7s. 6d., futures at £196, and after sales of 220 tons of spot and 100 tons of futures closed firm at £194 15s. for spot, £196 5s. for futures making price compared with last week 15s. higher on spot and £1 5s. higher on futures.

COPPER—Spot copper opened quiet at £99 7s. 6d., futures £100 15s. and after sales of 300 tons of spot and 450 tons of futures, closed firm at £99 10s. for spot, and £100 17s. 6d. for futures making price as compared with last week 10s. higher on spot and 17s. 6d. higher on futures.

LEAD—The market closed at £19 7s. 6d., making price as compared with last week unchanged.

SPELTER—The market closed at £27 15s., making price as compared with last week 5s. higher.

United States Metal Markets

From the Iron Age, Nov. 15, 1906.

October was a record breaking month, so far as the production of Pig Iron is concerned. The output of coke and Anthracite Iron for the 31 days was 2,196,808 gross tons, against 2,165,632 tons in March of this year, and 1,970,962 tons in September, these totals being exclusive of Charcoal Pig Iron. The greater part of the increase on the output of October over September was contributed by the Steel companies, who reached the tremendous total of 1,452,200 tons, as contrasted with 1,264,380 tons in September.

The high output is reflected in the estimates of capacity of the furnaces in blast on the first of this month, when they were running at the rate of over 500,000 tons per week, the first time that that mark has ever been passed in the history of the American Iron industry. And yet, with our plants running at the rate of over 26,000,000 tons per year, there is a scarcity of metal all over the country, and foreign iron is reaching our shores in many cargoes every week.

A considerable number of cargoes of foreign pig iron have been purchased abroad for American account, and the market is taking the metal freely. A disposition is developing to buy foreign iron for forward delivery, and iron cannot now be obtained by liners unless it be for delivery next year. The marked difference in this situation now and during the former import movement is that the spread between foreign and domestic iron is much smaller. It was as much as $3 and $4 per ton when last considerable quantities were imported. Taking into account the cost of handling and delivering the foreign pig iron from the vessel's side to the regular routes of transportation there is now little difference in the cost of foreign and domestic pig iron.

Thus far there are no indications that the rise in the price of pig iron has in any way curtailed consumption. One of the largest consuming interests in the foundry trade, the cast iron pipe branch, is having a rush of new business, and inquiries for the coming season are coming up. Machinery manufacturers are exceedingly busy, and along the whole line of rolling mill products there is a congestion of work.

In the Chicago district new orders aggregating 100,000 tons for plates, shapes and steel bars have been placed in the past week. The rail mills have booked considerable tonnage. The car makers have added some large commitments, and some good bridge building orders have been taken. There are specifications out, too, for some important buildings in St. Louis and elsewhere. In the lighter lines, can makers are in the market for considerable quantities of tin plate, and the merchant pipe trade is booming.

During the week wire products were advanced $1 per ton, while hoops were put up from 1.90c. at mill to 2c. at mill. In the Eastern plate trade premiums up to $2 per ton are becoming more general

From the Iron Trade Review, Cleveland, Nov. 15, 1906.

Recent events in the railroad world are attracting much attention among the manufacturers of iron and steel. The advance in wages of the Pennsylvania railroad employes will involve an expenditure of $12,000,000, and the recent increase of dividends on the stock of the company from the basis of 6 to 7 per cent. means that the company must earn $3,000,000 more. Hence, the net earnings must increase $15,000,000, and the fact that this great company is willing to incur this new responsibility shows its confidence in the continuance of prosperity and the probability that heavy purchasing of iron and steel products (of which railroads consume about 50 per cent. of the entire production, will continue. At present, however, there is a little lull in the buying of both bridge material and rails.

Within a week, after the general ore-buying movement was started practically all ore offered for sale was purchased. Including the manufacturers who do their own mining, there are now about 40,000,000 tons of ore under contract, and with the single exception of old range Bessemer, prices are higher than at any time in the history of the trade. In 1900, when prices were higher than at any time up to the present, the shipments were less than half of the tonnage estimated for 1907, and in the great year of prosperity, 1902, shipments were only 27,571,121 tons, It is expected that the production next year will be about equally divided between the steel corporation and other interests.

The car shortage is an increasingly heavy handicap to many industries. Delivery of southern iron is much delayed, and it is estimated that in the Pittsburg district and in the Mahoning and Shenango valleys there is a shortage of 100,000 cars. Delivery of crude steel and finished materials is also much delayed.

N.S. Hardware Trade News

Halifax, N.S., Nov. 14, 1906.

The dispute between the Dominion Iron and Steel Company and the Dominion Coal Company, over the coal contract has caused somewhat of a temporary set back to trade in Cape Breton, and the general impression in Sydney is that unless the big corporations come together and settle their differences, that business will become very depressed. The banking of the furnaces and the closing down of the Tar and Chemical Company's works has already had a bad effect. Outside of this, business is good in other parts of the province, and the price list is very firm. There is good demand for iron pipe, and the jobbers are kept busy supplying the demand. Sheet iron is also selling freely. Pig lead is quoted at $6.25. Sheet lead, three pounds and heavier, is quoted at $6.50 by the roll, and two pounds, $7 per roll. There is a good demand for saws, axes and lanterns. The manufacturers have advanced the price of the latter. Jobbers say that white lead is very firm, and quote Canadian at $7.25 and Brandrams at $8.25. Oils and rope are unchanged. Notwithstanding the lateness of the season, the demand keeps up for builders supplies, and also paints and brushes.

With the approach of the Winter comes the usual heavy demand for stoves, and this season business is very brisk. All the stove dealers of the city are rushed with orders and still they cannot keep up with the demand, for both cooking and heating stoves. Ranges are in great favor and every householder who can afford it, installs a range in preference to any other kind of cooking apparatus. The ranges are not so cheerful as the exposed grate of the ordinary cook stove, but the convenience of hot water at all times, and other facilities offset this. The tinsmiths are also very busy, being obliged to work night and day getting out stock.

The Robb Engineering Company of Amherst, has just shipped to the Standard Explosive Company, Limited, of Montreal, a large steel smoke stack for their gun powder and dynamite works in that city. They also shipped to the John Crawford Company of Argyle, Ontario, a forty horse power saw mill complete. The company's business in Western Canada continues on the increase. They have shipped, this week, to the Calgary Milling Company at Calgary, a 100 horse power boiler, and a 100 horse power Robb Armstrong Engine, for P. Burns & Co., of the same city, and a large condenser for the city of Calgary. This makes a total of 20,000 horse power that they have shipped to Calgary within two years. The same company has also received an order for a 40 horse-power boiler for the Government fog alarm station at Low Point, C.B. The Rhodes Curry Company have just completed a big double truck snowplow for the C.P.R., and received an order for two wing snow plows for the Canadian Northern. Mr. Curry is now on his way to Amherst from Montreal, and it is expected that he is bringing a big order for passenger equipment for the Canadian Northern Railway.

London Hardware Trade News

Twenty-five coremakers and brass molders employed by the Labatt Manufacturing Company, corner of Richmond and Bathurst Streets, went on strike Tuesday morning, November 13, because the company refused to discharge a workman who was objectionable to the other workmen. The company could see no reason for granting the request of the men, but settled the strike by asking the man, against whom the objections were offered, to leave and giving him to understand that he would be under pay until he could find another position. One of the strikers stated that the man who caused the trouble was a breeder of dissension among his fellow employees. No fault was found with the hours or wages of the men and they say that the firm is a good one to work for. The men were out one day.

The Hobbs Hardware Company this week sent out the last shipment of a $10,000 order from an Edmonton firm.

N.B. Hardware Trade News

St. John, N.B., Nov. 11, 1906.

Is the advance in metal quotations to be everlasting? Is an end to increasing prices never to come? These and other similar questions are forcing themselves in upon the minds of persons interested in hardware in these days. For months now, the series of advances—some of them more or less sharp—has been keeping the hardware people in at least a state of uncertainty. Perhaps in some cases a state of anxiety has existed. To-day, there is apparently no sign of a cessation of these upward jumps. Metals are on a remarkably firm plane, and, of course, hardware prices are stiff in natural consequence.

* * *

Builders' hardware continues high in price. The demand, too, continues active. The Fall has been an unusually good one for builders from a weather point of view, and though the open weather is now about at an end, the builders are still hard at work. In the city the amount of building work has not, perhaps, been as great, in proportion, as in some of the smaller cities, and in the towns. Nevertheless, everywhere building operations have been quite active, and as a consequence, the call for builders' hardware, has been steady, and large. This, despite the stiffness in prevailing prices.

* * *

H. R. McLellan, in a newspaper interview, has announced that immense new rolling works may be built here. The company behind the scheme is said to be capitalized at $1,000,000, the stock being held chiefly in Sydney and Upper Canada. The company is that which recently acquired the property and rights of the Mowry Safety Nut Company. Whether or not St. John is chosen, it is said that the works will be established in some town or city of Eastern Canada.

* * *

It is still more or less problematical how great the demand for Winter sporting goods will be here. At time of writing it is not clear whether or not the city is to have an ice rink for the Winter. Without such a rink the demand for skates and hockey goods will fall below the average. But if the rink is provided, the call for the ice sports' goods is certain to be strong.

* * *

All brands of iron have recently taken another step skyward. This has been due to the advances in iron prices. The outlook would seem to be that with the brightening of iron trading next spring, there will be high prices. Pig lead, shot, white lead—all have shared in the general advance. The demand for ammu-

FOR SALE.

TINNER'S TOOLS — Used a short time, encased machine square and circular shears. Hand tools and full set of patterns. Sedn for price list. Do it now. Drawer 29 Parkhill. [46]

nition has been excellent, in spite of higher prices. Apparently the sporting fever is getting a stronger grip in New Brunswick every year. Nails, too, have sought higher marks of late. The most recent advance has been one of 10 cents. Linseed oil and turpentine have not been behind other hardware requisites in looking upward. Turpentine has been steadier than the other, but has, nevertheless, shown the upward tendency. Linseed oil may almost be described as eager to reach a still stronger figure.

ENGLISH OIL MARKETS.

European flaxseed markets continue to be reported inactive and business very limited. The same is reported of linseed oil. The oil price in London is much higher now than it was one year ago or two years ago. Linseed in barrels is quoted now at £20 5s. against £16 15s. in 1905 and £15 in 1904 at the corresponding date. The stock in public warehouses in London at the last of October was 1,174 tons, which is a great reduction from the stocks of the early part of this year. London stocks of linseed oil at the beginning of this year were upwards of 5,000 tons. The most favorable indication at present in oil trade of Europe is the general reduction of stocks, which gives promise that oil buyers there will be able to absorb more new oil this year than last. This also accounts in large measure for the continued high quotations for oil in the London oil market.

Whether American prices of seed and oil are to be maintained depends very largely on the export demand for seed.

LARGE MINERAL PRODUCTION.

Returns made to the Bureau of Mines give the output of the metalliferous mines and works of Ontario for the nine months ending 30th September, 1906, as follows:—

	Quantity.	Value.
Gold, ounces	2,015	$ 34,377
Silver, ounces	2,542,827	1,609,554
Cobalt, tons	138	110,400
Nickel, tons	8,037	2,856,233
Copper, tons	3,900	600,000
Iron ore, tons ...	93,159	117,466
Pig iron, tons	208,094	3,194,200
Steel, tons	123,257	3,059,070
Zinc, tons	300	4,500
Arsenic, tons	691	13,830

These figures show a considerable advance over those for the same period of 1905, and indicate that the production for 1906 will be much the largest of any year in the history of metalliferous mining in Ontario. The silver, cobalt and arsenic given in the above table are all the product of the Cobalt silver field. The nickel entirely and nearly all the copper are from the Sudbury district, and the iron ore is the product of the Helen mines at Michipicoten.

Harvey Graham, Assistant General Manager of the Nova Scotia Steel & Coal Company, is undergoing medical treatment at the General Hospital in Montreal.

MOVED TO ST. JOHN.

Both in the extreme East and the extreme West of the country, the Canadian Rubber Company of Montreal have been expanding. It is not long since we announced the opening of branches at Calgary, Regina and Victoria, to keep pace with the firm's business in the far West. The most recent development is the establishment of another branch office at St. John, N.B. It has been found impossible to cover the Maritime Provinces thoroughly from the Halifax office so the territory has been divided, and New Brunswick and Prince Edward Island will hereafter be looked after by the new office at 40 Dock St., St. John.

In looking around for a suitable man to open this branch, the company selected Paul R. Hanson, who has achieved a great success as manager of their Montreal branch office. Mr. Hanson is by no means a stranger on his new territory, as he has frequently covered portions of the Maritime Provinces in the past. He is one of the younger gen-



PAUL R. HANSON.
Being transferred from Montreal to St. John by The Canadian Rubber Co.

eration of Canadian business men who have come to the fore through sheer pluck and energy In the Eastern provinces, he will have a splendid field to display his abilities as an organizer and director of aggressive sales methods.

The up-town sales office which has been maintained by the Canadian Rubbe (Company in th? Imperial Bank Building, Montreal, will be removed to their executive offices, Parineau Ave. and Craig street, and all sales matters emanating from the territory extending from Kingston, Ont., to Fredericton, N.B., will be handled by a special divisional sales organization at the Company's head office. This new move will place the sales branch for the division mentioned in immediate touch with the large and varied stocks of general rubber goods carried by the company at their immense warehouses.

The change indicated, will go into force immediately, and Mr. Hanson will leave to-morrow for St. John, there to assume his new duties. His business friends are confidently wishing him continued success.

COPPER IN JAPAN.

In view of the present activity of the copper market, the following particulars from the Osaka (Daily News), relating to the production of copper in Japan, will be of interest: The world-wide development of electrical industry has largely increased the demand for copper, with a corresponding rise in price and great activity in copper mining. A decade or two ago the production of copper in Japan was no more than sufficient to supply the home demand, but it has increased considerably of late years, and now Japan supplies copper for consumption abroad. The steady advance of the copper market in London has encouraged the Japanese copper mining industry, with the result of an enormously increased production. The following figures show the production and home consumption of copper in Japan for recent years:—

	Production Tons.	Home Consumption Tons.
1899.....	23,890	3,000
1900.....	28,930	4,000
1901.....	27,000	5,600
1902.....	28,570	8,500
1903.....	32,600	5,900
1904.....	34,600	.....
1905.....	36,600	.....

The figures up to 1903 are taken from the official return of the Department of Agriculture and Commerce, and those for the remaining two years are taken from the statistics prepared by the Kobe office of Mr. Sumitomo, copper merchant of Osaka. Last year's production—36,600 tons—is not more than one-fifteenth of the total production of the world; but in the Orient, Japan is the largest copper producing country. While the production of copper in Japan is regarded as an important factor in the world's supply, doubt is expressed as to how long the production at the present rate can be continued. In Spain a survey is always made of the vein for 50 years working in advance, with the necessary arrangements to ensure production for 50 years. In Japan, operations are continued without method; no trouble is taken to survey the veins with a view to future supplies. This fact is causing doubt in the foreign copper market, as it is felt that no reliability can be placed upon Japanese supplies owing to the neglect of prospecting for new deposits.

The Billings & Spencer Co., of Hartford, Conn., have definitely decided to extend their operations to Canada, and have formed a Canadian company for this purpose, to be known as the "Canadian Billings & Spencer," with a capital of $200,000, Mr. Billings, of Hartford, being its president. The Billings & Spencer Co. are the largest and oldest established company making drop forgings in the United States, and are also manufacturers of all kinds of drop forging machinery. They have secured as general manager of the Canadian company, J. Gill Gardner, at present manager of the steel and forge department of the James Smart Mfg. Co., of Brockville, Ont. The location of the plant has not yet been finally decided.

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Nov. 16, 1906.)

Room 511, Union Bank Building, Office of HARDWARE AND METAL, Winnipeg, Man.

Bar iron and Canada plates have been advanced this week, the former 10c. per cwt., and the latter 25c. per box. General business continues exceptionally active.

LANTERNS. — Quotations are as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—Steady at $2.60 per keg.

CUT NAILS—Quoted now at $2.70 base per keg.

PRESSED SPIKES — Prices are quoted as follows since the recent advance: ¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Discounts are quoted as follows since the recent advance in the price of copper rivets: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ½, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Business is particularly active at present in axes and handles. Prices are as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

CORDAGE—Manila rope is steady at the recent advance. We are still quoting as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Quotations are as follows: Cartridges, Dominion R.F. 50 and 5; Dominion, C.F., 33⅓ C.F., pistol, p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL.—Bar iron has been advanced 10c. per cwt. Quotations are now as follows:—Bar iron basis, $2.60. Swedish iron basis, $4.85; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—As noted last week, the price has been advanced to $5.85 per cwt.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

BLACK IRON PIPE—Quotations are: ¼ inch, $2.45; ⅜, $2.85; ½, $3.15; ¾, $4; 1, $5.75; 1¼, $7.85; 1½, $9.40; 2, $12.90.

LEAD PIPE—The recent advance to $7.80 is likely to be followed by another as a result of the condition of the pig lead market.

GALVANIZED IRON — Quotations are: Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65; 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.65; 26, $4.65; 28, $4.90.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES.—An advance of 25c. per box is noted last week. Quotations are as follows:—Canada plate, 18 x 21, 18 x 24, $3.40; 20 x 28, $3.65; full polished, $4.15.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE — Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels, f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE —We quote prices: White lead, pure, $7; bladder putty in bbls., 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg, 96c.; Calgary, $1.03; Lethbridge, $1.03;

We have been fortunate enough to secure the Western Agency for BERRY BROS. celebrated VARNISHES and are carrying a full stock from which all orders will be shipped promptly.



THE

WINNIPEG PAINT AND GLASS CO. Limited

Warehouses CALGARY EDMONTON WINNIPEG



SUPERB EMPIRE

The Perfect Cooker

We draw the attention of the Western Trade to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a Western stove factory for Western people only.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

Everything for the Painter



Wire Glass

This is the season of the year when buildings are being completed—Wire Glass will be needed for Skylights, Metal Frames, etc.

Wire Glass is now almost universally used instead of Rough Rolled Plate on account of the ultimate economy. It may crack but the wire mesh keeps it intact and just as serviceable as ever.

Wire Glass is practially indestructible.

Special prices in case lots—write for them. Samples furnished on request. You may have an enquiry any day, better be prepared.

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA

Edmonton, $1.04. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

HOLIDAY CONTESTS.

A Schenectady, N.Y., store, held a contest last Christmas in which the prize was a big Christmas dinner. A dinner was offered to every boy who would bring to the store 500 ads. clipped from the local papers. A special prize of $5 in gold was offered to the boy bringing in the greatest number of ads. It was advertised, however, that any deserving poor boy registering his name at the store would be given a dinner ticket whether he secured the requisite number of ads. or not.

DAVID REID & CO.

Hardware Commission Merchants

Room 22 Stanley Block, - Winnipeg, Man.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents throughout Western Canada.

BEST OF REFERENCES

STOVES AND TINWARE

METHODS THAT BRING SUCCESS.

Wherever a good stove business is being done the dealer is active, aggressive and pushing the sales in all quarters, writes a stove traveler in an exchange. He keeps his stock in good shape, having all the stoves well blackened, and frequently changes the location of one stove with another so that a person in the habit of often coming into the store notices the change. The same is true of his window display. One week he will show a range connected up to the boiler, perhaps one of the largest in stock, and the next week, by way of comparison, will show his smallest range or wood stove. In like manner he contrasts the different varieties of heating stoves, from the large parlor heater, intended to heat two rooms, to the small air tight for chambers.

Manufacturers' Literature.

Many dealers keep on a small table in front of the store a supply of the literature sent out by the stove manufacturers, so that customers may help themselves. Others pursue a different policy, some wrapping up different circulars with goods they send out, still others distributing them through the town or country roads by boys or sending them through the mails.

Whenever a dealer complains of the evils of the catalogue house competeion ask him what he does with his literature sent out by the stove concerns and you will almost invariably find that this literature, which costs the stove manufacturer many good dollars, is carelessly thrown away or left on some shelf to be forgotten. The retailers are not altogether to blame, as the stove manufacturer has not pointed out the way in his trade newspaper advertising, and manufacturers would increase their profits as well as their sales by giving their different customers pointers and outlines as to how competition from outside sources should be met. Another fault found with the retail stove dealer, is the lack of attention to detail.

Handling Complaints.

When a complaining woman comes in telling about the last batch of biscuits that failed to bake, instead of taking the question up with her reasonably and trying to find the real difficulty, he in a way scoffs at her, telling her that there are anywhere from 200 to 500 stoves of that make in the vicinity and that there is no reason why hers should not work. This is not the right way to go about it, for he is antagonizing his customer unnecessarily

If the difficulty cannot be ascertained by a personal talk with the user of the stove either the stove dealer or a competent man should, at his earliest convenience, go and investigate the surrounding conditions in which the stove works, see that the chimney is thoroughly cleaned out, that the flues underneath the oven are clean, inquire if much wood has been burned and see if the grates are in a proper condition or whether some bolt has fallen off a damper, making it inoperative.

Difficult Cases.

A man acquainted with his business will be able to fix most stoves in a short time, but there are cases, however, when the stove appears to be more or less cranky; it is then that the real test of his ability is made, and it is not much to his credit if he cannot discover the cause and explain it so that his customer understands it. It is better for the dealer to find the trouble and make correction at once if the fault is his than let his competitor get the business because he refuses to make good.

Dealers as a rule do not make the most of their opportunity to sell goods. They should be more enterprising and active in learning the condition of the parlor stoves and cooking stoves in the homes in their vicinity and show how a trade or a purchase will increase the family comfort. They will find it profitable to help the 'maker of the home'' bring the ''lord of creation'' to terms when he is reluctant to spend money in the house, but inclined to spend it outside. A list kept of the stoves sold to people in various parts of the country will be of use in this way, as in a few years you can find whether repairs are needed or a new stove is needed.

The Repair Business.

The repair business in spite of its large profits, also has its drawbacks, for many dealers fail to realize the large amount of money they lose by paying a high price for the castings, keeping them several years waiting for the parties to call for them and then throwing them on the scrap iron heap to be sold at $8 to $10 a ton. If castings are tagged with the name and address of the party ordering them, they can easily be traced and if not wanted can probably be sent back to the manufacturer at not as great a loss as if they were thrown out. Some dealers adopt the commendable practice of requiring a deposit on all castings ordered, but this is a question for the individual dealer to decide upon.

NEW STOVE FOUNDRIES.

The Sutherland Innes Company of Chatham, Ont., have purchased a site and will locate a stove foundry at Rainy River, Ont. They will employ 35 hands and stock and plant will cost $15,000.

The new buildings for the Supreme Heating Company's stove foundry have been commenced at Welland.

CARE OF STOVE PIPES.

The ruinous rusting of stove pipes is a matter that is often forcibly brought to the attention of users of anthracite coal stoves. Pipes which have been in use for two or three years will sometimes become so eaten by rust that little metallic iron is left and the pipe will crush in the hand. This destruction is more rapid and complete than with the ordinary weather rusting of sheet iron.

The cause is generally attributed to the sulphur in the coal. There is not much doubt that the destruction of the mortar in chimney tops is due to the sulphur acids; but some experiments made by the writer a number of years ago resulted in showing that the sulphur has little to do with this injury to pipes. The true cause is the production of ammonia compounds during combustion. Both the chloride or salammoniac and the sulphate are formed in the pipe and mix with the ashes and soot. It remains harmless during the dry, cold weather, but readily absorbs moisture by contact with damp air as warm weather comes on, when its action begins and continues, so long as the cause remains. The effect of salammoniac to induce rusting in iron is well known. It is also well known that bituminous coal gives off ammonia when distilled, the supply obtained at the gas works being considerable. We would hardly expect anthracite coal for produce an appreciable quantity, but a little slacked lime mixed with some dust taken from flues or pipes a strong smell of ammonia was developed, thus practically demonstrating that this salt is produced in quantity sufficient to cause injury.

The removal of the ammonia salt is a matter involving difficulties. If we start with a new pipe and brush out every particle of dust before the dampness has been absorbed the removal will be complete and no harm will ensue. When rust has once commenced, and particularly in the case of neglected pipes, the crust of rust persistently holds the ammonia salt.

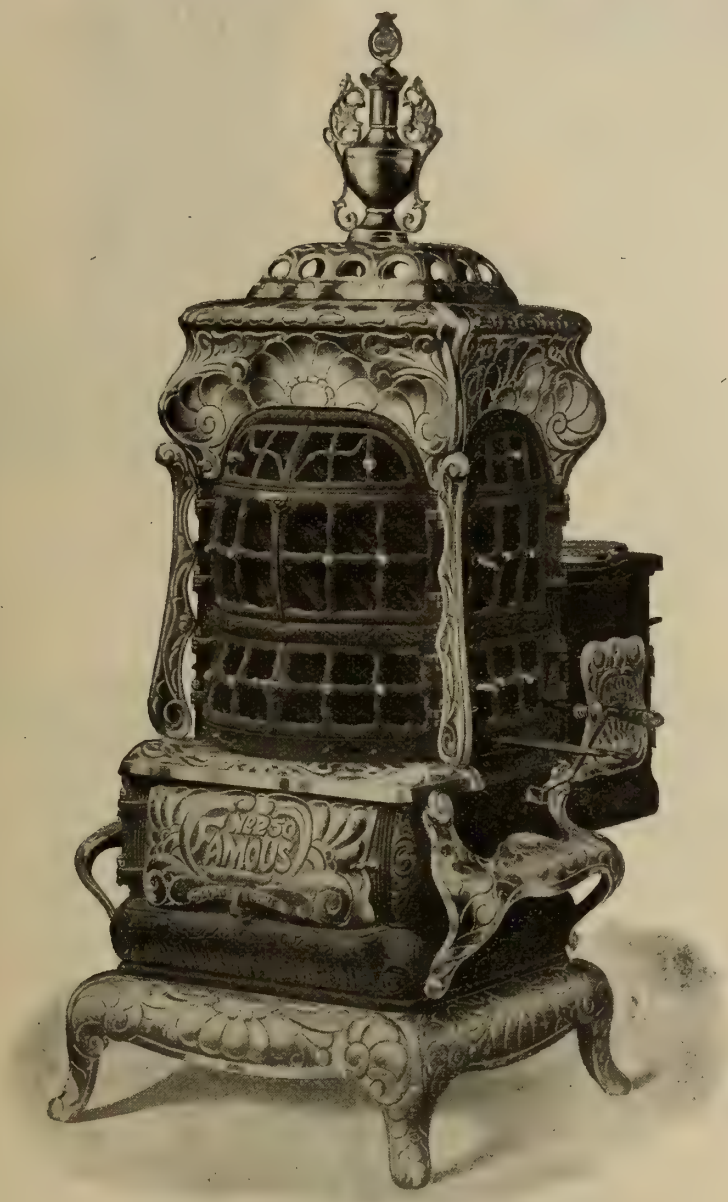
Two ways seem to effect its removal from the pipes: First, by immersing and thoroughly soaking the separated sections for several hours in water—running water, if possible—and, second, by roasting the pipes over a fire to a red heat.

PERCIVAL COMPANY'S CHANGE.

The announcement last week that the Percival Stove & Plow Company, Merrickville, had sold out to the National Manufacturing Company, of Pembroke, was a trifle premature as before the deal was closed T. H. Percival associated with Merrickville and Smith Falls capitalists, arranged to take over the business. The present works at Merrickville will be enlarged and if any move is considered Smiths' Falls will have the first opportunity.

When distributing circulars to houses, have them hung on the door knobs by bits of string. It will pay better than having them blown away on the muddy roads or lawns.

We Can Deliver These Stoves



WITH OVEN—230 Series

To be exact, we can ship baseburners the same day we receive your order.

"Famous" baseburners are made in two styles and five sizes.

The No. 230 series is a heavy, durable stove, with a three flue construction which distinguishes it from nearly all other makes. Is made in three sizes, for parlor and two with oven.

Our No. 113 series is a lighter stove, but well made and excellent value for the money. Is made in two sizes for parlor and one with oven.

You can sell either of these lines and feel satisfied that your customers are getting the best that experience and skill can build.

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LARGEST MANUFACTURERS UNDER THE BRITISH FLAG OF STOVES, RANGES, FURNACES, ETC.

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SERIES 100
"Standard Tortoise"
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MADE IN SIX DIFFERENT STYLES

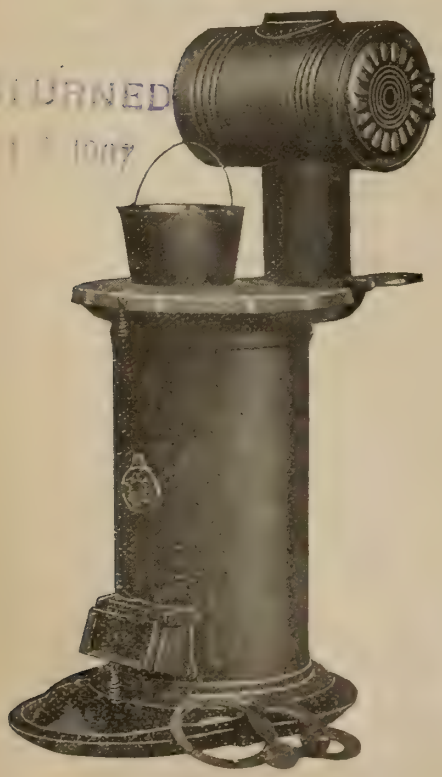
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LIMITED
Head Office and Works
BROCKVILLE, - ONT.
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SERIES 300
"Perfection Tortoise"



STYLE B.
"Perfection Tortoise" Cookers
Two Pot Holes—With or Without Elevated Oven.



SERIES 500.
"Perfection Tortoise" Cooking Stove
Four Pot Holes—With or Without Oven.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

"Enterprise" Fishing Tackle.

After more than a quarter of a century of successful operation the Enterprise Manufacturing Co. of Akron, Ohio, justly lays claim to leadership in the industry of manufacturing fishing tackle in the United States, and faces the future with largely increased facilities and every expectation of continued development. The company was incorporated in 1880, with E. F. Pflueger as the leading spirit. Many of the company's most successful products were the result of his inventive genius and his inventions are protected by numerous patents owned by the company.

On E. F. Pfleuger's death in 1901 his four sons, J. E. Pflueger, G. A. Pflueger, E. A. Pflueger and C. T. Pflueger, succeeded to the management of the company's extensive business and have since conducted it with marked success. The extent of its growth and prosperity may be judged from the fact that in the season of 1906 the Enterprise Manufacturing Co. sold from 100,000,000 to 150,000,000 of fish-hooks of their own manufacture, a good percentage of the company's product being exported to foreign countries.

In order to keep pace with increasing trade, the company has recently made a large addition to its manufacturing plant at Akron, having thereby nearly doubled its producing capacity. The new building, which is on the eve of completion, is a five-storey brick structure, 100 by 50 feet in ground dimensions, and occupies a convenient site. Three hundred to four hundred hands will be employed henceforth, and the shipping facilities of the company will be greatly increased by the addition of factory space and grounds.

The fishing tackle catalogue of the Enterprise Co. for 1907 is an index to the size and importance of its business and is full of interest for all jobbers and dealers in tackle. It is a mammoth affair, containing hundreds of illustrations of the company's products, all the fish-hooks, for example, being pictured in their actual sizes from tiny "Limericks" to big hand-made cod and halibut hooks.

An interesting section of the new catalogue, which bears the distinctive number F 25, is devoted to Pflueger's artifiical flies, the most popular patterns of universal reputation. Suitable for trout and bass, being listed, illustrated, and described. All sorts of spinners and mechanical baits are included in the pages of the catalogue and quotations are given on all sizes. A large section is devoted to reels, floats, etc., and innumerable accessories of the complete fishing outfit are duly listed.

Typographically, catalogue F 25 is all that could be desired. The pages are of large size, enabling the numerous cuts to be properly displayed, and the descriptive reading matter is interesting and to the point. Dealers can secure this fishing tackle catalogue by mentioning this paper.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

Maple Leaf Harvest Tools.

Any hardware merchant who has not yet received a catalogue and price list of Hand Harvest Tools manufactured by the Maple Leaf Harvest Tool Company, Tilsonburg, Ont., should write at once and get one, as it will be invaluable for reference in spring ordering. Nearly 100 illustrations of hay, bailing, straw, barley, bran, chaff, manure, potato and spading forks, manure drags, etc., also hoes for all uses and garden rakes of all descriptions are included in the publication giving an idea of the varied and extensive line manufactured by the Maple Leaf Company. The book contains 18 pages 7x10 well printed and bound, the engravings on the cover being emblematic of the product of the arm, surmounted by a maple leaf and bearing the company's motto "goods of quality."

JAPANESE TRADE.

The Osaka Cement Company, a Japanese concern, has already supplied 400,000 barrels to San Francisco since the earthquake.

Japanese importations of linseed oil from January 1 to September 18 this year amounted to about 1,000,000 pounds and about 1,600,000 pounds of paint were imported during the same period.

Metals imported into Japan during the first 8½ months of 1906 amounted as follows: iron sheets, 1,180 tons; galvanized sheets, 6,753 tons; pig lead, 2,100 tons; sheet lead, 1,200 tons, iron rails, 6,554 tons; shoe nails, 225 tons; steel bars, 30,000 tons; steel sheets, 42,000 tons; galvanized iron wire, 2,400 tons; zinc sheets, 1,100 tons; and tin plates, 27,702 cases.

FOUNDRY AND METAL INDUSTRIES

The Polson's Iron Works, Toronto, are to build a steel workshop to cost $25,000.

The Nelson, B.C., Iron Foundry has made two good three-year contracts with British Columbia Smelter companies, and business is so good that a branch shop will be opened at Greenwood, B.C.

B.C. ZINC RESOURCES.

According to the introduction to the report of the commission recently appointed to investigate the zinc resources of British Columbia, it was not until 1893 that the lode mines of British Columbia really began to be productive The output from this source during the six years immediately prior to that date, amounting to an average value of only $60,000 a year, were derived from selected rich ores found near the existing lines of transportation. In 1893, however, the value of the production of the lode mines of the province rose to $300,000, since which time there has been a steady increase, until in 1901 the output from this class of mining reached a value of $13,683,044, and although 1902 showed a slight decrease owing to the lower market value prevailing, in 1903 and following years the upward tendency again became apparent. The production of zinc ore in 1905 was 11,623 tons most of which went to the United States, though latterly some of the ore has been shipped to Europe, and some treated at the smelter at Frank, Alberta.

The local smelting of the ores of a country is always an important consideration. The smelting of zinc ore in British Columbia is especially important for consideration in view of the remoteness of the province from the markets of the world. In the smelting of zinc ore there are two prime considerations. The quantity of fuel required per ton of ore is greater than in any other of the common metallurgical processes. In the best practice of the world, about 1.75 ton of coal is required per ton of ore, while in inferior practice the proportion is much larger. It is therefore cheaper to take the ore to the coal than to take the coal to the ore. The zinc smelting process requires ore concentrated to a rather high grade. Generally, ore to be smelted in Belgian or Rhenish furnaces should contain upward of 40 per cent. zinc in the raw blend. Inasmuch as such ore will yield approximately one third of its weight in spelter, so long as the ore is taken to coal on the direct line to the final marketing of the spelter, the waste carriage, so to speak, is only on two-thirds of the weight of the ore and it may be actually less than that, inasmuch as the ore is usually rated as a lower class of freight than metal, and a portion of its lead and sulphur contents may be utilized. These considerations are the chief factors in determining the location of a zinc smelting works. There are many others, such as the question of local freights, supply of labor and refractory material, market for sulphuric acid, etc., which need not be entered into. It may be remarked incidentally that the electric smelting of zinc ore is one of the possibilities of the future; in fact, it is being practiced already in Scandinavia; and this substitutes waterpower lor part of the coal required in the process, although it cannot replace the coal required as reduction material.

In view of the American tariff on spelter and the fact that British Columbia must look to Europe and Australia for markets for her ore, there is a possibility of successful smelting on the Pacific coast. Coal exists there. The rail transportation on ore is comparatively short. Deposits of ore exist near the shore, both on the Mainland and on Vancouver Island. Waterpower is available. And spelter can be carried either to Europe or to the Orient by steamships or sailing vessels. If reasonably cheap coal were available, it is likely that a good harbor on the Pacific coast would be the most advantageous point in British Columbia to conduct zinc smelting on a large scale.

The report deals exhaustively with every mine in British Columbia, giving descriptions of the best methods of extracting the zinc, and telling where the richest veins are found. Beyond this, it gives a clear and unbiased report of the industry in its present stage, points out the mistakes that have been made in the Slocan and other camps, and gives reports of the various methods of assaying.

An Iowa store secured a good mailing list of farmers by offering to send a book of practical information to farmers, to ever- one who forwarded their name and address. The books were bought for less than two cents each.

Insure a good paint trade next Spring by putting in the right paint stock now

The goods you carry mean the sales you make. This is especially true in the paint business. You cannot hope to build up a permanent or profitable trade with a poor or even half-way good line. Quality and prestige count in holding your customers.

For this reason, if no other, you should give our proposition careful consideration. It is to your best business advantage to do so.

THE SHERWIN-WILLIAMS
PAINTS AND VARNISHES

are the standard of excellence everywhere. The dealer who handles our line has a peculiar prestige. The stamp of quality is on his business.

We have the strongest line of advertising helps for our agents this year that we have ever prepared. With our co-operation, you can insure a good paint trade next Spring, and at all other seasons of the year, too.

Write us today and find out what we have to offer you.

THE SHERWIN-WILLIAMS CO.
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Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
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WIRE NAILS
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Polished Steel Sheets

"DOMINION CROWN" brand, first quality, uniform dark blue finish, unexcelled in value.

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HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

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NICKEL FOR NICKEL STEEL

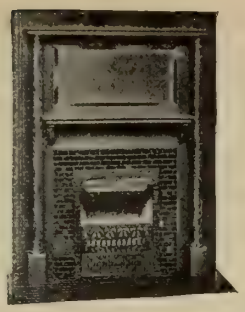
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Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

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...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

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Manufacturers of

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OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

GET PRICES FOR

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COMET

Brand

GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes Every sheet bears the name "Gilbertson." That is a guarantee.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Agent: Alex. Gibb, 13 St. John St., Montreal.

Paint, Oil and Brush Trades

DRILLING AT MEDICINE HAT.

The Canadian Pacific Railway Company is preparing to drill a deep test well at Medicine Hat, for oil at lower depths than either oil or gas has been found in that part of the country. Nine carloads of drilling machinery have arrived at Medicine Hat consisting of a modern cable rigged drilling outfit and drive pipes of various diameters from 14 inches down, sufficient to reach a depth of 3,500 feet. The drill is a modern one and is capable of fast work and will be the first cable rig to work in this field. The greatest depth reached in this field is 1,010 feet, where a tremendous flow of natural gas was struck. The railway company will case out this flow of natural gas and go if necessary 2,500 feet deeper.

MURESCO'S LARGE SALES.

The new $30,000 paint factory at Toronto Junction commenced by the Francis Frost Company some months ago is nearing completion and will be occupied within the next fortnight by their successors, the Benjamin Moore Company, of New York and Chicago. Machinery will be installed at once and preparations made for increasing the output of "Ark brand" mixed paints, which for the present will also be made in the old factory in Toronto.

In the new factory the manufacture of "Muresco," their remarkable wall decoration preparation, will be undertaken and Mr. Francis, the general manager of the new company, predicts for it a sale of well on towards 1,000,000 pounds during 1907. In the States it has won an enviable reputation and the great increase in its sale in Canada during the past three years is sufficient warrant of its popularity amongst the trade in this country.

USES OF ARSENIC.

The domestic prices for arsenic are based on the fluctuations in the English market, and for the sulphides and chemical compounds on the quotations ruling in Germany. During 1905 the American market showed sales of white arsenic at 2¾ to 4⅜ cents per pound, according to brand according to the Paint, Oil & Drug Review. The best prices were realized in the last quarter of the year, when supplies were curtailed by the scarcity of mispickel and by difficulties experienced in mining abroad. Red arsenic, imported largely from Germany, brought 6⅜ to 7½ cents per pound at New York.

A noteworthy feature of the industry has been the growth in the production of Spain, a country which shipped to the United States in 1905 approximately 1,750 short tons of white arsenic, guaranteed 99.8 per cent. of arsenious oxide. The largest producer of metallic arsenic and arsenious oxide in the world is Germany, by far outclassing Great Britain, which until 1902 held first place among the producing countries. Hopes are entertained that Canada may become an important producer with the development of its new deposits of mispickel in Ontario. As far as the United States, there are signs that the domestic production of arsenic will show marked expansion in the near future.

The greatest demand for arsenic is from manufacturers of paris green, which is an aceto-arsenite of copper, worth 12 cents per pound at New York. It is used as a pigment, and its poisonous character, while restricting its employment for this purpose, makes it an admirable insecticide in agriculture. It has been often suggested that the silver-lead smelters and refiners who produce appreciable quantities of copper sulphate and can recover arsenic in roasting speiss, should undertake the manufacture of paris green.

Arsenic also forms colors in yellow, red and grey, which find a ready sale. In medicine arsenic is used with fevers, rheumatism, some nervous affections, and also as a tonic. A saturated solution of arsenic is recognized as a good wood preserver, and it is also employed as a sheep dip for the purpose of killing parasites which settle in the wool. Weeds are also killed by using arsenate salt. Hides to be dressed for leather are preserved against the infection of insects by a sprinkling of arsenic. As a conveyor or fixer of analine colors in calico printing, white arsenic has unique value. It is also utilized, but to a smaller extent, in the manufacture of certain kinds of glassware and of high grade enamels.

WATERPROOF GLUE.

Water-proof glue is manufactured of gum shellac three parts and India-rubber one part by weight, these constituents being dissolved in separate vessels in ether, free from alcohol, subject to a gentle heat. When thoroughly dissolved, the two solutions are mixed, and kept for some time in a vessel tightly sealed. This glue resists the action of water, both hot and cold, as well as most acids and alkalis. If the glue is thinned by the admixture of ether, and applied as a varnish to leather along the seams where this has been sewn together, it renders the joint or seam water-tight, and almost impossible to separate.

NO WONDER

there has been such an increase in ELASTILITE VARNISH sales. Nothing remarkable about it though when you consider the quality of the varnish at such a reasonable price.

In tins only from ½ pints to 1 gallons. For outside or inside. "Wears on the job, not off it."

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Do You Keep Our

HANDY FAMILY PAINTS

Specially suited for repainting articles about the home that have become shabby through wear, such as Chairs, Benches, Flower Pots, Shelves, Stands, etc. ?

Put up in Penny Lever Cans. Eighteen colors.

There is a ready demand for *Handy Family Paints.* Wouldn't you like a supply ? Our catalogue will be sent with pleasure if you will send us your address.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

WE KNOW IT'S GOOD

and, if we could make it any better, we would do so. We personally test every bit of material that goes into

Jamieson's Floor Enamel

Pigments and all other materials are all the very best we can buy in the markets of the world. The greatest skill and care are used in grinding and mixing. Consequently, we are making in our **Floor Enamels** the best possible floor covering that can be used ; and yet, they do not cost much more than the ordinary class of floor paints.

These are talking points which move the goods from your shelves, Mr. Dealer

Be sure to stock up with

Jamieson's Floor Enamels

in all popular colors

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RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
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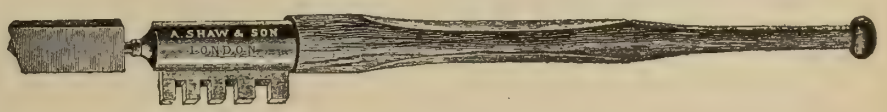
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Our diamonds were first on the market and still remain first with up-to-date improvements. We claim fo them **Superiority over All Others** in **Quality** and **Workmanship.**
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The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

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Quality Unsurpassed

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The White Lead Is The Thing

You may take it for a certainty that the White Lead used in the manufacture of paints is the index to the quality of the product. No manufacturer would use a good white lead and select other materials that were not in keeping with it. On the other hand no manufacturer who selects an inferior lead is likely to be particular about the other ingredients. Know the white lead, and you know the paint.

Now, the bearing of this principle on

"Anchor" and "English"
LIQUID HOUSE PAINTS

is the fact that when you know that the only white lead used in their manufacture is

Brandram's
B. B. GENUINE

(which has been the world's standard for nearly two centuries) you need no other argument to explain the preference consumers show for these paints.

BRANDRAM-HENDERSON
LIMITED
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MARSHALL WELLS CO., Winnipeg
Sole Distributors for Western Canada

Paint and Oil Markets

MONTREAL.

Office of Hardware and Metal,
232 McGill Street,
Montreal, November 16, 1906.

No material change has taken place in the condition of trade in paints and oils since our last report. Manufacturers are all working at top speed to fill orders in time to catch the last boats, and, as the end of the year approaches, considerable speculation is going on as to the increase in the output for 1906, over last year's record production.

One of the most active lines just now is putty, and the demand from all parts of Canada is so much greater than usual that in spite of original stocks being far beyond the ordinary in point of size, the leading producers are afraid of running short before the season is over.

Two price changes have to be noted. Linseed oil is advanced 1 cent and benzine is now being quoted at 25 cents in barrels, and 30 cents in smaller quantities.

LINSEED OIL—Another advance has occurred and we are now quoting: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 56c.

TURPENTIRE—Prices are still firm at the following figures: Single barrel, 95c. per gal.; two barrels or over, 94c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD — Last week's advance is well maintained. We quote: Best brands Government standards, $6.75 to $7.00 No. 1, $6.40 to $6.65; No. 2, $6.05 to $6.40; No. 3, $5.80 to $6.05, all f.o.b. Montreal.

DRY WHITE ZINC—V.M. Red seal, 7½c. to 8c. Red seal, 7c. to 8.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Orders are large and numerous. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—Conditions are unchanged from those of last week. We are quoting: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

SHELLAC — We are still quoting: Shellac Bleached, in bars or ground 47c. per lb., f.o.b. Eastern Canadian points; Bone Dry, 58c. per lb., f.o.b. Eastern Canadian points; T.N. Orange, etc., 49½c. per lb. f.o.b. New York.

SHELLAC VARNISH—The prices are: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c

REFINED PETROLEUM— We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

BENZINE—An advance this week has brought the price up to 25 cents in barrels and 30 cents in smaller quantities.

WINDOW GLASS—We are still quoting the following prices: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100feet, $3.20; second break, break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of Hardware and Metal,
10 Front Street East.
Toronto, November 16, 1906

White lead is at present very firm, but a further advance is talked of owing to the further advances of pig lead. While as yet paint manufacturers have not advanced the price of paints owing to the unsteady condition of the pig lead market, it is generally looked for. Sherwin-Williams having started the movement by an advance of 5c. on list price, which was ¼ gal., $1.45; ½ gal., $1.40; gal., $1.35.

Linseed oil is subject to a further advance of 1c., owing to the condition of the English oil markets, which are at present very firm, when prices are low in England, it pays to ship to Canada.

A few more of our

TRADE MAGNETS and TRADE RETAILERS

The Martin-Senour
Porch and Deck Paint
"Stands the Weather."

The Martin-Senour
Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour
Carriage Paint
It's "superfine," everything said.

The Martin-Senour
Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT
100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited

"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)
THE WINNIPEG PAINT & GLASS CO., Limited WINNIPEG
THE MARITIME PAINT & VARNISH CO., Limited HALIFAX, N.S.

BARN PAINTS



Take advantage of the fine weather and induce your farmer friends to paint their barns.

RAMSAY'S OUTSIDE PAINTS

are made for barn painting, roof painting, fence painting and at a price that suits the farmer and a profit that suits you, with a quality that suits all. Sell Ramsay's Outside Paints at $1.00 per gallon, take your profit and suit your customers.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL
FRENCH GREEN

notice how easy it spreads, how well it covers,—that body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICAGO

No. 1
WHITE DAMAR
VARNISH

A clear, pale Varnish, useful for all purposes where White Damar Varnish is indicated. Suitable for wall paper, etc. If a superior grade of Damar is required by the architect or the house owner for white wood work, The Canada Paint Company's **BEST CRYSTAL** Damar should be ordered.

The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window.

For full list of Varnishes and Japans see Catalogue

THE
CANADA
PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL·TORONTO
·WINNIPEG

With high English prices, the Canadian manufacturers can advance the price here in keeping with the higher prices for seed. The demand being so general will no doubt keep prices up.

General business continues lively, the demand for paints, oil, lead, etc., being very large, but will naturally ease away shortly, as the weather conditions will not permit of much more painting.

The advances predicted by us a month ago on white lead and mixed paints have encouraged much buying and the booking of orders for spring delivery, will likely continue heavy if paint manufacturers accept orders on present or advanced quotations.

WHITE LEAD — Ex Toronto, pure white, $6.80; No. 1, $6.42½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $7.00.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.50; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.25.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50.

LINSEED OIL—Our quotations are: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic shee', 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75; barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—Gals., 70c. to 80c.

BRIDGE PAINTS—Gals., 75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

BRANDRAM HENDERSON'S GROWTH.

The tremendous growth of the Canadian West is evidenced by a statement regarding the output of the Brandram-Henderson business, whose Montreal factory caters particularly for Western trade. Their sales for the first eight month of this year represent over 87 per cent. of their total output in the whole of 1905, while the increase for the present year, of the Montreal factory, will be fully 20 per cent. more than that of the previous twelve months. When the Company's new lead corroding works at Montreal are completed they will bring pig lead from British Columbia, corrode it and follow all the processes necessary to bring it from the stage in which it leaves the smelter until it is ready to apply to buildings in the form of mixed paints.

LATEST DEAL IN WHITE LEAD.

In keeping with their policy of expansion, the Canada Paint Company, in addition to their factories in Montreal Toronto, Winnipeg and St. Malo, have acquired by purchase the lead and putty mills of the Ontario Lead & Wire Company of Toronto. The latter concern will in future devote their attention to their other specialties.

The Canada Paint Company have also bought all the dry white lead and the articles which enter into the manufacture of putty, from the Ontario Lead & Wire Company and will operate their plant until the stock is exhausted when of course the whole of the machinery will be moved to the works of the Canada Paint Company.

We are informed that this Company have experienced a phenomenal demand for ground white lead, notwithstanding the increase in their liqaid paint turnover.

S.-W.'S GROWTH IN WEST.

Five years ago the Sherwin-Williams Company were represented in Western Canada by Ben D. Ross, now their representative in Winnipeg City. Then J. J. Whalen, of the McLellan-McFeely Company, Vancouver joined thestaff and commenced calling on the trade in B.C. and the Territories. Later on H. H. Eager was appointed to look after part of the territory in Manitoba and Saskatchewan. Now two more travelers are being added and in future the territory will be divided as follows: Ben D. Ross, Winnipeg; A. McIntosh, Manitoba; H. H. Eager, Saskatchewan; F. W. Alexander, Alberta, and J. J. Whalen, British Columbia.

The growth of S. W. business in the West is illustrative of the wonderful development of the country, the increase being made in keen competition with other Canadian-made paints, which have also made great advances. The S. W. supply depot at Winnipeg and are plan- Co., are just opening their large new ning to have their proposed new linseed oil mills and paint factory at Winnipeg in operation for the 1908 trade. A supply depot at Vancouver is another proposition which the development of trade will soon make necessary.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Watch Alabastine Sell

ALABASTINE

is as staple as nails. No persuasive argument is required from the dealer to sell it. People know its merits and ask for it because it is **ALABASTINE they want.** A well-selected stock of ALABASTINE is "as good as the wheat," for repeat sales are the invariable rule once the customer uses it.

ALABASTINE is the **only** Wall Coating extensively advertised, and this year more so than ever. Results are being felt already for we have recently received the largest single order—several carloads.

ALABASTINE sells the year around, but dealers get present delivery with spring dating. Order now, direct or through your nearest jobber.

The Alabastine Co. Ltd.

PARIS, ONT.



Is Your Paint Trade Growing?

If not there is something wrong. You can be assured of a large increase in your paint business if you handle

ARK BRAND PAINT

It is the most durable and best looking paint made. Read what it has done for one of our customers, and it will do the same for you. You really cannot afford to be without it.

Toronto Junction, Nov. 2nd, 1906.

Messrs. Francis-Frost Co., Limited, Toronto, Ont,

Gentlemen,—We have handled your "Ark Brand" Paint for three years, and during that time we have had better satisfaction in our paint department than ever before. The increase in our sales this year so far is over 300 per cent. more than our first year. It is a great pleasure to handle it, as there are no kicks, and no come backs except for more. From our experience we are firmly convinced it is the best prepared paint made, and especially adapted for outside painting.

Muresco: We are doing a splendid trade in this wall finish, and cannot now sell any other kind, even at half the price. It is certainly the finest wall finish we ever saw, and we will handle no other wall finish but Muresco in future.

Let us know if there will be any advance in price of above for 1907, as we wish to cover ourselves with a good stock. Youry truly, C. M. CUTTS & CO.

Have You Ordered Muresco?

If not, wait until our traveller calls on you before placing your order. It is the best wall finish made. Anyone can use it without showing laps or brush marks.



BENJAMIN MOORE & CO., LIMITED

Formerly **The FRANCIS-FROST CO., Limited**

NEW YORK — TORONTO, CANADA — CHICAGO

Consolidated Plate Glass Company of Canada Limited

Importers, Manufacturers, and Dealers in

Polished Plate Glass
Bevelled Plates
Thick Plates
Rough or Polished

Mirrors
British
French
German and
Shock

Window Glass
Ribbed Skylight
Cathedral
Muranese
Florentine
Chipped
Enamelled, etc.

Art Glass
Bent Glass
Prismatic Glass

Wire Glass
Polished
Rough or Ribbed

Ornamental
Sandcut,
etc., etc.

TORONTO
MONTREAL
OTTAWA
LONDON
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

At Sydney, N.S., a technical school has been opened.

A new woollen mill to cost $25,000 is to be erected at Lethbridge.

The York and Sunbun Milling Co. of Gibson N,B., will erect another large saw mill at that place.

The Northwest Threshing Machine Co. of Stillwater, Minn., will build a large warehouse in Brandon.

A $10,000 fire took place at the Montreal works of the Canadian Rubber Company last Saturday.

The National Spring and Wire Co., will locate in St. Catharines, where they have leased a factory.

An Indiana firm is to erect a fifty thousand dollar plant at Guelph, for the manufacture of brick-making machines.

The Meisel Manufacturing Co. will build a plant at Port Arthur for the manufacturing of harvesting machinery.

The Sydney Cement Company have closed down on account of not getting the regular supply of slag from the Steel Company.

Jones Bros., manufacturers of barber-shop and bar fixtures, Toronto, have purchased the plant of the Dundas Refrigerator Co.

The Ross Rifle Co., Quebec, are looking for a location in Ontario for the removal of their plant for manufacturing sporting rifles.

It is expected that a big rolling mill will locate at Sydney, N.S., to manufacture articles used in building and railway construction.

The Columbia River Lumber Company will erect a large mill at Tolden, B.C., which will have a cutting capacity of 150,000 feet a day.

Gaar, Scott & Co., Richmond, Ind., large manufacturers of thrashing machinery, will locate a factory in Western Canada, probably at Winnipeg.

The Canadian Clothespin and Woodenware Manufacturing Co., will erect a new factory in Renfrew, Ont., where they will begin operations early in January.

The Brantford Folding Paper Box Company has been sold to C. R. Somerville of London, who will continue the business in Brantford for the present.

A company has been formed at Petrolia, Ont., for the purpose of handling explosives for drill purposes, and to bore for oil, gas and other minerals of all kinds.

A firm has been incorporated under the name of Western Fire Clay Products, Limited, Winnipeg, with a capital stock of $600,000 for the purpose of manufacturing brick, tile, pipes, and all articles manufactured from clay.

The Commercial Cement Co., Winnipeg, incorporated with a capital stock of $150,000 for the purpose of manufacturing cement and cement products of all kinds.

The Grand Trunk Repair Shops will locate at New Toronto, where they will manufacture all steel switches and diamond crosings used on the whole G.T.R. system.

The Tilson Manufacturing Co., of Port Washington, Wisconsin, have decided to locate their Canadian branch in Guelph, where they will manufacture gasoline engines.

The Rhodes, Curry Co., car builders of Amherst, N.S., claim they were never so busy at at the present time, and the shops have to work night and day to keep up the stock.

Messrs. Hanry & Miller, builders and contractors, Toronto, will open a branch office in Woodstock for the sale of builders supplies and machinery, stone, cement, sewer and field tile.

The Dominion Brush and Mirror (Co.), Toronto Junction, has been incorporated with a share capital of $65,000 for the purpose of buying, selling and manufacturing brushes and mirrors.

At Sydney, N.S., the council have decided to give a bonus of $50,000 to a firm manufacturing railway supplies and Mowry bolts. The plant will cost $400,000 and work will be given to 250 men.

The John Morrow Machine Screw Company, Ingersoll, have purchased the plant of the Standard Bolt & Screw Company, Toronto, valued at $28,000 and will be taken to Ingersoll to supplement the plant there.

Westport, N.S. ratepayers will vote on a by-law granting a bonus of $4,000 to the New Idea Buckle Co., to establish a factory in that village for the manufacture of saddle and harness, hardware and other malleable work.

Copper has been found in Hastings County near Belleville in paying quantities. 150,000 pounds of pure copper has been extracted so far. The Medina Copper Company will take over the property and work will be rushed along.

The Sussex Mfg. Co. have amalgamated with the Taylor & McKenzie Co., of Guelph, Ont., who will move their machinery to Sussex, where they will manufacture furniture, refrigerators, etc., and will be known as the Sussex Manufacturing Co.

Goderich ratepayers have carried two important by-laws. One to loan $50,000 to the Goderich Wheel Rigs Co. to assist in erecting a $100,000 factory for the manufacture of baby carriages, etc.

And the other to assist the Jackson Clothing Co. by supplying electric motive power.

The Shipway Iron Bell and Wire Manufacturing Co., Toronto, are asking the Council at Niagara Falls for a free site, electric energy up to 100 horse-power at $10 a year per horse-power, low rates for water, gas, and fixed taxation for ten years. In consideration of this would move to Niagara Falls, extend their factory and employ 50 to 100 men. The proposed stock of the company is $150,000.

An effort is being made to bridge over the difficulties between the Dominion Coal Company and the Dominion Iron & Steel Company. The former company is closing down four of its collieries, owing to the steel plant's idleness and the approach of the close of navigation of the St. Lawrence route. The Bank of Commerce is heavily interested in the Steel Company and Senator Cox is on the directorate of both companies. Sir William Van Horne has retired as a director of the Coal Company owing to his large interests in the Steel Company.

In referring to New Zealand's new tariff J. S. Larke, Canadian commercial agent in Australia, reports that in the case of bicycles, wagons, perambulators, fancy goods and toys, hardware, lamps, pianos, plateware and pumps, the United States will have to pay 30 per cent., while Canada and Britain will pay 20 per cent. On footwear the United States will have to pay 33 3-4 per cent. and Canada 22 1-2 per cent. In hops the United States will pay 9d, Canada 6d; nails, United States, 3s, Canada, 2s per cent.; furniture, United States 37 1-2 per cent., Canada 25 per cent.; wall paper, United States 22 1-2 per cent., Canada 15 per cent.; wrapping paper, United States 7s 6d, Canada 5s per cent., bicycle parts, gas and oil engines, gum boots, printing paper, rails, sailcloth, canvas, surgical and dental instruments, United States 20 per cent., from Canada and Britain free.

BUILDING NOTES.

A new Y.M.C.A. building is to be erected at Ottawa.

A seven-storey hotel is to be erected at London to cost $130,000.

A new Reference Library is to built in Toronto costing $140,000.

A new fire hall on Rose Ave., Toronto, will be built at the cost of $10,000.

Work has been started on the new Canadian Bank of Commerce building, Carman, Man.

Pither & Leiser of Victoria, B.C., have given a contract for the building of a $50,000 warehouse.

Gowans Kent & Co., Toronto, have secured a permit for the building of a brick warehouse to cost $20,000.

The Dominion Transport Company, Toronto, have been granted a permit to erect a three-storey brick stable.

Between $40,000 and $50,000 will be spent this winter on the construction of a new hotel at Prince Rupert, B.C., the western terminus of the Grand Trunk Pacific.

A block has been purchased in Calgary by Sir John Langman, English capitalist, who will erect a large four-storey building.

A site has been secured for the new Carnegie library to be erected at Woodstock. The sum of $20,000 has been granted for the building.

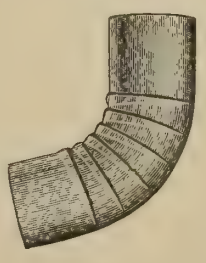
The Canadian Pacific Railway Co. are to construct a new building on Osborne street, Montreal, at a cost of $38,000. The building will be used as an express office, and will be 176 feet long by 87 feet deep, two storeys high and concrete throughout.

SPORTING GOODS TRADE.

This has been a banner year for the sporting goods dealer, both wholesale and retail. Guns and ammunition were at a premium for some time as the demand was so great that the manufacturers could not fill the orders fast enough, and wholesale houses have had to work nights to catch up with Christmas orders. Some lines of ammunition gave out long before the season was over and could not be repleted. Now that the busiest trade in hunting goods is practically over, the winter lines are thought of and orders for skates, hockey sticks, snow shoes and skis are coming in so rapidly it is evident that the demand will be greater than the output. The favorite lines of hockey skates selling are the Automobile, manufactured by the Canadian Cycle and Motor Co., Toronto Junction; Starr by Starr Manufacturing Co., Dartmouth, N.S., and H. Boker's various lines, while in tube skates the Fisher and Dunne lead. Hockey sticks are having a great season, ash and elm being the favorite sticks again. An American concern have ordered several hundred thousand sticks from a Canadian manufacturer, which may prevent Canadian jobbers from supplying as largely as ordered. A big season is looked for in the snow shoe trade. As owing to last year's lack of snow it is reasonably expected there will be lots this year. Lumbermen and surveyors are buying largely and many new snow shoe clubs are to be organized. Skis, while not as favorably known as web shoes, are fast obtaining a foothold as a Canadian pastime. Every year the sales are far in advance of previous years.

ONTARIO LEAD ENLARGING.

The Ontario Lead & Wire Co., Toronto, have sold their white lead and putty plants and stock to the Canada Paint Co., Montreal, and their wire nail plant and stock to the Ontario Tack Co., Hamilton. By dropping out of these lines the Ontario Lead & Wire Co., will be in a position to enlarge their plumbing supply business, all the space formerly devoted to manufacturing being now available for carrying a more complete stock of enamelware and other supplies.

BEST ELBOWS
— FOR —
CONDUCTOR PURPOSES
BEAR
TRADE MARK
F. Dieckmann
PLAIN ROUND.
CORRUGATED.
Made in . . .
6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.

For Sale by the TRADE in Canada. Write for catalogue and samples to
FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1338. Nails.—An Australian company, interested in the manufacture of wire nails, propose duplicating their plant within six months. They are in the market to purchase five or six nail-making machines of the most up-to-date character. Machines making nails from one to five inches are wanted. Prices and full particulars of Canadian nail-making machines are desired upon the basis of f.o.b. New York.

1339. Plaster.—A Melbourne firm of importers of wall plaster, plaster of Paris, etc., would like Canadian producers and exporters of the above lines to forward quotations for fairly large quantities upon the basis of f.o.b. steamer or sailer, New York.

1340. Agent.—A London firm of wholesale and export harness manufacturers, saddlers, ironmongers and horse collar makers, is desirous of appointing agents on a commission basis in all the principal Canadian business centres.

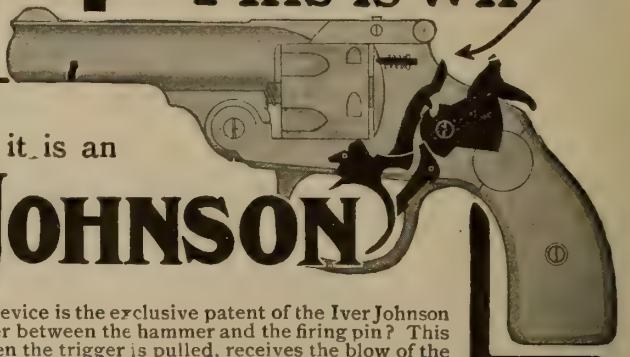
1347. Silver and electro plate.—A Sheffield firm manufacturing all classes of silver and electro plate would be pleased to give quotations, and invites correspondence.

1348. Steel, etc.—A Sheffield firm manufacturing crucible, shear, spring and blister steel, hand-made files, saws, cast-steel hammers and tools, crucible steel castings, desires to further develop their trade with Canada and invites correspondence.

1352. Appliances for hotels, etc.—A Yorkshire firm manufacturing all descriptions of cooking appliances for hotels, hospitals, etc., desires to get in touch with Canadian buyers, and invites correspondence.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

POTASIMITE—A NEW EXPLOSIVE.

A new explosive, said to rival dynamite, has been perfected in Monterey, Mexico, and is being used by the Mexican Central Railway. A factory for its manufacture in large quantities is being built. Potasimite is pronounced safer, cheaper, and more powerful than dynamite. These explosives based upon nitrogen produce a gas that necessitates abandoning closed works, such as a mine or tunnel, during the explosion, and the laborers can not return to work for a long time thereafter, depending upon the facility for carrying off the gas. Potasimite is said to produce no obnoxious gas, the only precaution being for the workmen to get out of the way of the flying particles of the blasted rock.

SAFETY EXPLOSIVE TESTED.

A remarkable exhibition of a new safety powder was given at San Jose, Cal., recently. For transportation the powder is packed in two separate parts, each part alone being non-explosive.

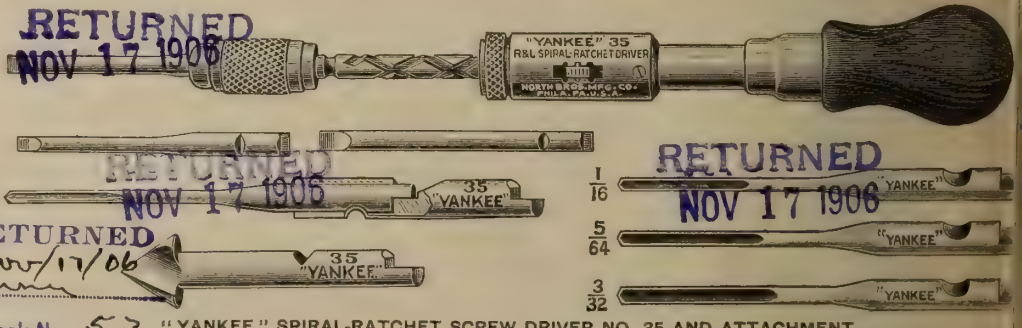
In the demonstration each part was placed separately upon a sledge and struck with an iron rod, but neither preparation exploded. Then the two parts mixed were treated in the same manner, with a like result. An attempt to explode "sticks" of the separate parts with a cap and fuse was attempeed, but only the caps exploded. Then a stick was filled with the mixture and fired with a cap and fuse, a terrible explosion following. One and one-half pounds of the mixture placed in a 6-ft. hole drilled in a rock weighing from 50 to 75 tons completely shattered the rock, pieces being thrown to a distance of 10 to 15 ft.

NEW YANKEE TOOL.

The North Bros. Mfg. Co., Philadelphia, in keeping with their record of up-to-dateness, are introducing a new Yankee tool, the No. 35 spiral ratchet screw driver with attachments for same as shown in the accompanying illustrations. In construction it is same as the No. 30 and 31, but smaller and for driving small screws only, being intended for electrical workers, cabinet makers, carpenters and mechanics, having a large number of small screws to drive, and where a lighter tool will be much more sensitive and convenient than the standard pattern, or No. 30.

It is small enough to be conveniently carried in the pocket, measuring 7 in. long when closed (without bit), and weighing less than 7 ounces. It drives screws in or out, ratchets in or out, and is arranged to hold rigid when closed or extended. The bits are straight, so they can be insulators, etc., where the flattened blades will not pass through holes.

The great convenience of this new driver in its smaller size and lesser weight, will commend and make it a desirable tool even to those who already have the No. 30. The length of tool with bit in chuck is 9⅛ in. when extended.



"YANKEE" SPIRAL-RATCHET SCREW DRIVER NO. 35 AND ATTACHMENT.

Cut Book No. 57
Page No. 73

Building permits to the extent of $15,000,000 have been issued in Winnipeg so far this year.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

ARTICLES FOR SALE.

CORNICE brake and a number of other tinsmith's tools in first-class condition for sale cheap Chesney & Smiley, Seaforth, Ont.

A NEW GLAZIER POINT has been patented. It can be driven in with a common nail hammer without the least danger of damaging the glass or sash. It is very simple and could be manufactured very cheaply. Any manufacturer wishing to secure sole Canadian rights should address Box 565, HARDWARE AND METAL. [45]

BUSINESS CHANCES.

GREAT HARDWARE OPENING---A thriving business in a booming mining town, a big turnout already realized. Brightest future prospects, good reasons for selling. Box 564, HARDWARE AND METAL. (45)

FOR Sale—Stock of Hardware, Stoves and Tinware in the town of Tweed (on the main line of C.P.R. between Peterboro and Perth); place of business splendidly situated in the heart of the town; only one opposition, stock about $4,000; present owner going into the manufacturing business. W. Gordon, Tweed, Ont. [46]

ARTICLES WANTED.

WANTED—Tinsmith's outfit, second-hand, must be in good condition. The Sussex Mfg. Co., Sussex, N.B.

SITUATIONS VACANT

WANTED Two Experienced Tinners and two or three young men to learn cornice business; state age and experience, The Metal Shingle and Siding Co., Preston, Ont. (45)

SITUATIONS WANTED

HARDWARE Salesman—Position desired by one with thorough knowledge and wide experience of Canadian Trade open for engagement by 1st November; references A1. (A), HARDWARE AND METAL, Montreal.

HARDWARE SALESMAN—Position desired by one with wide experience of Canadian trade. References A 1, Box 566, HARDWARE AND METAL, Toronto. [46]

FOR SALE IN SASKATCHEWAN.

THE only retail hardware in hustling new town, main line C.P.R., rich district just developing; ideal location for home and enlarging business. Big turnover; $5,000 will handle; good reasons for selling. Box 8, Morlach, Saskatchewan.

HARDWARE BUSINESS WANTED.

HARDWARE Business Wanted in good town of 10,000 or over, with good surrounding country; confidential. Box 563 HARDWARE AND METAL.

Don't Forget the Name...
NEWMAN'S INVINCIBLE
FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

GALVANIZING

For up-to-date equipment and quality of work turned out, our plant is second to none.

We have the facilities for doing galvanizing.

AS QUICKLY
AS CHEAPLY
AS WELL

as it can be done.

Write us for prices when next you have any work of this kind.

THE
MONTREAL ROLLING MILLS CO.

HERE'S ANOTHER GOOD ONE!

ROUGH BRICK—

This is a splendid die-mortar—lines are clean cut and bold.

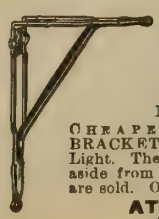
This pattern is very popular for dwellings or surfaces much cut up by openings.

The rough face hides all unevenness, as well as the joints, which fit perfectly and easily. Made in three grades each o galvanized and painted steel. Send us a trial order.



The **GALT ART METAL CO., Limited, GALT, ONT.**

Western Distributing Agents, **THE McCLARY MFG. CO.**, Winnipeg and Calgary.



Will Hold up a Shelf

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO.,
New Haven, Conn.,

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

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Cables—
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THE STANDARD IDEAL SANITARY CO., LIMITED

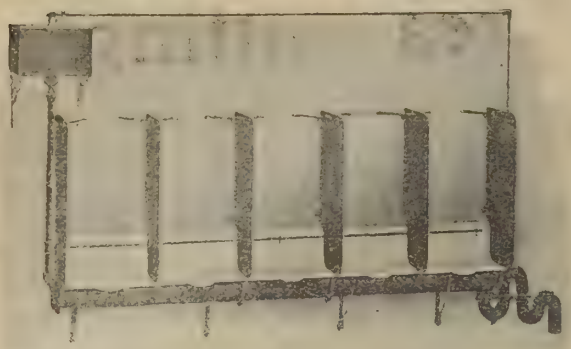


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We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

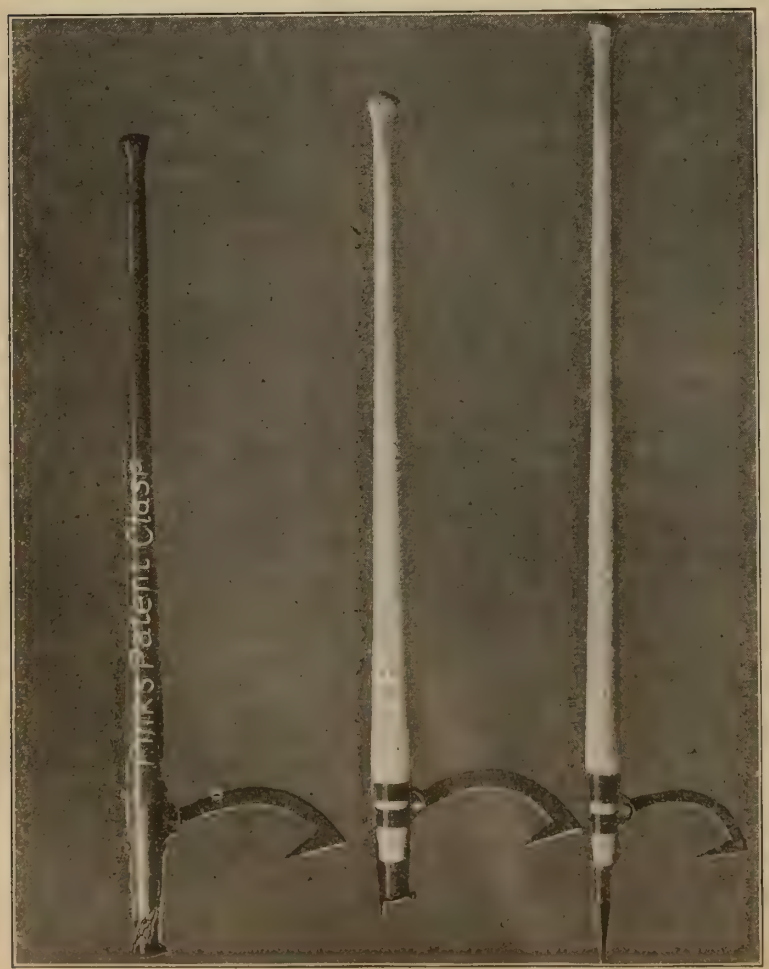
Suitable for Public Institutions

The reputation of our goods is unequalled.

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Pink's Lumbering Tools

MADE IN CANADA

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THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

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Long Distance Phone No. 87 **THOMAS PINK**

Pembroke, Ont., Canada.

Plumbing and Steamfitting

WASHINGTON'S SEWAGE DISPOSAL SYSTEM

Ben Winslow, in The Scientific American

The Washington D.C., filtration plant, while of inestimable value in the United States capital s fight against a high death rate, was not the first important movement in the campaign. For fifteen years or more the District Engineers have been at work on the great sewage disposal system, which it is hoped will be completed next year. Plans for the filtration plant were not considered until several years after work had begun on the sewage system, but, being a smaller "job," it was completed in a comparatively short time.

In 1889 Congress, after going over volumes of figures showing that the high death rate in Washington was due in a measure to the lack of proper sewage facilities, authorized President Harrison to "appoint a board of sanitary engineers to report on the existing system of sewage, and to make recommendations for the extension of the system." The report was made the next year, and work on the recommended plan was commenced shortly afterward. As a result, Washington will have one of the best sewage-disposal systems in the world.

The recommendation of the sanitary board was that all the sewage of the entire city be collected at one point, and then forced across the Eastern Branch of the Potamac River to an outfall sewer, which discharges into the Potomac, several miles below the city. The cost of this project will be $5,000,000. The vital part of this great system is the pumping station—the point of collection—where the entire sewage of the city is raised a distance of nearly thirty feet and forced across the river. For the purpose of collecting the sewage two separate and distinct sewer systems are necessary, one at the usual level and one for the low-area district. The business section of the city, on Pennsylvania Avenue between the White House and the Capitol, is in the low-area district, and on several occasions this section has been flooded by water backing up in the sewers. The most notable flood in the history of Washington occurred in June, 1899, when row boats were used to navigate the streets in this section. While later freshets were not so severe, cellars are frequently flooded and much damage results.

The first system of sewers has as its main feature a great trunk sewer, known as the B Street sewer, varying in diameter from seven to eighteen feet and extending a distance of over two miles. This trunk sewer is fed by numerous high-level interceptors and small conduits. The other system, which collects the sewage from the low-area district consists of a large trunk sewer running under Pennsylvania Avenue, which i also fed by numerous interceptors an small conduits.

Ordinarily, the sewage from the B Street trunk sewer will flow into a junction chamber in the north-east corner of the pumping station. Here it will be divided by means of gates, and made to flow around a large sedimentation chamber into a screen chamber. In this chamber all the solids will be removed, and the liquid sewage will flow direct to the immense pumps which lift it into the siphon chamber. Here gigantic centrifugal pumps will force the sewage across the river through a pair of inverted siphons to the outfall sewer, through which it will flow by gravity to the outlet several miles down the river.

During heavy rainstorms, the gates of the sedimentation chamber will be opened, and the sewage will flow direct into this chamber instead of passing around it to the pumps. In this chamber sticks, sand, etc., will be removed before the sewage passes into the screening room and into the pumps. Should the rainfall prove exceptionally heavy, the storm water carried down in the large sewers will be divided by means of gates, which operate automatically, into four storm-water tunnels on the east and west sides of the pumping station. Through these tunnels the water not handled by the pumps will flow by gravity into the Eastern Branch. As a further precaution against flooding of the low-area district, immense storm-water pumps will be installed, and at the slightest indication of a flood, these pumps will be set to work pumping the storm water out into the river.

The solids removed from the sewage in the screening chamber will be pressed in hydraulic presses and loaded into a train of large buckets. These buckets, which are operated by electricity, run on overhead tracks, and carry their load through a conveyor tunnel extending around the east and west sides and across the north end of the pumping station, to a crematory.

The floor of the pump room is about twenty-five feet below the bottom of the river. In this room there will be thirteen powerful centrifugal pumps. Eight pumps on the west side, each having a capacity of 65,000,000 gallons a day, will be used for pumping storm water. The ordinary sewage from the high-level trunk sewers will be pumped by three pumps, each having a capacity of 65,000,000 gallons a day, while two pumps, each having a capacity of 20,000,000 gallons a day, will pump the sewage from the low-level system. The system has been designed to adequately handle the sewage of a city of 800,000 persons. All the sluice gates, valves, covers, and interceptor gates in the entire system, some of which weigh several tons and all of which are operated by hydraulic lifts, will be controlled by one man in the engine room, whether they are located in the station or a mile away.

The most interesting feature in the construction of this great system was that of laying the twin siphons arcoss the river. Each of these siphons is five feet in diameter and 1,200 feet long. Most of the work was done under water by divers. The siphons were laid in forty-eight-foot sections, four twelve-foot sections being welded together on the pumping-station dock. Each forty-eight-foot section was fastened securely to the top of a fifty-foot caisson, simply an air-tight wooden box, and the caisson was towed into position and tipped over, so that the section of pipe floated under it. Ports in the caisson were then opened, allowing water to flow in, and gradually the caisson with its load of pipe settled to the bottom, where divers guided the section into place and secured it there. One twelve-foot section weighs 14,000 pounds, and the weight of the four sections handled by the divers is about thirteen tons. The siphons are laid on beds of piles driven in the bottom of the river, which has been dredged to the proper depth. From the siphon chamber the pipes go down with a steep slope to a distance of twenty-six feet below the surface of the water, and then rise an equal distance to the other side, where they connect with the outfall sewer in Maryland.

When this immense sewage-disposal system is put in operation in the spring of 1907, the most important work in the sanitation of Washington will have been completed, and the citizens who have been foremost in the enterprise can bend their efforts to the solution of the next important question—the sanitary housing of the poor of the capital.

COST OF HANDLING IRON PIPE.

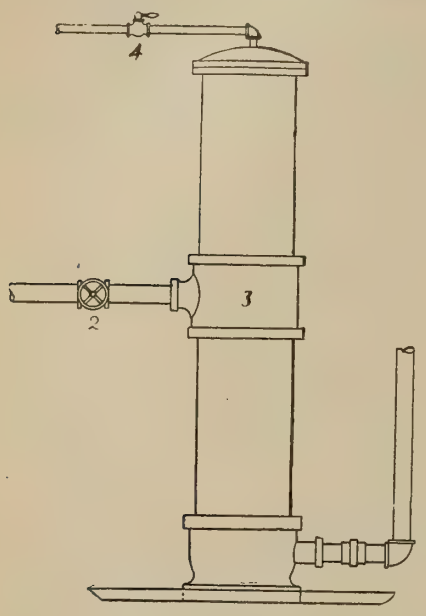
The cost per ton for unloading cast-iron pipe is the same for all sizes. The cost of laying per ton, for pipe under 30 in. in diameter, is about 30 per cent. more than for pipe over 30 in. in diameter. As a matter of fact, 18 in. pipe costs twice as much per ton to lay as 48 in. pipe.

STRIKE AT LONDON.

Twenty-five coremakers and brass molders employed by the Labatt Manufacturing Company, London, were on strike one day this week because of the company's refusal to discharge an objectionable workman.

REMOVING AIR FROM WATER.

In a certain public institution water used for various purposes contained much air, and when faucets were opened the mixture was very objectionable, as water spattered on the floors and caused trouble in other ways, writes W. H. Wakeman, in Domestic Engineering. Pumps were used to give pressure required to force water to the upper



floors, and as the supply was inadequate at times, air was drawn in as a natural consequence. The illustration shows a device made to remove this air and it works well. Water and air entering through the pipe 2 passes into the separator 3, which is made of 6-inch galvanized iron pipe and suitable fittings. As air is lighter than water it comes to the top and passes out through 4, which is a 3-8-inch cock kept partially open at all times, and both air and water are discharged into a urinal. A solid body of water passes out through 5, to the lavatories, closets, sinks, etc.

MECHANICAL REFRIGERATING PLANT.

A modern feature in a new Baltimore sixteen-storey office building is the installation of the refrigerating system by the Carbondale Machine Co., of Carbondale, Pa. The plant occupies a room about 20 feet square, in the basement; being of the "Absorption" type operated by low pressure steam. The use of low pressure steam for operating refrigerating machines is comparatively a novelty in itself.

The plant consists of an ammonia absorption machine of the Carbondale type, modified to suit local conditions; with two large cooling tanks for ice water and brine respectively, and three electric-driven triplex power pumps for circulating ice water, brine and ammonia, respectively.

After being thoroughly filtered, the drinking water is delivered into the cooling tank, where it passes over cooling coils and is pumped to drinking fountains on each floor and to faucets located over most of the wash basins in the offices throughout the building. A continuous circulation is maintained by the pump; the unconsumed drinking water being returned to the cooling tank to be recirculated through the building; this constant flow prevents stagnation in the pipes; fresh water passing continually through the filters to supply the place of that consumed. The drinking-water is maintained at a temperature of about 40 degrees Fahr.

In the main kitchen, on the twelfth floor, are located a number of large refrigerators, there being also a number of small refrigerators placed in the private kitchens in the offices of the President, and those of the first and second Vice-Presidents. All these refrigerators contain coils of pipe through which cold calcium chloride brine is continually circulated by the brine pump of the refrigerating plant; this brine being cooled by means of a brine cooler, placed inside of the brine tank, in the basement. Valves on the inlet and outlet of the coils in every box make it possible to regulate the temperature as desired; the latter varies from 35 degrees to 45 degrees, according to the nature of the goods stored in the refrigerators. It has been demonstrated that this system is much more economical than the use of ice, more reliable in maintaining a given degree of temperature, to say nothing of the trouble and inconvenience of handling ice, which is obviated entirely.

In order that the cold produced by the refrigerating plant be not lost through radiation, all the drinking water and brine circulating pipes are thoroughly covered with moulded cork covering made from small particles of cork compressed and cemented together. The loss by radiation through this form of covering is very small.

APPEAL DISMISSED.

The appeal of the Central Supply Association against the decision fining that body $5000 for conspiracy with the Master Plumbers' Association a year ago, was heard before Judge Garrow on Monday of this week and after argument was dismissed.

As the Association went out of existence nearly a year ago the crown will find it difficult to collect the fine unless each member is indicted individually by a grand jury—proceedings which will cost fully double the amount of the fine.

DEPARTMENTAL STORE COMPETITION.

Toronto's leading departmental store has entered into competition with Toronto Master Plumbers and is selling Canadian made enamelware and brass goods at prices which are in most cases practically the same as those quoted by supply houses to master plumbers.

This presents a new form of competition and another obstacle in the way of again getting the trade in Toronto on a profitable basis. When asked as to how the fixtures sold by them would be installed the name of one of the master plumbers who recently failed was given as their recommendation. Having found it impossible to make a living for himself under the present cut throat price cutting he has taken up with the departmental store instead of joining the ranks of the too-scarce journeyman.

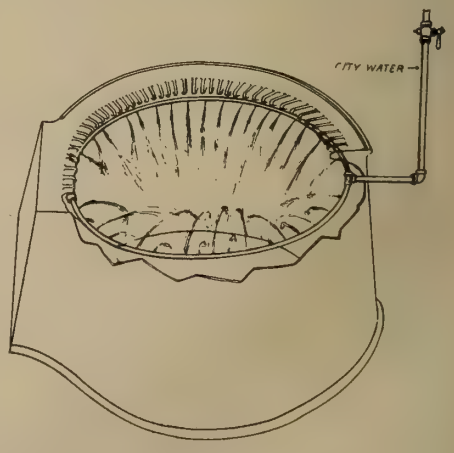
Master plumbers who desire to learn the names of the makers of the enamelware and brass goods can secure the information from their supply houses if this paper is mentioned.

IRON PIPE RUSTING UNDERGROUND.

The cast iron pipes originally used in the Berlin gas system were some years ago replaced by wrought iron pipes, to avoid the serious accidents which had occurred previously, due to breaks. In the new system no precautions were taken against rusting, and at the end of a few years the pipes were entirely eaten through, and upon examination, in some places there were found envelopes composed entirely of rust. Protection by a coating formed of a mixture of tar, sand, lime, powdered clay and pitch was then tried, and very good results were obtained, pipes buried twelve years having recently been found perfectly preserved.

TO PREVENT DUST OF ASHES IN HEATER ROOM.

An ingenious device has been placed in operation by C. B. Thompson, of the American Radiator Company, Buffalo, N.Y., in connection with his own heating plant. It consists of a perforated ring of pipe at the top of the ash pit of a steam or hot water heater and attached to the city water supply. The holes in the pipe being deflected downward in order that no force of cold



Sprinkling Arrangement to Keep Down Dust.

water shall be thrown against the hot grate just above it. Water is turned into this ring during the operation of the shaking of the furnace and the ashes are thus prevented from disseminating dust throughout the heater room.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 16, 1906.

Business in heating supplies is even livelier than last week. The supply houses here are exerting themselves to their utmost to get their goods out on the last boats. But a few days remain for shipping by boat between here and Ontario points, and navigation in the lower river and gulf will be closed inside of a week. This fact makes this week's turnover particularly heavy.

Iron pipe is still very scarce—in fact, it is becoming more so, all the time. Naturally the advance made last week is well maintained, in view of the great demand as well as the extreme shortage. Other lines remain as before, with a feeling that higher prices will soon be declared on lead pipe, owing to the continued advances in the pig lead market.

RANGE BOILERS—Large shipments are being sent out to all parts of the country. We quote: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon. $29.50; 40 gallon, $32 net.

LEAD PIPE—With pig lead still higher, further advances may be expected. We now quote: 5 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax; f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—There is a brisk demand for these goods. Quotations are as follows: Discounts on nipples, 1-4 inch to 3 inch, 75 per cent.; 3½ in. to 6 in., 72½ per cent.; couplings, ½ in. to 2 in., 55 per cent.

IRON PIPE—The situation is more acute than ever, and last week's advance is very strong. We quote prices and discounts as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches. $22.50; 1 1-2 inches, $27; 2 inches, $36.50; discounts on black pipe, 1-4 inch, 61 per cent.; 3-8 inch, 61 per cent.; 1-2 inch, 70 per cent.; 3-4 inch and upwards, 72 per cent.; Discounts on galvanized pipe:1-4 inch, 46 per cent.; 3-8 inch, 46 per cent.; 1-2 inch, 60 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 70 per cent., and for galvanized 60 per cent.

SOIL PIPE AND FITTINGS—The weather has been unfavorable for outdoor work this week, and the season for this line is now practically over. We still quote as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Prices are stiff, as primary markets are still advancing. We quote: Bar Solder, half-and-half, guaranteed, 25.; No. 2 wiping solder, 22c.

ENAMELWARE—Our prices are: Canadian bath tubs, plate E1, 5 ft, 1st quality, $20.65, special $18.65; plate E11 and E21 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, November 6, 1906.

No price changes have taken place during the week but everything is very firm and business brisk in heating goods, though slackening off a trifle in plumbing supplies.

ANSWER THIS QUESTION:

In your judgement is it essential that every closet connection to soil pipe stack should be provided with a BreaKsyphon?

If not, illustrate by a rough sketch the conditions which would render unnecessary the use of a BreaKsyphon, and give the reasons why it would not be required.

For the best answer received by December 1, we will send a cheque for $5.00 and to every one sending a satisfactory reply for publication we will give a year's subscription to Hardware and Metal. Send in a reply at once and answer the question as fully as possible.

Iron pipe is no easier to procure than during the past couple of months and numerous jobs are being held up from two to four weeks owing to inability to procure pipe. Some have been able to keep up with their work, however, by buying well ahead of their requirements. Radiators are also behind, in some cases as much as two weeks.

Soil pipe is, in spite of recent advances in most iron products, quoted at former low prices. One foundry has discontinued manufacturing owing to the low selling prices and others are working only on old orders. Higher prices seem certain but no change is likely to take place until the New Year.

LEAD PIPE — The discount on lead pipe is now five per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 5½c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Shortage of stocks is still the feature of the market. One-inch black pipe is now being quoted at $4.62, and one-inch galvanized at $6.27. Full list in current market quotations.

IRON PIPE FITTINGS—Advances on new lists are as follows: Cast iron elbows, tees, crosses, etc., 60 per cent.; cast iron plugs and bushings, 60 per cent.; flangle unions, 60 per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent, hangers, 65 per cent.; standard list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. Copper range boilers are now net list.

RADIATORS—Some shortages are reported with shipments slow. Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance also.

SOLDER — Quotations remain very firm as follows: Bar solder, half-and-half, guaranteed, 26c.; wiping, 24c.

ENAMELWARE—We quote as follows: Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25: plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

PLUMBING DISPLAY AT FAIR.

A. P. Elder, Ottawa, Kansas, believes in advertising and at the recent county fair in his town he made a display of plumbing, heating and lighting fixtures. Hot and cold water was connected to all fixtures and natural gas was brought over 500 feet in a special main to supply gas for fuel and light. The booth was very attractively gotten up in the shape of a bath room and kitchen, with lighting fixtures overhead and on the walls.

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES

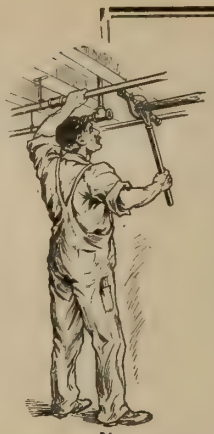


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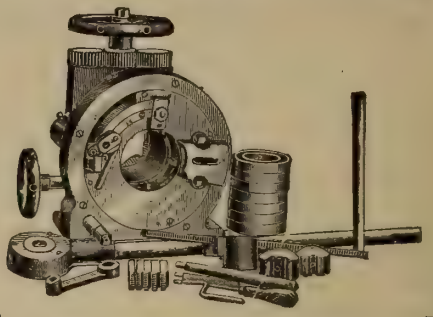


Time and Trouble Saved

by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong Stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe-fitters. Write for catalog and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St.,
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A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

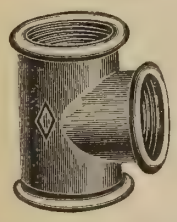
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suppose I am after his orders without being qualified to fill them? I have a stock of Stoves, Furnaces, Hot Water Boilers, Radiators, etc. Enamelled Baths, Lavatories, Sinks, Closets, Brass Goods, Plumbers' Supplies.

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178-180 Victoria Street TORONTO, CANADA



First-Class Material
is to be found in

Diamond Brand Fittings

We can also supply you with
SASH WEIGHTS, WASHERS,
FINE GREY IRON CASTINGS

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

100,000 TURNS

off and on a Glauber bibb, will not show the wear—the tough quality of the metal and the deep square threads are only two of the many reasons good enough for any plumber.

Two Bibbs Free

For every one sent you defective, and a 5 year guarantee.

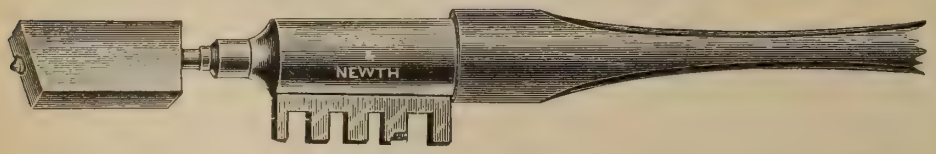
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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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5 Special Prizes are offered for the best photos of Christmas window displays of hardware goods, the photos to be accompanied by short descriptions of how the displays were constructed, and to be mailed to us not later than Dec. 31st, 1906. In addition to first and second prizes of $6.00 and $4.00, we will give to the senders of the best three other photos a year's subscription to "Hardware and Metal." None of the five prizes are intended to be given for other than window displays of cutlery, silverware, sporting goods or hardware novelties suitable for use as Christmas presents.

HARDWARE AND METAL
Montreal Toronto Winnipeg

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

to

Large Power Machines

These are Fall and Winter goods. A sample kept in your store will sell many of them.

Send at once for catalogue and prices.

Manufactured by



Fig. 377

THE LONDON FOUNDRY CO., Limited

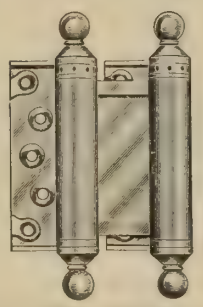
LONDON, CANADA

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

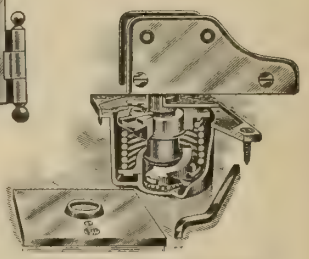


TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

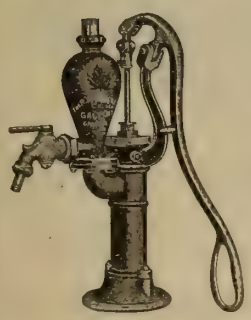
Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

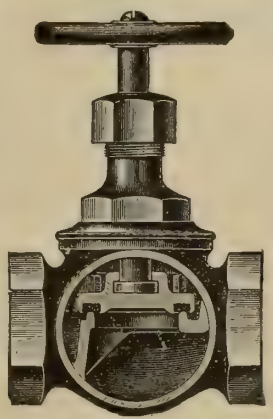
McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

GALT, - CANADA

FAIRBANKS Renewable Disc VALVES

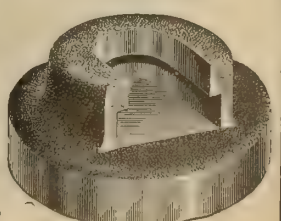


Have a world wide reputation.

They last longer, are made stronger

—and—

The disc can be changed in a moment's time.

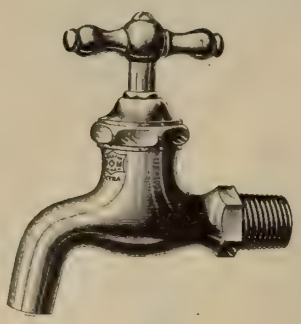


The DISC

The Canadian Fairbanks Co.
Limited

Montreal Winnipeg
Toronto Vancouver

Mueller Extra Pattern Compression Bibbs



C—233

The washer in Mueller Extra Compression Bibbs is encased full depth in a recess or cup in the stem disc, which prevents it from spreading or getting ragged.

THE MARK OF DECATUR H⊙M ILL. U.S.A. REGISTERED TRADE MARK
UNCONDITIONAL GUARANTEE
MUELLER GOODS

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

IT SAVES LIVES

A Building Necessity.

These are the names that have been made synonymous with the

AEOLIAN VENTILATOR

We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern buildings can afford to neglect sanitation.

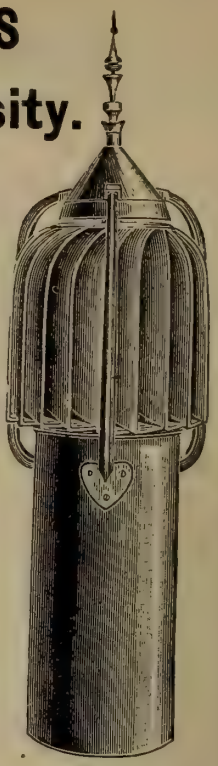
We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony:

MONTREAL, June 12th, 1903
Canadian Pacific Railway Company.
Messrs. J. W. HARRIS Co., LIMITED.
7 St. Elizabeth St., Montreal, Que.

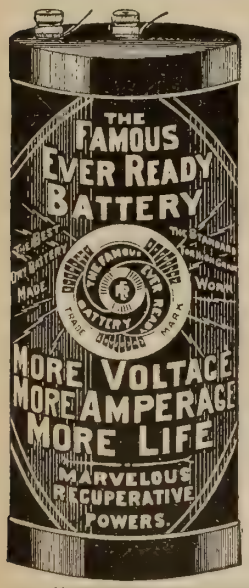
Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "AEOLIAN" Ventilators but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,

E. H. MCHENRY, Chief Engineer



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired.)

THE J. W. HARRIS COMPANY, LIMITED
Successors to LESSARD & HARRIS
General Contractors and Manufacturers
Montreal



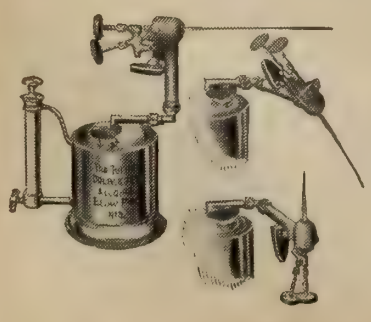
The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.



HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries; Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, **$9.75 net.**

THE TURNER BRASS WORKS
53 MICHIGAN STREET, - CHICAGO, U.S.A.



Kerr's Extra Standard

GLOBE VALVES

are of the best quality. They give the best of service and are moderate in price.

Every valve is TESTED, and PACKED, and GUARANTEED.
WRITE FOR CATALOGUE

The KERR ENGINE CO.,
Manufacturers Limited
WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



"IXL"
Spring Top Oiler, cannot lose cover, will give satisfaction when others fail



"SACHEM"
For movable bearings. Filler plug perfectly tight.

GENUINE



AUTOMATIC INJECTOR
Range from 22 lbs. low to 165 lbs. high. Made from the best metal. Workmanship unexcelled. "ASK THE ENGINEER."



"PLAIN ENGINE LUBRICATOR."
Fitted with or without chain and cock. Filler cap strong and non-leakable.



"SAMSON"
A strong well-finished grease cup. Will stand hard usage. Always reliable. For any kind of grease.

When you want a good oil cup or grease cup get a "PENBERTHY"

MANUFACTURED BY
PENBERTHY INJECTOR CO. LIMITED
WINDSOR, ONT.

We make all kinds of oiler and grease cups

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

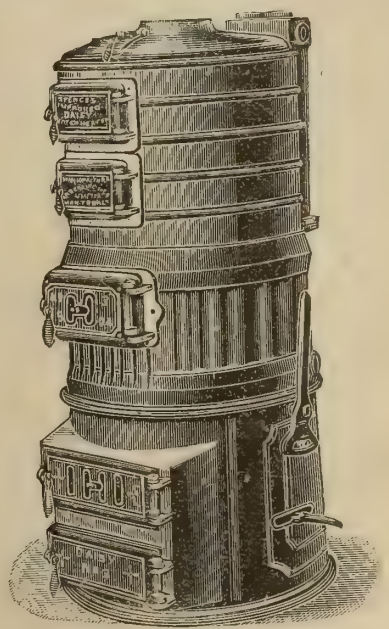
The key-note of satisfaction in the heating business is prompt delivery. With the cold weather here and your customers clamoring for heat

THE

DAISY

Hot Water Boiler waits your command. Every style and size is carried in stock for

IMMEDIATE SHIPMENT



CLUFF BROTHERS

Selling Agents for WARDEN KING & SON, Limited

Lombard Street, TORONTO

NO HARDWARE STORE COMPLETE WITHOUT OUR GOODS

Every day you must see more and more the necessity of sticking to standard wares.
Because they are the standard for quality we ask you to order our

READY ROOFING, SHEATHING, BUILDING PAPERS, TARRED FELTS, WRAPPING PAPERS

If you were to get in a supply of "JOLIETTE" and "CYCLONE" BRANDS OF SHEATHING and "BLACK DIAMOND" TARRED FELT

you would have no difficulty selling them

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Nov. 16, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's	per lb.	0 27½ 0 28

BOILER AND T.K. PITTS.

Plain tinned, Spun } 35 per cent. off list.

BABBIT METAL.

The Canada Metal Co.:—Imperial, genuine 50c.; Metallic, 30c.; Hercules, 20c.; Star, 15c; No. 1, 12c., No. 2, 10c.; No. 3, 7c.; No. 4, 6c.

Canada Smelting Co., Limited:—Hard genuine Babbit, 40c.; Standard Anti-Friction Babbit, 30c.; Standard Special Babbit 25c; Car Box Babbit, 20c; Extra babbit, 15c.; No. 1 babbit, 12c.; No. 2 babbit, 7½c.; No. 3 babbit, 5c.; Standard Phosphor Tin, 45c. On large orders special discounts given.

Robertson's Babbit Metals:—Extra Monarch, 45c.; No. 1 Monarch 30c; "King" Anti-friction, 20c.; Fleur-de-lis Anti-friction, 15c; No. 1 Thurber, 12c; Philadelphia 10c.; Canadian, 7c.; Hardware babbit No. 1, 10c; Hardware babbit No. 2, 8c.; Hardware babbit No. 3, 6½c. Discount on Hardware No. 1, 2, 3, 15 per cent. All others net list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.		0 27
Tubing, base, per lb ¼ to 2 in.		0 31

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	23 00	23 50

Bars.

Cut lengths, round, ½ to ⅞ in.		26 00
" round and square,		
Cut lengths, 1 to 2 inches	25 00	26 00

Sheet.

Plain, 16 oz., 14x48 and 14x60		29 00
Plain, 14 oz.		30 00
Tinned copper sheet, base		27 00
Planished base (not including extras)		27 00
Braziers' (in sheets), 14x6 ft., 25 to 30 lb. each, per lb., base		0 27

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 45	2 60
14 gauge		2 65
17 "		2 40
18 "	2 30	2 45
20 "	2 30	2 55
22 "	2 30	2 60
24 "	2 30	2 70
26 "	2 35	2 85
28 "	2 40	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 80
All bright "	3 80
Galvanized Canada Plates, 52 sheets	4 35
" " " 60 "	4 60

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 50	3 95
22 to 24 gauge	3 65	4 00
26 "	4 20	4 20
28 "	4 35	4 50

Apollo.

10½ oz. (American gauge)	4 25	4 60
28 gauge "	4 25	4 50
26 " "	4 10	....
24 " "	3 55	....

	Comet.	Queen's Head.	Bell.	Windmill Best.
16 to 20 gauge	3 50	3 65	....	3 40
22 to 24 gauge	3 65	3 80	....	3 65
26 "	4 20	4 35	....	3 90
28 "	4 35	4 50	4 40	4 15

Less than case lots 10 to 25c. extra.

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 15	2 25
Forged iron "	2 35	....
Refined " "	2 50	2 65
Horseshoe iron "	2 50	2 65
Hoop steel, 1½ to 3 in. base	....	2 75
Sleigh shoe steel "	2 25	2 30
Tire steel	2 40	2 40
Best sheet cast steel	...	0 12
B. K. Morton & Co.—		
"Alpha" high speed	....	0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J quality, best warranted	....	0 18
"I" " warranted	....	0 14
"B.C" quality	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"	....	0 65
" " annealed	....	0 65
Thos. Jowett & Sons B.P.L. tool steel annealed	....	0 10½

INGOT TIN.

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$46 00	$46 50

TINPLATES.

Charcoal Plates—Bright

		Per box.
M.L.S., equal to Bradley—		
I C, 14 x 20 base	....	$6 50
IX, 14 x 20 "	....	8 00
IXX, 14 x 20 base	....	9 50
Famous, equal to Bradley—		
I C, 14 x 20 base	....	6 50
I X, 14 x 20 "	....	8 00
I X X, 14 x 20 base	....	9 50
Raven and Vulture Grades—		
I C, 14 x 20 base	....	4 50
I X "	....	5 25
I X X "	....	6 00
I X X X "	....	6 75

Dominion Crown Best"—Double Coated, Tissued.

		Per box.
I C, 14 x 20 base	....	5 75
I X, 14 x 20 "	....	6 75
IXX, 14 x 20 "	....	7 75

Allaway's Best"—Standard Quality.

I C, 14 x 20 base	....	4 50
I X, 14 x 20 "	....	5 25
I XX, 14 x 20 "	....	6 00

Bright Cokes.

Bessemer Steel—		
I.C., 14 x 20 base	...	4 00
I.C., special sizes, base	....	4 25
20x28	....	8 00

Charcoal Plates—Terne

Dean or J. G. Grade—		
I.C., 20x28, 112 sheets	....	8 00
IX., Terne Tin	...	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—		
X X, 14x56, 50 sheet bxs. 14x60, " }	....	7 50
" 14x65, "		

Tinned Sheets.

72x30 up to 24 gauge	8 00	8 50
" " 26 "	8 50	9 00

LEAD.

Imported Pig, per 100 lb	5 35	5 45
Bar, "	....	5 25
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

ZINC SPELTER.

Foreign, per 100 lb	7 00	7 25

SHEET ZINC.

5-cwt. casks	....	8 00
Part casks	....	8 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, dis. half inch 60 per cent., others 50 per cent.

Cushion work, discount 40 per cent.

Fuller work, ½-inch 7 per cent., others 60 p.c.

Flatway stop and stop and waste cocks, 60 per cent.; roundway, 50 per cent.

J.M.T. Globe, Angle and Check Valves, discount 50 per cent.

Standard Globe, Angle and Check Valves discount 52½ per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkins' disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 50 per cent.

Standard Radiator Valves, discount 52½ per cent.

Patent Quick-Opening Valves, discount 65 per cent.

Jenkins' Bros. Globe Angle and Check Valves discount 32½ per cent.

No. 1 compression bath cock	net	2 00
No. 4 " "	"	1 90
No 7 Fuller's "	"	2 25
No. 4½ " "	"	2 35

Patent Compression Cushion, basin cock, hot and cold, per doz., $16.20

Patent Compression Cushion, bath cock, No. 2208 ..... 2 25

Square head brass cocks, discount 50 per cent.

" " iron " " 60 "

Thompson Smoke-test Machine $25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon		25 00
" 35 "		29 00
" 40 "		33 00

Net list.

BOILERS—GALVANIZED IRON RANGE.

Capacity.	Standard.	Extra heavy
30-gallons	4.75	7.50
35 "	5.75	8.50
40 "	6.75	9.50

2 per cent., 30 days

BATH TUBS.

Zinc	6 00
Copper, prices withdrawn.	

CLOSETS AND URINALS (RANGE).

Discount 20 p.c.

ENAMELED BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality	Special
4 and 4½ ft. 3 in. rolled rim	$21 65	20 25
5 feet " "	22 65	21 25
5½ " "	24 15	22 75
6 " "	26 90	25 50
Plate E II		
5 feet 2½ in. "	21 15	19 75
5½ " 2½ " "	22 65	21 25

Closer prices in quantities.

ENAMELED LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	30 & 10 p.c.	40 p.c.

ENAMELED SINKS.

	1st quality.	Special.
Plate E 201	20 p.c.	20 &10 p.c.
Kitchen, plate E 300.65 & 5 p.c.		70 p.c.
Cast iron, 16 x 24		0 85
" 18 x 30		1 00
" 18 x 36		1 40

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 15	⅛ inch	2 97
¼ "	2 15	¼ "	2 97
⅜ "	2 55	⅜ "	3 40
½ "	3 22	½ "	4 37
1 "	4 62	1 "	6 27
1¼ "	7 50	1¼ "	8 55
1½ "	7 56	1½ "	10 26
2 "	10 08	2 "	13 68
2½ "	17 16	2½ "	25 30
3 "	22 55	3 "	33 28

2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 60 per cent.; headers, 60; flanged unions 60, malleable bushings 55; nipples, up to 2 in., 70 and 10 per cent; up to 6 in., 65 per cent.; malleable lipped unions, 55 and 5 per cent.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

Light pipe, 50 and 10 p.c.; fittings, 60 p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, 5 per cent. off.

Lead waste, 8c. per pound, 5 per cent. off.

Caulking lead, 5½c. per pound.

Traps and bends, 50 per cent. discount.

OAKUM.

Plumbers'	per 100 lb.	4 00 4 75

RADIATORS, ETC.

Hot water	47½ p.c.
Steam	50 p.c.
Wall Radiators and Specials	45 p.c.

STOVES, BOILERS, FURNACES, REGISTERS.

Discounts vary from 40 to 70 per cent. according to list.

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb.	per lb.	0 37
1-lb. or over	"	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping	0 22	0 23

PAINTS AND OILS.

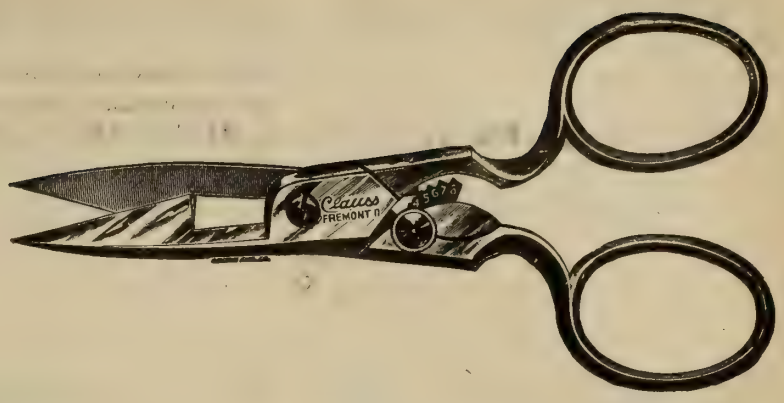
COLORS IN OIL.

Venetian red, 1-lb. tins, pure	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 08
French " "	....	0 08
Marine black "	....	0 04½
Chrome green "	....	0 10
French permanent green "	....	0 13
Signwriters' black "	....	0 15

Clauss Brand Buttonhole Scissors

FULLY WARRANTED

Our Ratchet Pattern Buttonhole Scissors. Most desirable buttonhole scissors of any on the market. Perfectly adjusted, even and straight cut. Length of cut marked in figures on ratchet so as to gauge size of buttonhole. Ask for discounts.



The Clauss Shear Co., - Toronto, Ont.

GROUND WHITE LEAD IN OIL. Per 100 lbs.

Pure	6 75	7 00
No. 1	6 40	6 55
No. 2	6 05	6 35
No. 3	5 80	6 05
No. 4	....	5 50
Munro's Select Flake White	....	7 00
Elephant and Decorators' Pure	....	6 80
Monarch	....	6 75
Standard Decorator's	....	6 50
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	8 25
"Anchor," pure	....	6 50
Ramsay's Pure Lead	....	6 40
Ramsay's Exterior	....	6 15
"Crown and Anchor," pure	....	6 50
Sanderson's Pearcy's	....	6 50

RED LEAD.

Genuine, 560 lb. casks, per cwt	....	$6 00
Genuine, 100 lb. kegs, "	....	6 25
No. 1, 560 lb. casks, per cwt	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 06½	0 07½
No. 2	0 05½	0 06½

PREPARED PAINTS.

Pure, per gallon, in tins	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints, ¼ gal.	....	1 45
" " ½ gal.	....	1 40
" " gal.	....	1 35
Canada Paint Co.'s pure	....	1 25
Standard Co.'s "New Era"	....	1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Brandram-Henderson "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, ¼ gal.	....	1 45
" " " ½ gal.	....	1 40
" " " 1 gal.	....	1 35
Jamieson's "Crown and Anchor"	....	1 20
Jamieson's floor enamel	....	1 50
" barn paints, bbls, per gal.	....	0 60
Senour's Floor Paints, gal.	....	1 20
Sanderson's Pearcy's, pure	....	1 20

PUTTY.

Bulk in bbls	....	1 50
Bulk in less quantity	....	1 80
Bladders in bbls	....	1 80
Bladders in kegs, boxes or loose	....	1 95
25-lb. tins	....	1 80
12½ lb. tins	....	2 05
Bladders in bulk or tins less than 100 lb.	....	1 85
Bulk in 100-lb. irons	....	1 80

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Brown japan	1 10	1 20
Black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each	....	2 00
Granitine floor nish, per gal	....	2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, 1 gal.,	....	$2.50.
Canada Paint Co's sun varnish	....	2 00
"Kyanize" Interior Finish	....	2 40
"Flint-Lac," coach	....	1 80
"Gold Medal," per gal., in cases	....	2 00
Jamieson's Copaline, per gal. can	....	2 00

SHELLAC.

Shellac, bleached, in bars or ground, 47c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 58c. per lb., f.o.b., Eastern Canadian Points.
Shellac, T N. orange, etc., 49½ f. o. b., New York.

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off. All prices per 100 feet.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 14

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells | 5 50 | 8 00
Peterboro' door bells, discount 50 and 10 per cent. off new list.
American, house bells, per lb. | 0 35 | 0 40

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	....	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	....	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	....	1 20
Carpet Felt per ton	....	55 00
Heavy Straw Sheathing per ton	....	35 00
Dry Surprise	....	0 37½
Dry Sheathing per roll, 400 sq. ft.	....	0 35
Tar " 400 "	....	0 45
Dry Fibre " 400 "	....	0 55
Tarred Fibre " 400 "	....	0 65
O. K. & L. X. L " 400 "	....	0 70
Resin-sized " 400 "	....	0 45
Oiled Sheathing " 600 "	....	1 00
Oiled " 400 "	....	0 70
Root Coating, in barrels per gal.	....	0 17
Roof " small packages "	....	0 25
Refined Tar per barrel	....	5 00
Coal Tar "	....	4 00
Coal Tar, less than barrels per gal.	....	0 15
Roofing Pitch per 100 lb.	0 80	0 90
Slater's felt per roll	....	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	....	37 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 70 and 5 per cent.
Cast Iron Loose Pin, discount 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 75 and 5 per cent.

CEMENT AND FIREBRICK.

"Lafarge" cement in wood	....	3 40
"Lehigh" cement, in wood	....	2 54
"Lehigh" cement, cotton sacks	....	2 39
"Lehigh" cement, paper sacks	....	2 31
Fire brick (Scotch) per 1,000	15 00	24 00
Fire clay (Scotch), net ton	....	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4"x3", ex wharf	....	35 00
Stable pavers, 12"x6"x2", ex wharf	....	50 00
Stable pavers, 9"x4½"x3", ex wharf	....	36 00

DOOR SETS.

Peterborough, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil Door Springs, 25 per cent.

STORE DOOR HANDLES

Per Dozen	1 00	1 50

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterborough, 45 and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 60 per cent.

Heavy T and strap, 4-in., per lb. net		0 06
" " 5-in., "		0 05½
" " 6-in., "		0 05½
" " 8-in., "		0 05½
" " 10-in. and larger		0 05

Light T and strap, discount 65, 10 and 2½ p.c.

Screw hook and hinge—		
under 12 in. per 100 lb.	....	4 75
over 12 in. "	....	3 75
Spring, No. 20, per gro. pairs	....	10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

SPRING HINGES.

Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago Floor Hinges, 40 and 5 off.
Garden City Fire Engine House Hinges, 12½ per cent.

HOOKS.

Cast Iron.

Bird cage per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright steel gate hooks and staples, 40 per cent. discount.
Hat and coat wire, discount 62½ per cent.
Screw, bright wire, discount 62½ per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterborough knobs, 45 and 10 per cent.
" porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross | .... | 0 60

LOCKS.

Peterborough, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	....	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	5 50	8 50
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

Underhill American Bench Axes, 40 p.c.

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS CLEAVERS

German per doz.	6 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 15
S. & D., " 5 "		0 22½
S. & D., " 6 "		0 15
Boynton pattern "		0 20

DRAW KNIVES.

Coach and Wagon, discount 75 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent.
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nichol son	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

C. & B., fork, 40 per cent., revised list.
C. & B., hoe, 40 per cent., revised list.

American, saw per doz	....	0 25
American, plane ... per gross	3 15	3 75

Canadian, hammer and hatchet 40 per cent
Axe and cant hook handles, 45 per cent.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" 2, "		4 85
Barrel, Underhill		5 00

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem ..... each 1 15

NAIL PULLERS.

German and American 0 85 2 50
No. 1..... 0 85
No 1573..... 0 75

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ..... per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00

PUNCHES.

Saddler s .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Finners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, 30 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and band, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring 4 25
" common frame..... 4 00

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.).$18 50

(Hollow Back)		(Reinforced S Scoop.)
Moose.....	$17 50	$16 30
Bear.....	15 00	15 30
Fox.....	12 50	14 30
Black Cat....	10 00	13 30

Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather 5 50 9 75
Chesterman's .....each 0 90 2 85
" steel.....each 0 80 8 00

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Steel barn door.....	8 00	10 00
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Acme, wood track	5 00	6 50
Atlas.....	5 00	6 00
Perfect	8 00	11 00
New Milo.....	....	6 50
Steel, covered.....	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net prices.

HEAD HALTERS.

Jute Rope, ½-inch....per gross 9 00
" " ⅝ " .... " 10 00
" " ¾ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter..... per doz. 4 00 4 50

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head

HORSESHOES.

F.O.B. Montreal
M.R.M.'Co. brand, base..... 3 65
Add 15c. Toronto, Hamilton, Guelph.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 35 per cent.

HEAVY GOODS NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list Per cent.
" " ⅜ and smaller.. 60 and 10
" " 7-16 and up 55
" " Norway Iron ($3 list) 50
Machine Bolts, ⅜ and less 60
Machine Bolts, 7-16 and up.... 55
Plough Bolts 55
Blank Bolts..... 55
Bolt Ends..... 55
Sleigh Shoe Bolts, ⅜ and less .. 60
" " " 7-16 and larger 50
Coach Screws, conepoint..... 70 and 5
Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

CHAIN.

Proof coil, per 100 lb. 3-16 in., $7 ; ¼ in., $5.85 ; 5-16 in , $4.45 ; ⅜ in., $3 75 ; 7-16 in., $3 50 ; ½ in., $3.25 ; 9-16 in., $3 20 ; ⅝ in., $3.20 ; ¾ in., $3.10 ; 1 in. $3 ; ⅞ in , $3.05.
Halter, kennel and post chains, 40 to 40 and 5 per cent.
Cow ties ..... 40 p.c.
Tie out chains .... 65 p.c.
Stall fixtures .... 35 p.c.
Trace chain .... 45 p.c.
Jack chain iron, discount 35 p.c.
Jack chain, brass, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $3.15.

NAILS.	Cut.	Wire.
2d.....	3 70	3 20
3d.....	2 85	2 85
4 and 5d.....	2 60	2 60
6 and 7d	2 50	2 50
8 and 9d	2 35	2 35
10 and 12d	2 30	2 30
16 and 20d.....	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 20

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails. discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p c.
Copper Burrs only, discount 15 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent.
" R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 5
" " tinned..... 80 and 10
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 75 and 10
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk .... 85 and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 40
Copper tacks..... 45
Copper nails 50
Trunk nails, black 65
Trunk nails, tinned and blued .. 65
Clout nails, blued and tinned .. 65
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45
Cheese box tacks, 85 and 5 ; trunk tacks, 80 and 10.

CUTLERY AND SPORTING GOODS.

AMMUNITION.

B. B. Caps Dominion, 50 and 5 and 25 per cen t
American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000

CARTRIDGES.

Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent., American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent., American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5 ; Sovereign, 25, 10 and 10 ; Regal, 25, 10 and 5 ; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent. : American $2 05

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,00 each, 10gauge.....	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8 50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Lewis Bros.' "Klean Kutter'	8 50	10 50

Clauss Razors and Strops, 50 and 10 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Mic Mac hockey sticks, per doz 4 00 5 00
New Rex hockey sticks, per doz 6 25

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 40 per cent.
Copper pitts, 33⅓ per cent.

ENAMELLED WARE.

London, White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent .....
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial Crescent, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN NOVELTIES.

Can openers, per doz.....	0 40	0 75
Mincing knives, per doz	0 50	0 80
Duplex mouse traps, per doz....		0 65
Potato mashers, wire, per doz...	0 60	0 70
" wood " ..	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 0, $1; No.1, 1.15.		

LAMP WICKS.

Discount, 60 per cent.

LANTERNS.

No. 2 or 4 Plain Cold Blast...per doz.		6 50
Lift Tubular and Hinge Plain, "		4 75

Better quality at higher prices.
Japanning, 50c. per doz. extra.

LEMON SQUEEZERS.

Porcelain lined..... per doz.	2 20	5 60
Galvanized..... "	1 87	3 85
King, wood..... "	2 75	2 90
King, glass..... "	4 00	4 50
All glass ..... "	0 50	0 90

PICTURE NAILS.

Porcelain head.....per gross	1 35	1 50
Brass head..... "	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set		0 75
" No. 50, nickle-plated, "		0 80
Common, plain.....		4 50
" plated		5 50
Asbestos, per set.....		1 25

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3 30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 per cent.
Creamery cans, discount 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000		7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 00
7 inch..... " "		7 50

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32	
7-inch..... "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

WIRE GOODS.

BRIGHT WIRE

Discount 62½ per cent.
Brass wire, discount 45 per cent.
Copper wire, 45 per cent. f.o.b factory.

COILED SPRING WIRE.

High Carbon, No. 9, $2 55, No. 11, $3 20; No. 12, $2.80.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.15; No. 10 gauge, 6c. extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

FINE STEEL WIRE.

Discount 30 per cent List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.70 — Nos. 6, 7, 8, $3.15 — No. 9, $2.50 — No. 10, $3.20 — No. 11, $3.25—No. 12, $2.65 —No. 13, $2.75—No. 14. $3.75—No 15, $4.30 —No. 16. $4.30 from stock. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland. In carlots 12½c. less.

CLOTHES LINE WIRE.

7 wire solid line. No. 17. $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

WIRE FENCING.

Galvanized barb.....		3 80
Galvanized, plain twist		3 80

Galvanized barb, f.o.b. Cleveland, $2.55 for small lots and $2.45 for carlots.

POULTRY NETTING.

2 in. mesh, 19 w. g., discount 50 and 10 per cent. All others 50 per cent.

WIRE CLOTH.

Painted Screen, per 100 sq. ft., net..		1 45

Terms, 2 per cent. off 30 days.

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops.....	1 25
"900" mops.....	1 25
Folding ironing boards.....	12 00 16 50

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style .....per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy.....	48 00

WRINGERS.

Royal Canadian, 11 in., per doz.	32 00
Royal American, 11 in.	34 00

Terms, 3 months, 2 per cent. 30 days.

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality.....	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M		4 25
Small heel ..... "		4 50

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's..... "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins .....per gross ...		7 80
" " ..... "		9 60

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle..... "	0 22	0 33
Screw ..... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

ROPE AND TWINE.

Sisal.....		0 10½
Pure Manilla		0 15½
"British" Manilla.....		0 12
Cotton, 3-16 inch and larger.....0 21		0 23
" 5-32 inch 0 25		0 27
" ⅛ inch 0 25		0 28
Russia Deep Sea		0 16
Jute.....		0 09
Lath Yarn, single		0 10
" double		0 10½
Sisal bed cord, 48 feet.....per doz.		0 65
" " 60 feet..... "		0 80
" " 72 feet..... "		0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

SCALES.

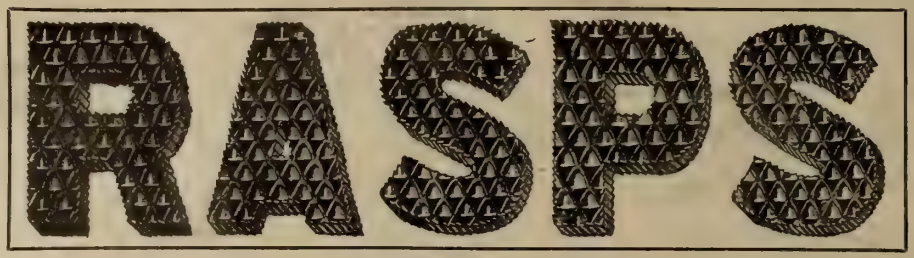
Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 35 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SHARPENING STONES.

Washita .....per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe.....	"	....	0 10
Deer Creek.....	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas.....	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe .....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton....		20 00	22 00
" under 40 lb., "		....	24 00
" 200 lb. and over		....	28 00

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Alabastine Co 55
American Shearer Mfg. Co..... 57
Armstrong Mfg. Co 60
Armstrong Bros. Tool Co 15
Atkins, E. C., & Co..... 23
Atlas Mfg. Co..... 57

B

Barnett, G. & H. Co....outside back cover
Batty Stove Co. 47
Bell Telephone Co..... 22
Bell, Thomas, Sons & Co 49
Belleville Foundry Co. 42
Benjamin Moore, & Co..... 24
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co 24
Bowser, S. F., & Co..... 11
Brandram Hender on 50
Brantford Roofing Co. 18
British America Assurance Co..... 22
Burr Mfg. Co 13

C

Cameron & Campbell. 26
Canada Foundry Co 12
Canada Horse Nail Co..... 24
Canada Iron Furnace Co..... 47
Canada Paint Co..... 52
Canada Paper Co 12
Canada Smelting Works 47
Canadian Bronze Powder Works..... 49
Canadian Buffalo Forge Co..... 4
Canadian Fairbanks Co 2, 63
Canadian Heating & Ventilating Co.. 21
Canadian Oil Co. 14
Canadian Rubber Co....outside back cover
Canadian Sewer Pipe Co..... 47
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 63
Clauss Shear Co..... 67
Cluff Bros..... 65
Confederation Life Association 22
Consolidated Plate Glass Co..... 54
Consumers' Cordage Co..... 10
Copp, W. J..... 41
Covert Mfg. Co 9
Crain, Rolla L..... 1
Cumming Mfg. Co..... 25

D

Davenport, Percy P..... 12
Davidson, Thos., Mfg. Co..... 4
Diamond Saw and Stamping Works... 17
Dieckmann, Ferdinand..... 55
Dominion Cartridge Co. 23
Dominion Wire Mfg. Co..... 25
Dorken Bros..... outside front cover
Dowswell Mfg. Co 81

E

Eadie, H. G..... 47
Emlyn Saw Bench 14
English Embrocation Co..... 72
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa..... 15
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 49
Findlay Bros..... 18
Forman, John 64
Forwell Foundry Co 62
Fox. C. H..... 16
Francis-Frost Co..... 53
Frothingham & Workman 6

G

Galt Art Metal Co..... 57
Gibb, Alexander..... 16
Gibsone, J. B..... 18
Gilbertson, W., & Co..... 47
Glauber Brass Co..... 62
Greening, B., Wire Co..... 72
Guelph Spring and Axle Co. 24
Guelph Stove Co..... 21
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Rifle Co..... 13
Hanover Portland Cement Co..... 24
Harrington & Richardson Arms Co 17
Harris, J. W., Co..... 64
Heinisch, R., Sons Co..... 17
Henderson, J. A 17
Henderson & Potts Co 44
Heney, E. N., & Co..... 68
Hobbs Mfg. Co 14
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 18
Hyde, F. & Co..... 13

I

Imperial Varnish and Color Co..... 48
International Portland Cement Co.... 24

J

Jamieson, R. C., & Co..... 49
Jardine, A. B., & Co. 47
Johnson's, Iver, Arms and Cycle Works 56
Joy Mfg. Co..... 21

K

Kemp Mfg. Co..... 26
Kerr Engine Co..... 64

L

Leslie, A. C., & Co. outside front cover, 47
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 18
London Foundry Co..... 3
London Rolling Mills 12
Louden Machinery Co. 12
Lucas, John 51
Ludger Gravel Co..... 18
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McArthur, Corneille & Co. 55
McCaskill, Dougall & Co..... 49
McClary Mfg. Co..... 43
McDougall, R., Co..... 63

M

Maple Leaf Harvest Tool Co 8
Martin-Senour Co 51
Maxwell David..... 72
Merrell Mfg. Co..... 58
Metal Shingle and Siding Co..... 11
Metallic Roofing Co 45
Me ropolitan Bank 22
Mitchell, H. W 16
Montreal Rolling Mills Co 57
Moore, Benjamin, & Co. 13
Morrison, James, Brass Mfg. Co..... 2
Morrow, John, Machine Screw Co 17
Mueller, H., Mfg. Co 64
Munderloh & Co..... 65

N

Newman, W., & Sons 57
Nicholson File Co.. 70
North Bros. Mfg. Co..... 7
Nova Scotia Steel and Coal Co..... 40
Novelty Mfg. Co 21

O

Oakey, John, & Sons..... 47
Ontario Lantern & Lamp Co..... 72
Ontario Tack Co..... 46
Orford Copper Co..... 47
Oshawa Steam & Gas Fting Co..... 62
Owen Sound Wire Fence Co..... 11

P

Pearce, Frank, & Co 16
Pelton, Godfrey S 49
Pearson J. D. 14
Penberthy Injector Co..... 65
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 9
Phillips, Chas. D 57
Phillips, Geo., & Co..... 13
Pink, Thos 58

R

Ramsay, A., & Son Co..... 51
Recard, Emile 24
Robertson, James Co....inside back cover
Roper, J. H 23
Round, John, & Son..... 10

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 20
Scott, Bathgate & Co..... 16
Sells Commercial..... 24
Seymour, Henry T., Shear Co..... 17
Shantz, I. E., & Co..... 62
Sharratt & Newth 62
Sherwin-Williams Co..... 46
Silica Barytic Stone Co..... 17
Smart, James 44
Spear & Jackson 11
Stairs, Son & Morrow..... 70
Standard Ideal Sanitary Co..... 58
Standard Paint and Varnish Works... 47
Starr Mfg Co. 12
Stephens, G. F., & Co..... 41
Sterne, G. F., & Son 18
Stewart, Jas., Mfg. Co..... 21

T

Taylor-Forbes Co.....outside front cover
Thompson, R. & S. H., Co. outside back cover
Toronto and Belleville Roll ng Mills... 9
Turner Brass Works 64

V

Vickery, O..... 62

W

Western Assurance Co 22
Western Wire Nail Co 18
Winnipeg Paint and Glass Co 41
Wright, E. T., & Co 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Ju tion.

Auditors.
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
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J. N. Warminton, Montreal.

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Glauber Brass Mfg. Co., Cleveland, Ohio.
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Ramsay, A., & Son Co., Montreal.
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Cumming Mfg. Co. Renfrew.

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Acme Can Works, Montreal.

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Carriage Mountings Co., Toronto.
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Door Hanger Co., Hamilton, Ont.
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Canadian General Electric Co., Toronto.
Forman, John, Montreal.
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Winnipeg Paint & Glass Co., Winnipeg.

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Deseronto Iron Co., Deseronto, Ont.
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Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

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Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co., Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont.
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co , Montreal.
Stairs, Son & Morrow, Halifax, N.S.

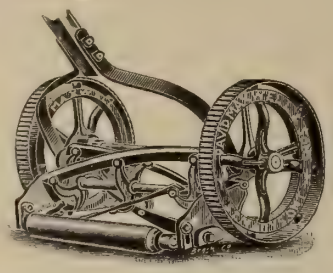


FAVORITE CHURN

More sold in the Dominion than all others combined

In 8 sizes, churning from ½ to 30 gallons.
IMPROVED STEEL FRAME. PATENT FOOT and LEVER DRIVE.
PATENT STEEL ROLLER BEARINGS
Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish. **No other just as good. Accept no substitute.** If not offered by your jobber write direct to us.

MAXWELL LAWN MOWER



Made in 4 different heights of wheel and widths, ranging from 8 to 25-in. in plain or ball bearings as required. Improved for coming season. Not equalled anywhere for clean cutting, durability and finish.

DAVID MAXWELL & SONS
ST. MARY'S, ONT.



"LION" BRAND

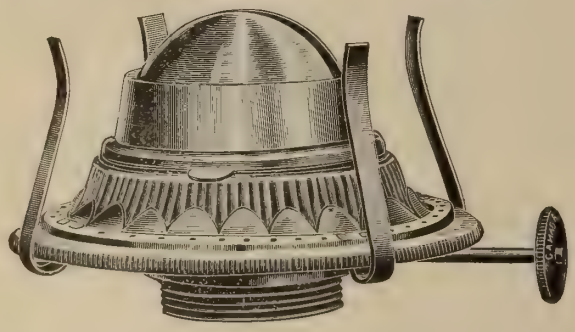
Trade Mark

PUTZ TRIPLE EXTRACT
METAL POLISH
LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,
Montreal, Quebec

Our New Line—



The Canada Burner

Made in A and B sizes only, of Brass Construction.

IT'S A SELLER

The Quality and Price will interest you.

MANUFACTURED BY

ONTARIO LANTERN & LAMP CO., Ltd.
HAMILTON, ONT.

WIRE ROPE

GREENING

"ACME" Brand

Highest grade of hoisting rope made.

Extra Tensile strength for heavy work.

Use Greening's Rope Grease for Lubrication.

The B. GREENING WIRE CO.
LIMITED

Hamilton, Ont. **Montreal, Que.**

FOR A CHEAP SAW MILLS
AND GENERAL FACTORY

BABBITT

THERE IS
NOTHING TO BEAT

Fleur de Lis

ANTI-FRICTION METAL



PRICE 15c. PER LB.

Equa to imported sold at 25 cents.
Try it and save money.

The Jas. Robertson Co., Limited

MONTREAL

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



NOTICE—Free to Any Dealer in Sporting Goods, Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph.

The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.

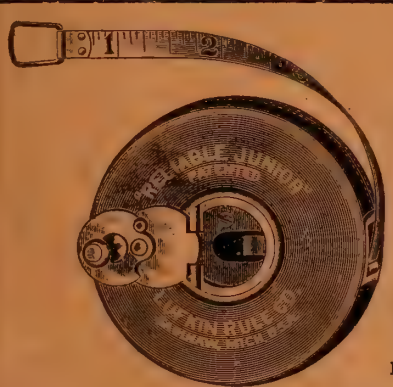


WALKER CORK SCREWS

are good holiday souvenirs and live sellers the whole year. Are made well and are made out of good material. That is why we guarantee every one that we put out. When ordering Cork Screws try **Walker's**

Manufactured only by **ERIE SPECIALTY COMPANY,** ERIE, Pa. U.S.A.





LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. **New York City Branch—280 Broadway.**

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

PHILADELPHIA

Twelve Medals



Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Sheet Zinc
Zinc Spelter
Ingot Tin

Now arriving ex last direct steamers via the St Lawrence.

We will be pleased to make you favorable prices from stock. Send us your enquiries.

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

"CANADIAN"

SPIRAL PACKING

(Highest Quality)

"Made in Canada"

We've manufactured 90 per cent. of all Spiral Packing sold in Canada during the past twenty years.

Our Packing is Different—and Better

THE

CANADIAN RUBBER CO.

OF MONTREAL LIMITED



Mark of Quality

155 Granville Street, - Halifax, N.S.
Imperial Bank Bldg., St. James Street } Montreal, Que.
Front & Yonge Sts., - Toronto, Ont.
89 Princess St., - Winnipeg, Man.
403 Cordova St., - Vancouver, B.C.
Dewdney St., - - Regina, Sask.
First St. W., - - - Calgary, Alta.
Wharf St., - - - Victoria, B.C.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, NOVEMBER 24, 1906 NO. 47.

POCKET KNIVES

H. BOKER & COS

IMPROVED

TREE BRAND

TRADE MARK

RAZORS CUTLERY SCISSORS

For Sale by leading Wholesale Hardware Houses

Every Jobber in Canada

East or West can supply "QUEEN'S HEAD" Iron if you insist on it. Accept no substitute as there is nothing quite as good.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.

A. C. LESLIE & CO., MONTREAL Managers, Canadian Branch



They say—that is, the People—that *"Sovereign"* Boilers are Best

They buy—that is, the People—*"Sovereign"* Boilers, the Best

Are you prepared for orders?

Have you got the "Sovereign" Radiator, too?

ENQUIRE TO-DAY

TAYLOR-FORBES COMPANY, Ltd.

TORONTO—1088 King St. West.
MONTREAL—122 Craig St. West.
Head Office and Works, GUELPH, ONT.

AGENTS:
Mechanics' Supply Co., Quebec.
Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 71.

BRASS GOODS

Suitable for the Christmas Trade



Brass Candlesticks



Brass Clocks



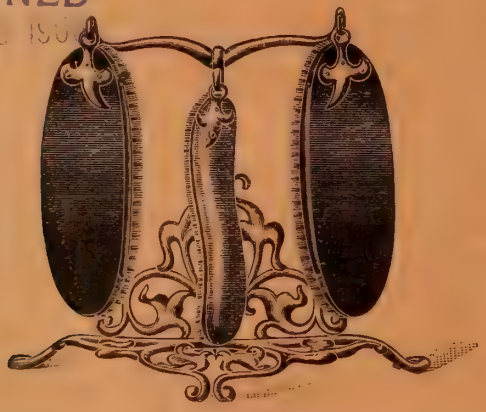
Brass Crumb Brush and Tray



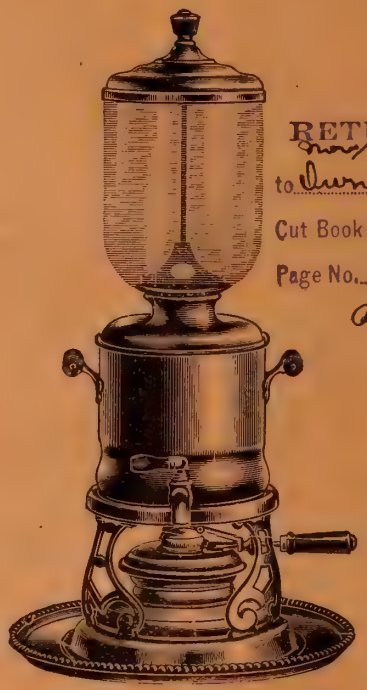
Brass Trivets



Brass Candlesticks



Brush Stands



Coffee Percolator



Brass Clocks

FIRE SETS IN IRON OR BRASS

COAL VASES IN IRON OR BRASS

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

TORONTO.

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

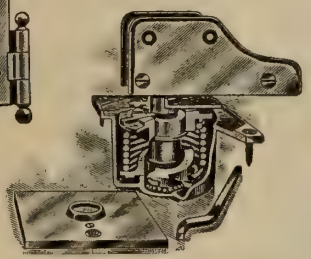
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

QUALITY TELLS

We Carry in Stock

Winchester Rifles, Marlin Rifles

All Calibres

Browning Automatic Shot Gun

Double Barrel Shot Guns, Hammerless

Single Barrel Shot Guns, Gauges, 12, 16, 20

Iver Johnson Revolvers, C.F. 22, 32, 38 Cal.

Harrington and Richardson's

C. F. 22, 32, 38 Cal.

Full line of WINCHESTER and DOMINION Loaded Shell

Winchester Supplemental Chambers

Ready Sellers, Satisfactory Users

Get our Prices they are right

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

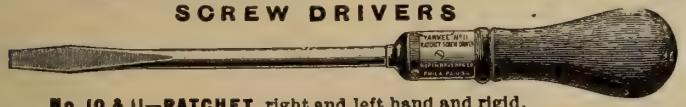
OTTAWA, ONT.

Other Tools are very Good Tools, but

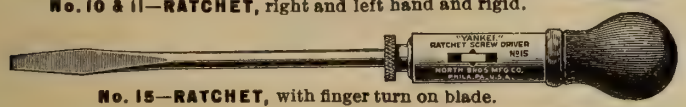
"YANKEE TOOLS"

ARE BETTER

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



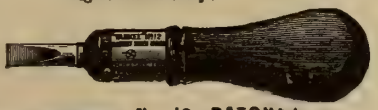
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade



No. 60—POCKET SCREW DRIVER.

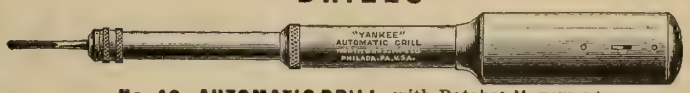


Countersink, for spiral ratchet screw driver.



The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

DRILLS



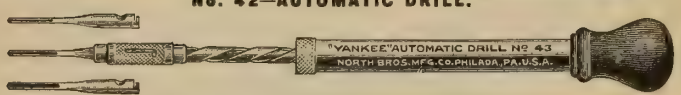
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



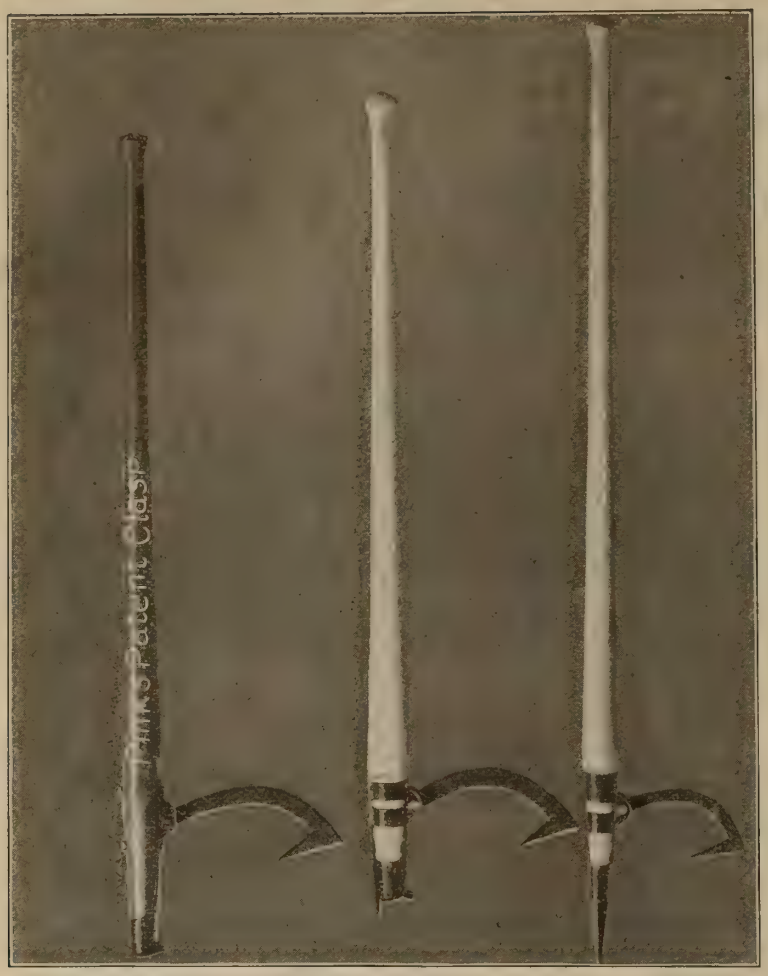
No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

ESTABLISHED 1855

HEADQUARTERS FOR

PIG IRON

ENGLISH and SCOTCH

Prompt and forward delivery. Interesting prices.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

"BLACK DIAMOND"

NO HONING REQUIRED



THE RAZOR FOR YOUR CHRISTMAS TRADE

RETURNED
DEC/1/01
to Montreal
Cut Book No. 54
Page No. 14
A.A.W.

THERE are many men who still stick to the good old-fashioned razor in spite of the great variety of safety and other patent razors on the market at present.

These men are generally old veterans at the shaving game, you can't tell them much about razors that they don't already know.

They are always ready, however, to buy a new razor, providing it's a good one.

This is where the **BLACK DIAMOND** shows up, Mr. Dealer. It has a ⅝-in. blade, full hollow ground, white handle, gun metal tang, is put up in a white case, in a green box.

While the way the razor is done up, has nothing to do with the quality, the package attracts attention, while the quality of the razor itself will likely make you a sale.

Every blade is warranted, and if for any cause due to defective manufacture, you have a complaint, we will stand behind you in every case and replace the article with a new one.

If you don't sell **BLACK DIAMOND RAZORS**, get a few in for your Christmas Trade, they sell well.

CANADIAN DISTRIBUTORS:

LEWIS BROS., LTD.

MONTREAL

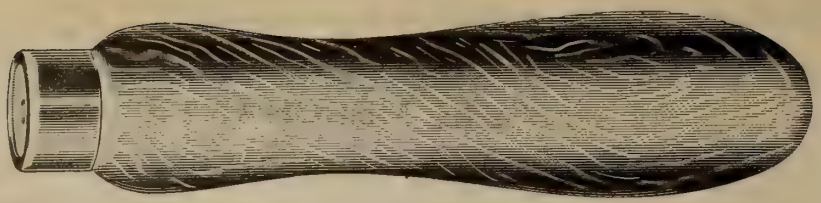
OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY



No. 176



No. 175



No. 177

CUMMING'S FILE HANDLES

ARE KNOWN
ALL OVER CANADA
FOR QUALITY

A high-grade handle made from selected material and sold at the same price as the poor ones.

WRITE FOR CIRCULARS AND PRICES.

"Cumming's Goods are Good Goods."

Made by

THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

Winnipeg : 608 Ashdown Building



No. 10—NEW PROCESS

"New Process" and "Standard" Oil Heaters

Are ornaments to any room.

Lights as easily as gas
No waste of fuel
No smoke or odor
Ready for use at a moment's notice

They are **Light** and **Portable** and having Bail Handles can be placed where the heat is most desired.

Just the thing for the chilly evenings

WRITE FOR PRICES.



No. 21—STANDARD

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & OC. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

RETURNED
Nov/29/06
Book No. 58
No. 4

BUILDING PAPERS



RETURNED
NOV 28 1906



	No.	Width	Per Roll
Dry Fibre Building Paper	1 and 2	32 in.	400 square feet
"Surprise" " " (White Sheating)		32 "	400 " "

	No.	Width	Per Roll
Tarred Fibre Building Paper	1	32 in.	400 square feet
	2	32 "	400 " "

CONGO NEVER-LEAK ROOFING

It's proof against water, acids, alkali, climate.

It's a most excellent fire resistant. It is odorless and will not taint water.

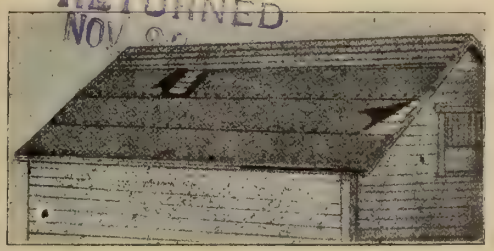
Easily and quickly laid by anyone.

Suitable for flat or steep roofs.

Write for Booklet and Sample and learn more about it.

BUCHANAN-FOSTER COMPANY
DREXEL BLDG., PHILADELPHIA, PA.

RETURNED
NOV 28 1906



Rain Proof Air Proof
Climate Proof Water Proof
Every Roll Perfect



Congo Roofing

Thickness	Width	Weight of 108 square feet
1 Ply	36 in.	35 lbs. per Roll
2 "	36 "	43 " " "
3 "	36 "	55 " " "

CONGO NEVER-LEAK ROOFING



We don't compare Congo Ready Roofing with any other kind—it's too far ahead. We just ask you to let us send you a free sample—that will speak for itself.

Congo Roofing is made of a composition that is absolutely waterproof. It resembles rubber in looks and elasticity. It doesn't crack nor dry out. Needs no repairs, painting nor coating for many years. Acids do not affect it—to heat and cold it is alike impervious.

Write to-day for free Sample.

BUCHANAN-FOSTER COMPANY
DREXEL BUILDING PHILADELPHIA, PA.

Congo Roofing is easy to apply. Skilled labor is not necessary. You don't have to hire an expert to help. If you can drive a nail you can do all the work that is necessary. The directions for laying are simple, and it is hard to make a mistake. Every roll comes complete, with plenty of nails, cement and caps. There is nothing else to pay for. The roofing is all ready to put down. Just rip off the wrapper and lay the Roofing on the building.

People who buy Congo Roofing for a building once, don't buy any more in after years—for that building, because it is *there to stay*, although the roof costs but little. They do buy more for their *other* roofs. Everyone who tries Congo is soon a convert, and he becomes more enthusiastic the longer he waits for the roof to wear out.



Asbestos Building Paper

Thin	about 6 lbs.	to 100	square feet,	36	in.	wide
"	" 8 "	" 100	" "	36	"	"
Medium	" 10 "	" 100	" "	36	"	"
Heavy	" 14 "	" 100	" "	36	"	"



Roofing Felt

	Width	Weight
Tarred Roofing, 7, 10 and 16 ounces,	32 in.	about 50 lbs. to the Roll
Ready " 2 and 3 Ply	36 "	" 50 " " "

With or without wire edges, caps, nails or cement

We will be pleased to quote you Prices on the above.

H. S. HOWLAND, SONS & CO., LIMITED

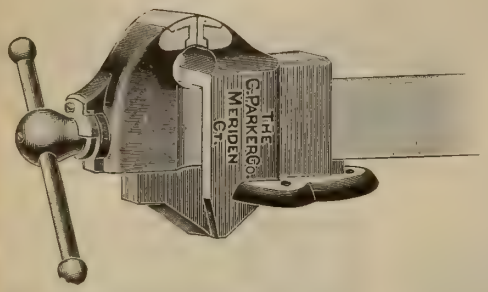
Opposite Union Station.

GRAHAM NAILS ARE THE BEST

We Ship promptly

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Righ

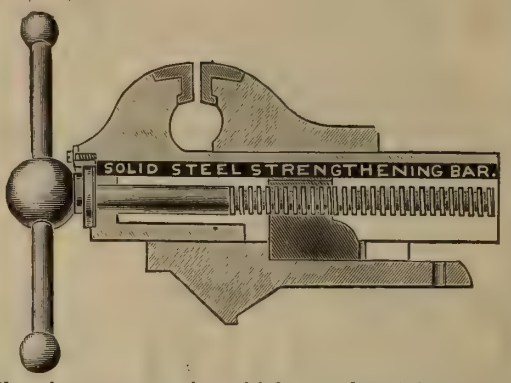


Stationary Machinist Vise, made in 6 sizes with jaws 3¼-in. to 6¼-in.

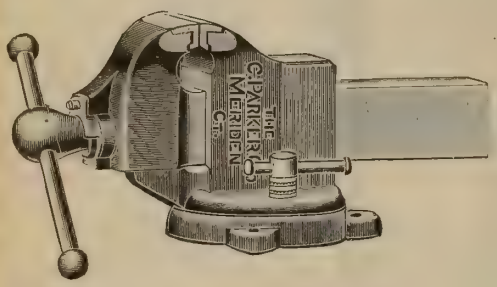
Semi-Steel has a strength several thousand pounds greater than cast iron.

That is why it is used in Parker Vises.

The Parker Vises are made stronger in the weak part of all vises than any other vises are made.



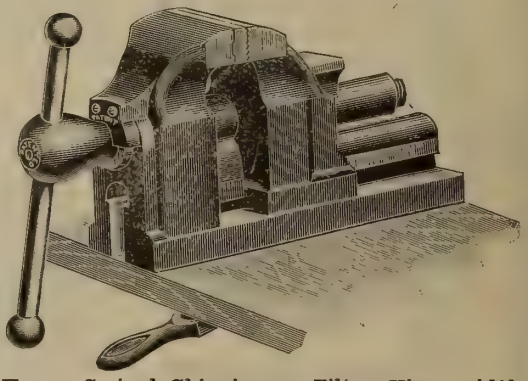
Showing manner in which Parker Vises are strengthened by a solid steel bar.



Same as above only made to swivel in any direction.

The sliding or moving jaw is the part most liable to break in any vise.

The Parker Company has provided against that danger by casting in the sliding jaw a solid steel bar strengthener. This improvement makes the jaw practically unbreakable. It is found only in Parker Vises.



Heavy Swivel Chipping or Filing Vise, width of jaws 5 inches.

Parker Vises are made in all approved shapes and sizes for machinists, pipe fitters, wood workers, etc.

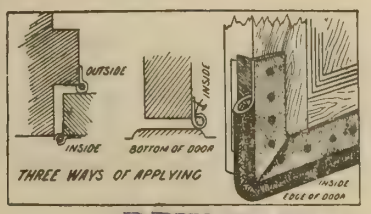
We keep a full line of Parker and other makes of vises.

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA.

"FROST KING" WEATHER STRIP



RETURNED
NOV 28 1906

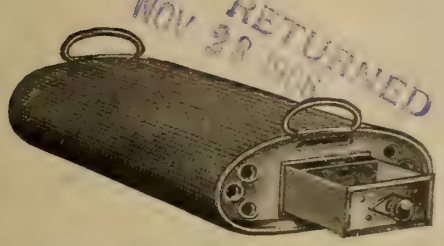
SELLS QUICKER THAN OTHER KINDS

Because it fits where most needed
" it is moisture proof
" its cost is so low
" It is easily applied to door or window

Put up in neat packages containing 25 ft.

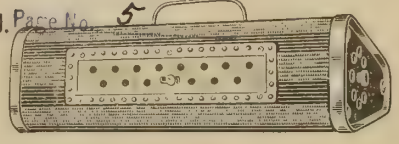
GENUINE CLARK'S FOOT WARMERS

RETURNED
NOV 28 1906



SALES THIS YEAR LARGER THAN EVER

3 RETURNED
Nov 28/06.
to Montreal
Cut Book No. 58
Page No. 5



No. 3D, COVERED WITH BRUSSELS CARPET —STEEL ENDS.

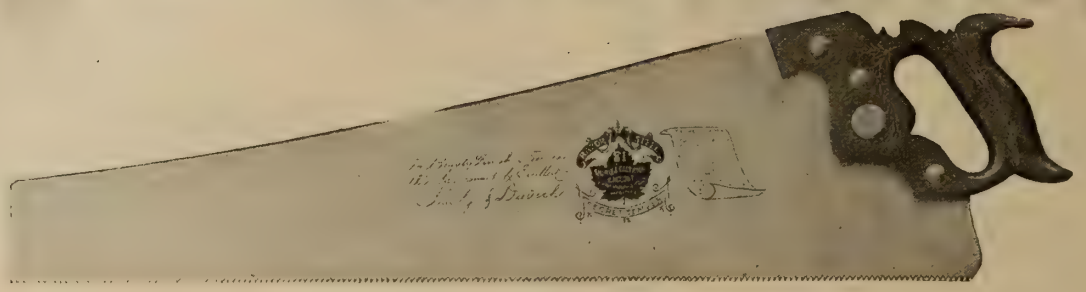
NO. 7D, COVERED WITH BRUSSELS CARPETS —HIGHLY FINISHED.

Caverhill Learmont & Co

MONTREAL and WINNIPEG

Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

Brantford—Roofings

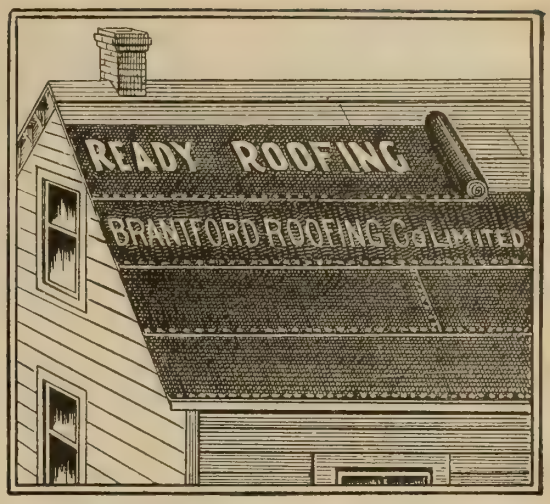
This Represents Our



"ASPHALT"
No. 1, 2, 3
"RUBBER"
No. 1, 2, 3

Each Roll is complete with Nails and Cement to lay. Best selling goods in the market.

BRANTFORD ROOFING CO.
LIMITED
BRANTFORD, ONTARIO



SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

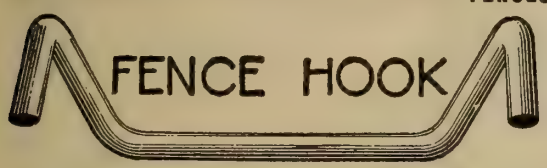
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, —LONDON, ONT

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA

Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

SHIELD BRAND

A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, **easily applied**, and of **uniform** and **durable quality**. Its sales are constantly increasing.

INQUIRE FOR BOOKLET and PRICE LIST

LOCKERBY & McCOMB, 65 Shannon St., Montreal

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

LIST
SILVER PLATED $22.30

LIST
BEST NICKEL SILVER $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

JOHN ROUND & SON, LIMITED

MANUFACTURING
Cutlers and Silversmiths
MONTREAL

Factories *SHEFFIELD, Eng.*

Established *1847*

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

H. F. ANDREWS & SON, Quebec, P.Q.;
MacGOWAN & CO., Vancouver, B.C.; CONSUMERS CORDAGE CO., Limited, St. John, N.B.; GEO. WOOD, London, Eng.
TEES & PERSSE, Limited, Winnipeg, Man.
MERRICK, ANDERSON & CO., Winnipeg, Man., Binder Twine Distributors for the Northwest.

ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING





DON'T BE MISLED



into buying weak imitations of Armstrong Tool Holders which do not embody important details of construction covered by our patents nor strength of design, high quality of material, workmanship and KNOW HOW that come from our 15 years' experience. If you want GOOD Tool Holders get the genuine Armstrong. Accept no substitute. Write for Catalog.



ARMSTRONG BROS TOOL CO.

"THE TOOL HOLDER PEOPLE"

106 N. FRANCISCO AVE., CHICAGO, U.S.A.





Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

to

Large Power Machines

These are Fall and Winter goods. A sample kept in your store will sell many of them.

Send at once for catalogue and prices.

Manufactured by

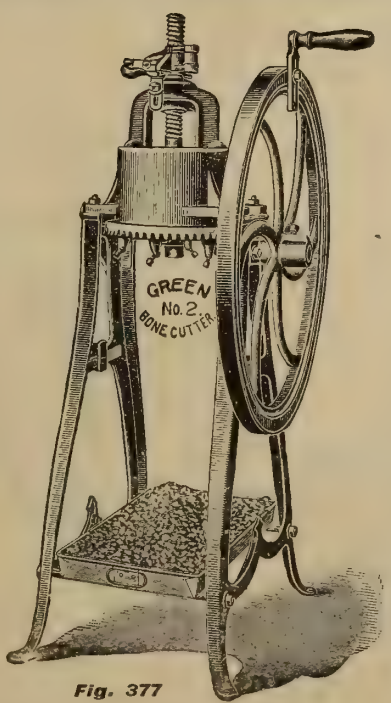


Fig. 377

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA



SHINGLES

Our "Safe Lock" shingle has helped many a dealer to make and hold trade. It's construction appeals to anyone as being superior, and when put on a roof they give lasting satisfaction and makeneighbors want them.



SIDINGS

There is nothing else so suitable as our steel sidings to dress up old buildings with and make them warm—They are also useful for a low priced building where attractive appearances are desired.



CEILINGS

When you sell and erect one of our classified designs you can always count on a well pleased customer—These designs do not get out of date same as patterns carrying out no idea. Give a customer a selection and he will invariably turn to our classified ceilings. They cannot get away from their richness.

The Metal Shingle & Siding Co., LIMITED

PRESTON, Ontario

TRADE MARK

This design a guarantee of quality.

Heavy Red-Brown Wrapping

FOR EXPRESS PARCELS. STRONG, TOUGH AND STIFF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.

TORONTO LIMITED MONTREAL



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Some Points About C. G. E. Meridian Lamps

Simplicity	*Efficiency*	*Low Cost*	*Quality*
Easy renewal	Perfect light distribution	Inexpensive to install	Brilliant
Lights instantly	Average downward efficiency	No repairs	Soft and uniform
Burns on any standard circuit	Exceeds 1 watt per candle	Cheap renewals	

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office : Toronto, Ont.

District Offices : Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

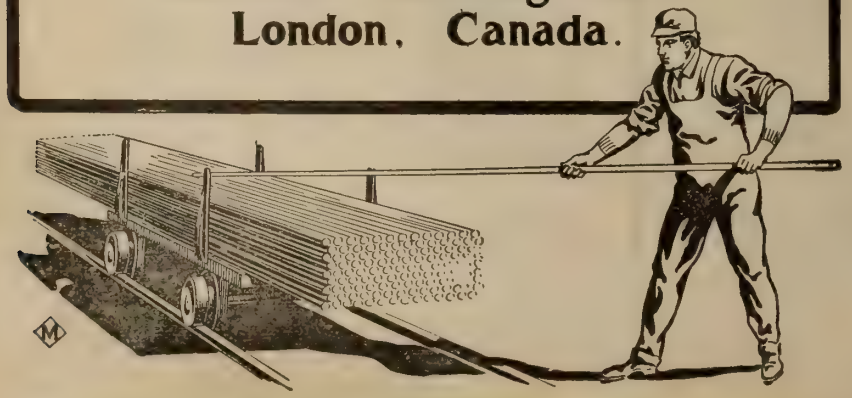
Refined Bar Iron

It is false economy to use poor quality bar iron. London Bars are the products of long experience, and the great demand for them is due to their uniform high quality.

They come in two grades, Common and Refined, and re-work with the greatest facility.

A trial order solicited. 55

London Rolling Mills
London, Canada.





Cole's Spiral Tubular Radiator

Can be used on any stove

Best radiator — at half the cost of inferior goods.

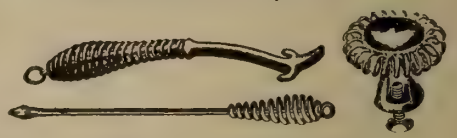
Only radiator made adapted for both hard or soft coal. Size pipe collar 5, 6 and 7 inches.

These radiators give the best satisfaction and have yet to receive a single complaint.

FOR SALE BY

E. T. WRIGHT & CO., - HAMILTON

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts



Starr LADIES Skates

have been made right here in Canada for 40 years. The "Canadian Girl" knows them—likes them—and buys them.

10 different styles for Ladies, Men and Children.

YOU can get just WHAT you want—WHEN you want it—when you handle STARR SKATES and "MIC MAC" and "REX" Hockey Sticks.

Write for new 1907 Catalogue — and prices.

Starr Manufacturing Co.
Limited
DARTMOUTH, N.S.
Canada
Branch Office, - Toronto, Ont.

Let us Help You Increase Your Business

Why not **go after and get** the fire brick trade in your locality.

Our expert information is at your command and will enable you to make this a paying line.

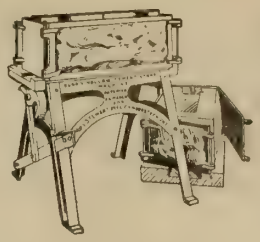
Make this one of the New Year resolutions and KEEP IT.

Francis Hyde & Co.

Contractors and Foundry Supplies

31 WELLINGTON ST.

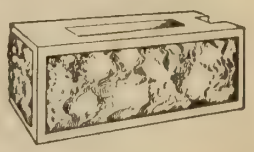
MONTREAL



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns, Also **Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons,** etc., etc., etc.

Canadian Agent: **J. B. GIBSONE, P.O. Box No. 478, MONTREAL**

WARMINTON'S CLUTCH NAILS



For repairing and strengthening corners of boxes, etc. Also Strapping, Hoop Iron, Pail Hooks and Box Board Fasteners.

J. N. WARMINTON, 207 St. James St., Montreal

OUR LINES ARE SELLERS!

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" ***FARLEY WORKS, SHEFFIELD, ENG***

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL **TELEPHONE M. 5576**

What's in a Name Without Quality to Back it Up?

"STERLING" PURE PREPARED PAINT is not particularly unlike many other mixed paints in the liquid form, or when first applied.

But the difference becomes more and more apparent as the months and years roll by, for "Sterling" Paint will present a smooth, bright, glossy appearance long after other paints have faded, peeled and disappeared. It Lasts.

"Sterling" Paint is always uniform, has more body, covers more surface and is more durable than any other paint Made in Canada.

We are determined that, cost what it may,

"STERLING" PURE PREPARED PAINT

shall always be known as the best paint.

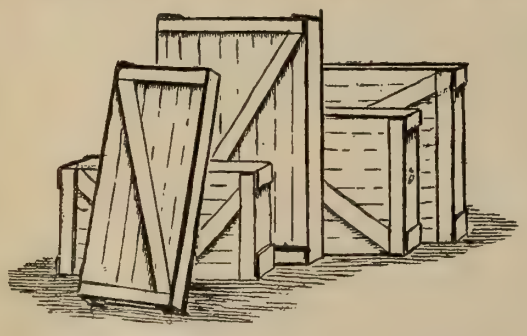
"STERLING" IN NAME. "STERLING" IN QUALITY.

Manufactured by

CANADIAN OIL COMPANY LIMITED, TORONTO

MONTREAL ST. JOHN, HALIFAX WINNIPEG VANCOUVER

WINDOW GLASS FOR IMPORT



We have Special Prices for Import for Spring Delivery.

Do not place your order before seeing our prices. They will interest you.

Save money by importing direct.

We offer special Strong Cases, thus ensuring delivery in good order.

Send us your specification. We are always pleased to quote prices.

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

SUCCESS

In this day of keen competition, the Key to Success is QUALITY. Knowing this we have put ourselves in a position to announce another long step forward, placing our four "Maple Leaf" brands of binder twine far in advance of all others.

HOW?

The answer to this question is too lengthy for the space of this Ad. but we are prepared to prove the STATEMENT by the GOODS.

Let us emphasize this, by sending you sample bales for your inspection. A request will bring them freight prepaid

Dealers who sell our brands will find the Twine Agency not only pleasant and profitable, but a help to other departments of their business.

These are the four brands:--

GILT EDGE, 650 ft. per lb., Pure Manila
GOLD LEAF, 600 ft. per lb., Manila.
SILVER LEAF, 550 ft. per lb., Standard Manila.
MAPLE LEAF, 500 ft. per lb., Standard



BINDER TWINE.



Registered Trade Mark

SOLD ONLY BY RELIABLE DEALERS

Agents wanted in localities where we are not at present represented.

Write us for price list of ROPE and CORDAGE.

"MADE IN CANADA" BY

The BRANTFORD CORDAGE CO., Limited
BRANTFORD, ONT.

ALABASTINE

is a high-grade proposition.

ALABASTINE

is the most salable Wall Coating in Canada. "We keep it, but don't sell it," is never said of ALABASTINE. You can win and keep the confidonce of customers with ALABASTINE.

ALABASTINE

obtains new, and retains old customers.

ALABASTINE

is the BEST, and the best is the cheapest.

Have you ordered yet? Remember present delivery, spring dating. Order direct, or through your nearest jobber.

The Alabastine Co. Ltd.
PARIS, ONT.



The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



COVERT MFG. CO.,
TROY, N.Y.

DERBY SNAP

With Plated Rust Proof and Guarded Spring
"The Latest and Best."
For Sale by all Jobbers at Manufacture Pri

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.
OF ONTARIO, Limited

Waterproof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quorations for Septic Tanks.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

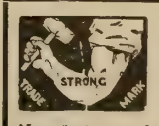
TRADE MARK



Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Latest Catalogue will be sent in exchange for your business card.

Henry T. Seymour Shear Company
WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

No Horse Nails in the World

are made of better material than is used for the "C" brand. It is a special quality of Swedish Charcoal Steel Nail Rods, which have the highest tensile strength combined with great toughness. This is demonstrated by the average tests, which shows that test pieces of these rods will stretch over one-third of their length, and require a pulling force equal to 55,000 pounds per square inch before breaking.

No Horse Nails in the World

have ever, or do now excel the "C" brand in any test of quality impartially and scientifically applied. We challenge comparison with the product of any maker.

No Horse Nails in the World

will drive easier, or make better clinches, or hold the shoes on longer. The fine hardened bevel points, penetrate the hardest hoofs easily. You will never bend or buckle a "C" nail in driving, or find split or crooked nails.

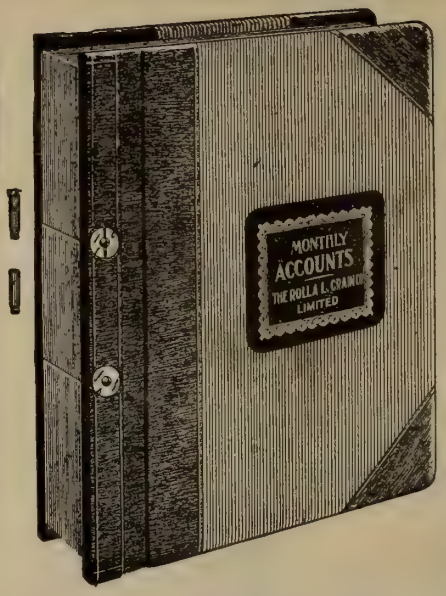
No Horse Nails in the World

are better entitled to the preference of the Canadian merchant for reasons of quality and fair price. They may be obtained on order from all the leading Hardware Merchants in Canada. If not obtainable on request, we shall supply you direct. Samples and quotations furnished on application.

CANADA HORSE NAIL CO.

MONTREAL

Established 1865



The Crain Monthly Account System

$17.75

is the price we have always charged for this excellent system for the retail trade.

It cannot be purchased cheaper

that is in the 14 x 11 size. True, the Monthly Account System is being quoted cheaper. We can supply you with a complete outfit for ***$14.75*** in our 8½ x 11 size, but we do not recommend it as it is more expensive in the long run to the merchant, and it is not as easily handled. The sheet being short only accommodates one account, while with the 14 x 11 size you can have the three accounts to the sheet.

When purchasing a Monthly Account outfit consider first the size of the sheet, then the cost of supplies. In the first cost of putting in a system a couple of dollars should not be considered. In an 8½ x 11 size one thousand sheets means one thousand billheads; in the 14 x 11 size, assorted one, two and three accounts to the sheet, you get from two to three thousand billheads. Write us for further information.

The Rolla L. Crain Co., Limited

OTTAWA, CANADA

TORONTO: 18 Toronto Street MONTREAL: 74 Alliance Bldg
WINNIPEG: 11 Nanton Block

Mr. Busy Man

How much time do you devote each day to reading? It is true you are a busy man and have not time to read many publications. If you wish to be up-to-date you must read an up-to-date publication. It is to meet the requirements of busy men like yourself that **The Busy Man's Magazine** is being published.

It ransacks the hundreds of excellent publications you have not the time to read, many of which you never see and reproduces the timely articles every business man wants to read. You are thus furnished each month with 150 pages of the best literature procurable, every article of which will appear to have been written specially for you.

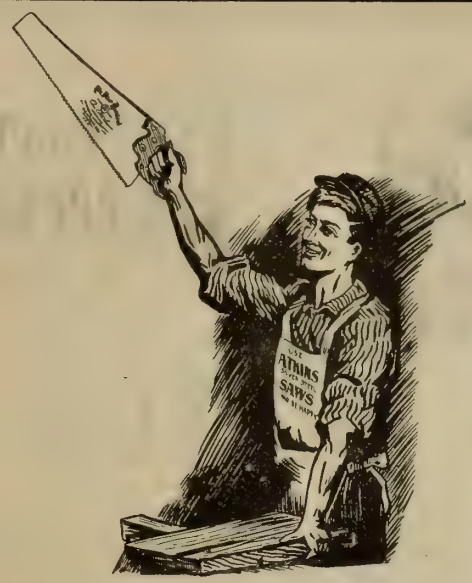
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THE

MacLEAN PUBLISHING COMPANY

LIMITED

TORONTO



ATKINS SILVER STEEL SAWS

make merchandising easy. The Quality in them, backed by our enthusiastic publicity, has made them popular—we create the demand—you supply it. Easy to buy them—at your jobbers--or nearest branch.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 56 King St. E., TORONTO

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited
WOLVERHAMPTON

Bar Iron
Sleigh Shoe Steel
Tire Steel
Spring Steel

JAMES BARBER, Era Works, Sheffield

Best quality only,
TABLE AND POCKET CUTLERY,
RAZORS, CARVERS, Etc.

Inquiries Solicited by
J. H. ROPER
Canadian Representative
82 St. Francois Xavier Street, MONTREAL

DOMINION

MR. JOBBER:
BUY DOMINION AMMUNITION

1907 will witness the greatest demand for DOMINION SHOT, SHELLS and CARTRIDGES that you have ever experienced.

Don't make the mistake of stocking imported shells, for you will find them harder to sell in the future than the past.

THE DOMINION CARTRIDGE CO. are creating a demand for their product among dealers and consumers—a demand that is built on the strongest foundation — quality, advertising, satisfaction and a natural preference for Canadian-made products.

Consider our NEW proposition before closing with outside manufacturers.

Dominion Cartridge Company, Ltd.
4 Hospital Street, MONTREAL

Foreign Agencies:

UNITED STATES	AUSTRALIA	JAPAN	MEXICO
ENGLAND	NEW ZEALAND	ARGENTINE	BRAZIL

We Can Deliver These Stoves



WITH OVEN—230 Series

To be exact, we can ship baseburners the same day we receive your order.

"Famous" baseburners are made in two styles and five sizes.

The No. 230 series is a heavy, durable stove, with a three flue construction which distinguishes it from nearly all other makes. Is made in three sizes, for parlor and two with oven.

Our No. 113 series is a lighter stove, but well made and excellent value for the money. Is made in two sizes for parlor and one with oven.

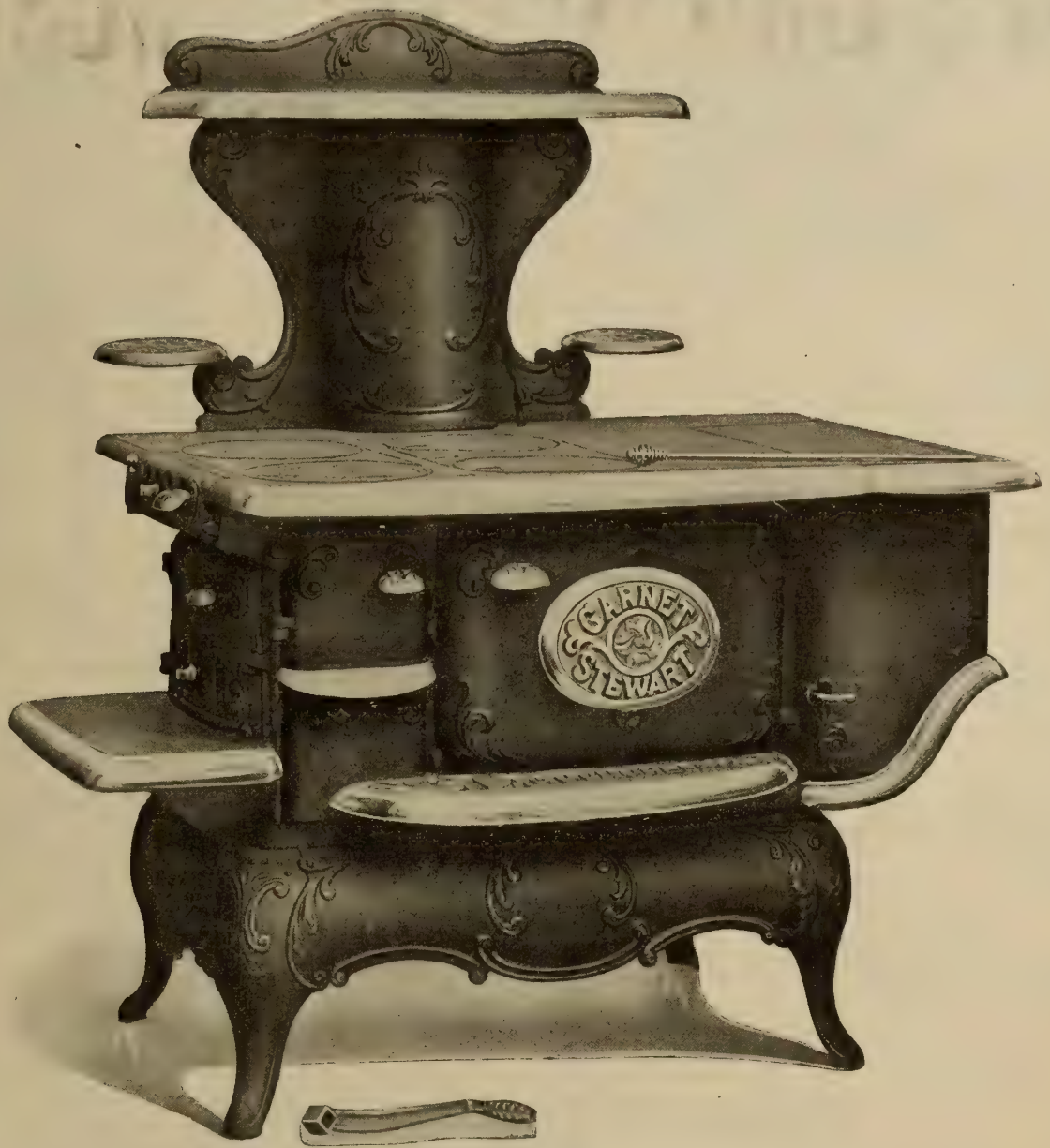
You can sell either of these lines and feel satisfied that your customers are getting the best that experience and skill can build.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON, CALGARY

LARGEST MANUFACTURERS UNDER THE BRITISH FLAG OF STOVES, RANGES, FURNACES, ETC.

"Good Cheer" Ranges



THE "GARNET"

Plain but not severe. Just enough ornamentation to give it the most artistic appearance of any range in the market. Prospective buyers will not pass by your door if the "**GARNET**" is on view inside. All loose nickel—readily removed when range is to be polished, and such an easy one it is to keep bright and clean. Square oven, 18x18x12. Fine firebox, with all cast linings. Grates, etc., removable without disturbing linings or waterfront. A splendid operator in every way, and, in fact

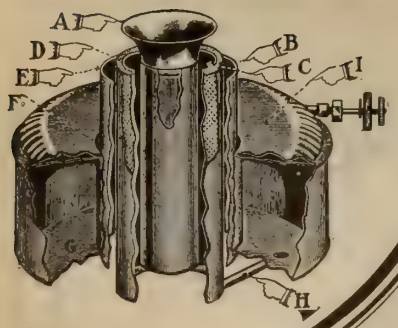
IT'S JUST RIGHT

The JAMES STEWART MFG. CO.

LIMITED

Western Branch:
Foot of James Street, WINNIPEG, MAN.

WOODSTOCK, ONT.



ALUMINUM OIL HEATER

The Heater that Stands for More Sales, for Pleased Customers, for Sure Profits

The real, fundamental, rock-bottom reason for it all is our **GRAND SAFETY BURNER**

the unexcelled, the unrivalled, the **only** safety burner in the world.

Note its Construction

A, Flame Spreader. **B**, Air Space outside of Wick Tube. **C**, Air Space inside of Wick Tube. **D**, Wick. **E**, Outside Casing to Burner. **F**, Air Space between Fount and Outer Casing. **G**, Fount for Oil. **H**, Feed Pipe conducting Oil from Fount to Burner. **I**, Shield resting on top of Fount with Air Space underneath.

It eliminates

1st. That unwholesome odor, because its flame spreader is solid—no perforations to clog up.

2nd. That disagreeable smoking, because of its perfect smokeless device.

3rd. The danger of explosion, because the wick does not enter the oil fount at all. Oil is fed to it through feed pipe (H).

Any prejudice people may have against oil stoves is at once dispelled when you **show them** that you have a heater that eliminates all these troubles. Their decision is made immediately—"I'll take it." You have made a good sale, a satisfied customer, a sure profit.

Send your order to us to-day—or to your jobber.

We have an interesting booklet for you. It's yours for a request.



LEWIS BROS., LTD.

MONTREAL TORONTO OTTAWA WINNIPEG VANCOUVER CALGARY

EMERSON & FISHER, LTD.

ST. JOHN, N.B.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

TORONTO AND BELLEVILLE ROLLING MILLS LIMITED.

BELLEVILLE, - ONTARIO.

BAR IRON

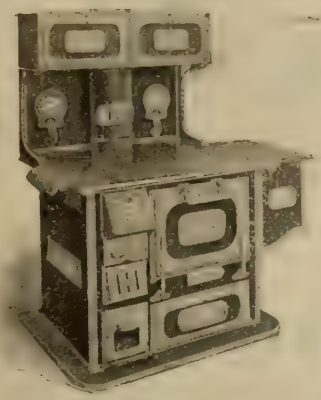
PROMPT SHIPMENTS

"QUALITY UNSURPASSED."

THE BODY

—OF—

The Joy Malleable Range



is made of Wel sville Polished Steel Plates, li ed with asbestos millboard 3/16 in. thick, covered with Bessemer steel; making the body as "tight as a drum," cold air cannot leak thr ugh it a d effect the draft, or inte fere with the perfect operation of the oven.

The natural finish of this steel is such that no Japan is used on it, nor any blacking required; but it retains its beautiful black polish continuously.

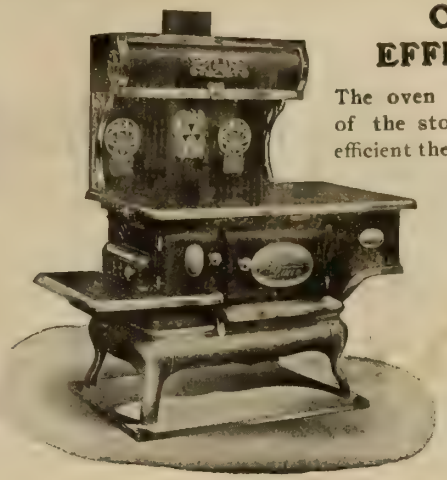
This feature **totally eliminates** that bug-bear of house-work, "blacking and polishing the kitchen range" and is one point that is appreciated by Range buyers. Have you seen the only Malleable Range made in Canada for the Dealer? An order for a sample range will start you.

WE CARRY A STOCK AT WINNIPEG

JOY MFG. CO., 32 Humberside Ave., TORONTO, ONT.

TEES & PERSSE CO., Western Distributors, Winnipeg

CHAS. H. FOX, Agent for British Columbia, Vancouver



OVEN EFFICIENCY

The oven is the "heart" of the stove. If it is inefficient the stove is "dead."

In

THE EMPIRE QUEEN RANGE

the highest degree of oven efficiency is attained. Heat is evenly and quickly distributed, and this does not mean, as with many other stoves, a lack of heat from the cooking holes. So you see **THE EMPIRE QUEEN RANGE** is a "sort" of "useful" stove—just the kind of stove enterprising dealers should handle. Informotion gladly furnished.

The Canadian Heating & Ventilating Co. Limited.

OWEN SOUND, Ontario,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.



See this oven —21 inches.

"HERCULES"

CAST RANGE

is just what the name implies. Heaviest and best mounted stove on the market for the money. Write for weights and prices.

Roomy Flues,
Duplex Grates,
Large Fire Box,
Sectional Linings,

Above All—

A Perfect Baker and a Sure Trade-Winner.

CAN SHIP TO-DAY

Whittaker Stove Works

Windsor, Ont.

What is Your Book-Keeper's Time Worth?

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO.

Is your ledger arranged on any special system?

Ten minutes wasted six times a day looking for an account means a daily loss of one hour. On a ten hour day, this means a loss of a month a year.

And your book-keeper has more than six accounts a day to look up.

Can you afford it?

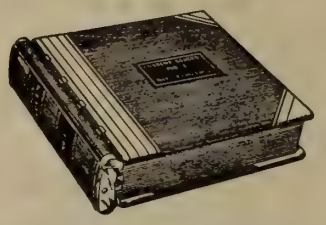
* * * * * *

Business Systems ledgers are all built on the loose-leaf principle.

Business Systems make your ledger accounts run alphabetically; if an account runs over the space you gave it, you merely drop in another leaf.

Business Systems loose-leaf ledgers open perfectly flat and give a level writing surface.

Write us to-day for full particulars.



This will not obligate you in any way and will enable us to tell you exactly how Business Systems may be most economically applied to your accounting department.

BUSINESS SYSTEMS
LIMITED
84 SPADINA AVE.
TORONTO, CANADA

THE M.B. PUDDING STEAMER

The Only Rational Method of Cooking a Pudding

Simplicity, Durability, Utility.
Excellent for Fish and Meats.

No Burning. No Disappointment.
Produces Perfect Puddings.

The **M. B.** Steamer consists of an enamelled bowl with retinned cover held by patent wire clasp. As its name implies it is a "Steamer," not a "Boiler." When it is used the Steamer should be put in a saucepan with a close-fitting cover. Do not cover the steamer with the water, all it wants is a little in the bottom of the saucepan to generate steam. The Bowl is made of Best Quality Enamelled Steel and is practically indestructible.

SIZE OF BOWL—No. 1, 5½; No. 2, 6½; No. 3, 7½; No. 4, 8 in. Diameter.

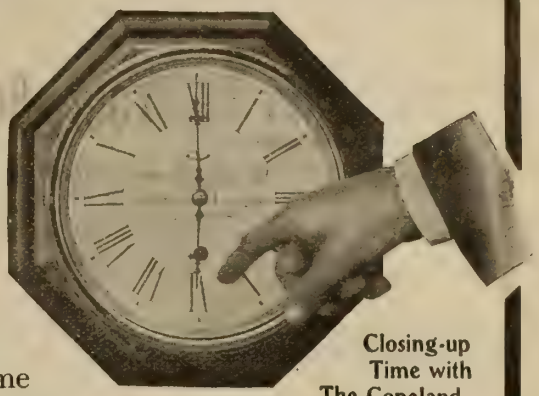
EACH SIZE PACKED IN CARDBOARD BOX.

Dainty Book of 22 Original and Economical Recipes Enclosed with Each Steamer

TO BE OBTAINED FROM

F. W. LAMPLOUGH & CO., 9 DeBresoles St., MONTREAL

The Office Clock Story



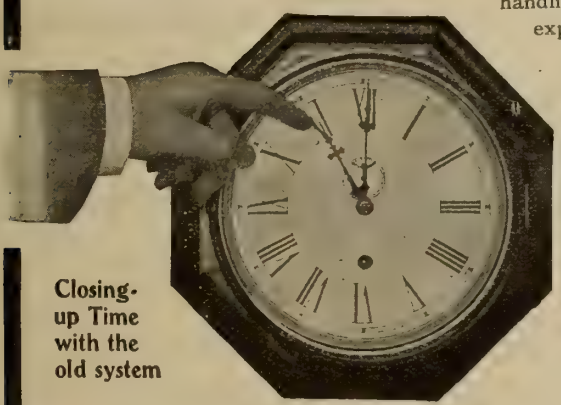
Closing-up Time with The Copeland-Chatterson System

IT'S the office clock that can tell the story—knows just how many tiresome hours are spent at night over the books in a vain endeavor to get them up to date; or can tell of a cheerful staff leaving on the hour with all work completed.

What story will your office clock tell?

A Copeland-Chatterson System will adjust the hands of the office clock; will make closing up time right, and will enable you to say just how your business is progressing or to find quickly the record you require and despatch promptly your customers' accounts.

It doesn't matter whether it's wholesale, manufacturing, retail, financial or a professional business, we have systems for any one of them that will simplify and make methodical the accounting—facilitating the general work of handling business details. Write us to-day—one of our experts is somewhere near you, and he knows the systematizing business down to the ground.



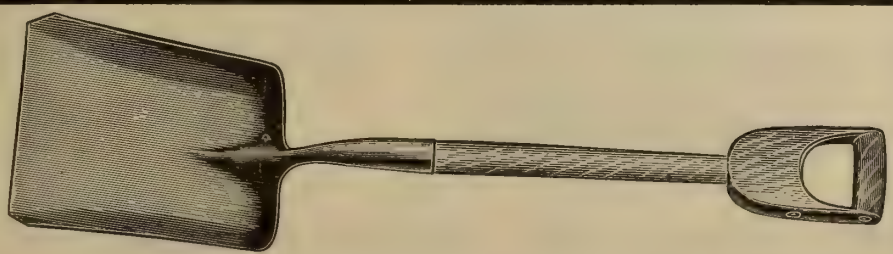
Closing-up Time with the old system

The Copeland-Chatterson Co. Ltd.

Devisers and Manufacturers of Systems for Business

General Office: Toronto — Works: Brampton, Ont.

Montreal	Liverpool, London and Globe Bldg.
Winnipeg	141 Bannantyne Ave. East
Ottawa	14 Citizen Building
London, Eng.	43 Cannon St. E.C.
European Factory	Stroud, Glou., England



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

By getting in touch with us you will become acquainted with the favorite lines:



"Peterborough," "Lundy," "Irwin," and 'Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

THE BEST LAID OUT STORE

is the one which displays the most goods.

There are few men who can describe just what they want, but if they see it sampled on a shelf box they can point it out. Which is the easier—for a man to point out the article he wants, or for you to untie half a dozen packages to show him what you have in stock?

Your salesmen should be employed in selling goods, not in looking for goods, in untying packages and tying them up again.

Shelf Boxes improve the appearance of your store 100%.

The Bennett Steel Shelf Box is the best box on the market in Canada or the United States.

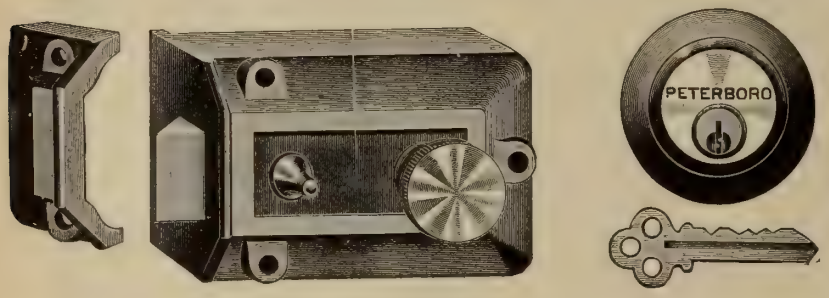
It has galvanized steel sides and bottom, and thus saves at least 20% shelf room. The steel is not nailed to the wood front, but is locked in by our own patented process.

The Bennett Box is more durable than a wooden box. It has been tested for fifteen years and we have never heard of one man who was dissatisfied.

Note the "lip" on box, this renders it dust proof. Write for catalogue and price list.

CAMERON & CAMPBELL, SOLE MANUFACTURERS **TORONTO**

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

SAVORY ROASTERS

SELF BASTING SELF BROWNING

Now is the time to sell Savorys. Get them in your stock, fill up your windows and make a good display, as every home should have one and this is the season they sell.

Family Size $11\frac{1}{2}$x$17\frac{1}{2}$x$8\frac{1}{4}$



Hotel Size 13x20x$9\frac{1}{2}$

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

WHAT TO DO NEXT MONTH

December naturally calls up in the mind of the hardware dealer many selling methods to adopt, which are peculiar to the season. Window and interior displays are altered to suit the circumstances of Christmas trade, and advertisements are written for the express purpose of enticing gift-buyers. Then, in the last week of the month, comes a lull which is generally employed in preparing for the annual stock-taking —sometimes by clearing sales of notions and other goods that impede stock-taking, and sometimes by a thorough revision of the books, and a strenuous effort to straighten up accounts before the end of the year. By way of putting the cart before the horse, we shall first speak of those matters which come up for consideration during the closing days of the year.

Bookkeeping System.

Who has not been troubled by the details attendant upon keeping books in the old fashioned methods ? It is a difficult matter, and one entailing considerable work to add the various items of all the current accounts and learn how each customer stands. And it is also a more or less onerous task for the retailer to find out definitely how he himself has come out, on the year's business.

An easy way out of this difficulty is to adopt one of the new looseleaf methods which have been shown by actual experience, to lighten work and increase efficiency in the accounting department. Any of the manufacturers of loose-leaf book-keeping systems will be glad to furnish estimates of a method adapted to each dealer's particular requirements and in the end this will prove a most profitable investment. The end of the year is a good time to consider this question. Many hardware men will be taking up the matter when the Christmas rush is over, and to them, it may prove advantageous to review briefly the system in operation in one of the largest of Canadian hardware stores.

Prominent Dealer's System.

In this store the turn-over is very large and there are many clerks employed. Consequently, the plan adopted there would have to be modified for use in smaller stores. By an ingenious method a strict account is kept of the sales of each clerk, and also the profits on those sales. This is a very important point to have in mind when the hardware man is considering the increases or bonuses which he will give the various members of his staff at the beginning of the year.

Moreover, when goods are ordered a note is made of the time the invoice may be reasonably expected. If it does not come to hand at that time a letter is despatched to the manufacturers or jobbers, and a regular follow-up system inaugurated, until both invoice and goods are received. In these days of slow deliveries and manufacturers filled with orders, this system has been of incalculable value in obtaining shipments where haphazard letters of enquiry would no doubt fall down completely. In a similar manner the president of the company is, every morning, presented with a report in which is shown every sale missed during the previous day, and the reason for such. These few remarks will serve to outline the advantages to be derived from an up-to-date accounting system, and as December is the month in which the dealer makes up his mind regarding plans for the following year, they will be timely.

Fancy Goods Are Important.

All fancy goods should be energetically pushed, right from the beginning of the month. These will include cutlery of all kinds, shaving supplies, (while especial attention is being paid this year to safety razors), skates, sleds, wagons, tool chests, dog collars, manicure sets, scissors, pocket flash lamps, fire-place goods, fancy metalware of all kinds, and a multiplicity of articles suitable for gifts.

Although it is, perhaps, too late to make the suggestion for this year, it may prove useful to some of our readers to know the scheme adopted by a large Montreal dealer, in preparing tool chests. Nearly all his stock in this line, is assembled on the premises. Tools which have been imperfectly tempered but are quite good enough for the purpose, are included in the make-up, and some specially cheap goods have also been imported from Germany. The chests themselves are made to order, and this dealer has found the plan to work well. The result has been that tools which were unsalable in the ordinary course of business, have been used to makeup a set of tools far above the average for the use of boys.

Create Christmas Business.

If the hardware dealer, especially in the smaller towns, is not getting a handsome share of the Christmas trade in his locality, he is not living up to his opportunities. The tendency is, nowadays, for the hardware store to carry several specialties which are peculiarly fitted for this business. Dealers who have tried these sidelines without success, will probably learn that they themselves are largely to blame for slow sales.

The secret of Christmas selling is to create a demand. There are few, indeed, who have definite ideas, very far ahead, as to the kind of presents they wish to give. They are looking everywhere for suggestions, and it is for the hardware man to make them, with special reference to his own stock. Keep it in mind, then, that your whole object, in methods of display, advertising and selling should be to help your customers to select their Christmas presents from your stock. And, in accomplishing this, it is reasonable to suppose that a number of the other fellow's customers will also be persuaded.

Encourage Early Buying.

It is well, also, to urge customers to buy early and not wait until the best of the stock has been picked over by others. 'The early bird catches the worm,'' would be a good catch line to use to illustrate this idea in your newspaper advertising. The advantage to the dealer of turning over a goodly share of his stock before the rush of ''the night before Christmas,'' when the delivery problem is a hard one to solve satisfactorily, can be readily seen. Besides, early buying helps to give a line on the best selling lines, and gives dealers a chance to send in repeat orders.

The heavy trade done in Christmas goods this season has run jobbers' stocks down pretty low and the hardware merchant who does not encourage the ''early bird'' trade may have difficulty in having ''rush'' orders filled if they are left until the last week before the holiday. And while no dealer wishes to carry over much holiday stock most realize that it doesn't pay to be ''short'' when last minute customers come in ready to buy the articles they have seen exhibited during the month before Christmas.

To dealers who see the force of encouraging early buying we would suggest the advisability of offering some inducement to customers who spend a dollar or five dollars in Christmas goods before December 10 or 15. Offer some cheap toy or picture book for children on dollar purchases or the Christmas number of some magazine, costing from ten to fifty cents on purchases of from one to five dollars before those dates. The local newsdealer can probably supply some of the articles suggested. The Toronto News Co., Toronto, can give

quotations on the magazines, the "Christmas Globe" can be secured direct from the publishers at a reduced rate, the publisher of the local paper would probably give a club rate if his paper was offered a premium on $10 purchases, while a run over the stock in the merchants own store might suggest some lines which could be used to advantage in the way suggested.

Another suggestion we would make is that merchants offer their clerks the inducement of the present of a subscription to some such helpful magazine as the "Busy Man's Magazine," Toronto, for successful work as a salesman, window dresser or ad. writer during the holiday trade.

Window Suggestions.

What to do next month will not be such a serious matter if everything is done systematically. For window displays we would suggest that a series of displays be drafted out for use between now and Christmas as nicely arranged window displays are the best advertisement a store can have. At Christmas people take pleasure in spending their money, and they will be going around looking for places to buy their presents. Your window displays will have a great deal to do with influencing them to buy from you. We would, therefore, suggest the following list from which a series of displays can be arranged to suit any merchant's stock.

Right window. Dec. 1st.—Meat choppers, bake board, flour tins, etc. Dec. 8.—Chafing dish, trays, tea pots, etc. Dec. 15.—Skates, hockey sticks, snow shoes, etc. Dec. 22.—Cutlery, safety razors, shears, silverware and case goods.

Left window. Dec. 1st.—Cook stove, oil heater, cooking utensils. Dec. 8.—Carpet sweepers. Dec. 15.—Razors, cutlery and flatware. Dec. 22.—Hockey sticks, skates and toboggans.

Suggestive Advertising.

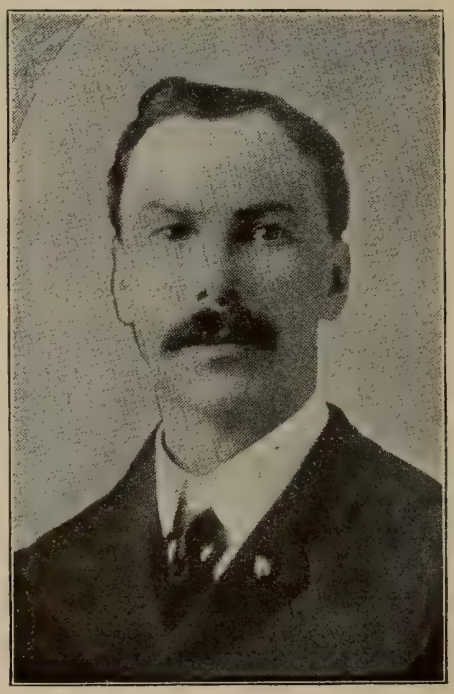
Following upon the idea that nobody knows until a very late day, just what kind of presents he or she intends to give, it will be advisable to make advertising as suggestive as possible, of the Christmas stock. In this connection, mentioning price is an important consideration in bringing trade your way. Besides advertising in the local paper—and this, too, should assume the Christmas spirit—a very profitable publicity is obtained by sending out neat circulars, giving a comprehensive idea of the goods in stock which might serve as presents. In this circular, a good point might be made of the fact that the local dealer can suit the particular tastes of the reader much better than some large retailer in a distant city. One should not buy articles intended for gifts, without seeing them.

A Model Circular.

About the best thing in this line which the writer has ever seen, was a tasty booklet published by the John E. Basset & Co., of New Haven. On the front cover was a conventional illustration of Santa Claus, the page was liberally besprinkled with imitation snow flakes, and the title: "A Plea for Santa Claus," was further explained by the remark (in smaller type) "some Christmas goods and prices." The pages of the booklet are replete with Christmas suggestions, nearly all the articles mentioned in the earlier part of this article, receiving fair attention. At the bottom of each page were the words "Bassett Has it." This is another idea, roughly sketched, which many Canadian dealers could adopt with profit.

Just Another Word.

There is one more thing to be mentioned. The hardware dealer must be prepared for the "cleaning up" notion that pervades so many households at the festive season. Family reunions, or visitors coming from a distance, make it necessary that everything should be "spick and span." Here is where the dealer may suggest aluminum paints, stains, varnishes, and enamels. There is plenty of demand for them in December.



A. F. GRADY
Mayor of McLeod, Alberta.

ELECTRIC MEAT CHOPPERS.

The good housewife accustomed all her life to using a chopping knife and bowl must have been surprised when she saw for the first time a modern chopping machine operated by a crank, and doubtless she would be still more surprised if she could see a present day electric meat chopper, in which hand labor, so far as the chopping goes, is entirely eliminated. In this machine you just feed the meat into a hopper and turn a switch and the motor does the rest.

PUBLIC SPIRITED HARDWARE MERCHANTS
NO. 3

A. F. Grady, now serving his fourth term as Mayor of Macleod, Alta, is a hardware merchant, known by reputation to most of the Western trade. He has a prosperous hardware business which has been developed by close personal attention, but nevertheless the people of Macleod have found him ready and willing to serve them in municipal office, and he has brought to the administration of the affairs of Macleod the same sound business judgment which has characterized his management of his own successful business.

In his own business, Mr. Grady is a practical man, having graduated from a bench in the tinshop, where his foundation of practical knowledge was obtained. He moved west in the early days when the country was younger, and, like so many others, has prospered with the country.

Early in the history of Southern Alberta, he was active as a member of the Board of Trade and kindred organizations, having for their object the advancement of the district. Since the incorporation of Macleod, he has been almost continuously a member of the Council, and, as mentioned before, he is now serving his fourth term as Mayor, having been elected by acclamation.

The prosperity of every Western town depends for the most part upon its railway facilities, and Mr. Grady has been active in conducting the railway negotiations of the town. In the campaign for the installation of municipal waterworks and electric lighting, he has become a leading factor, and he will have the satisfaction of seeing these systems in operation before his present term of office expires. These systems have cost $95,000, and the money is being expended in the town.

Like so many other Western towns, Macleod is in the fortunate position of being an owner of real estate. One or two towns have very foolishly retarded their own development by holding their property at too high a figure, it has been Mr. Grady's policy to place this property within the reach of workingmen by allowing them to purchase at a reasonable price in monthly payments. This is a farsighted policy, such as might be expected of a business Mayor.

MUNICIPAL STEAM HEATING.

The Peterboro City Council has decided to go in for municipal ownership of steam heating instead of granting a franchise to the Dominion District Steam Heating Company of Toronto. Estimates as to cost, probable number of patrons, etc., will be submitted to the people at the January election.

PREVENTING FROST IN SHOW WINDOWS

Reproduced by Request from Hardware and Metal, March 24, 1906.

During the course of the cold season shopkeepers are confronted with the great inconvenience arising from mist and frost in show windows, whereby the goods on show are rendered practically invisible, and consequently cease to attract customers. In nearly every instance a careful examination of the window will show that the construction of the wood work casing, the position of the window panes or the lack of adequate ventilation is to blame. For the purpose of studying the question show windows may be divided into two classes, viz., those inclosed at the back and such as are open toward the store. The former is the one more afflicted with mist and frost, and this class alone will now be dealt with.

In putting in the window panes, whether the framing be of wood or iron, a row of ventilating holes should be provided below, extending all across the window front. These holes should be broad and set low down, but not covered with protecting covers on the outside, since these covers only catch

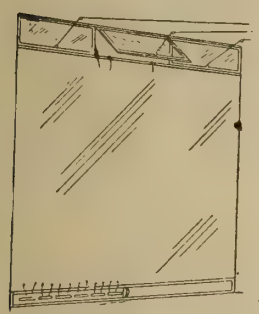


Fig. 1—Correct Method.

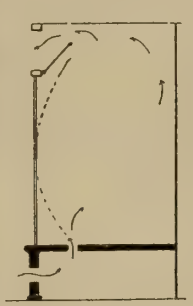


Fig. 2 Incorrect Method.

dust and help to stop the draft. The idea is to cause a wide current of air to enter the window so that the same may spread over the whole front of the window; and this is more easily realized with wide holes than by round ones or vertical slits. To prevent an inrush of dust raised by the street traffic or blown about in the Summer time, a sliding damper may be arranged inside the window so that the holes may be closed when required.

Above the level of the window panes window, should be provided hinged ventilators (Fig. 1), to allow the heated air in the window to escape out into the street. For this purpose a row of holes similar to those underneath the window would be insufficient, owing to the increased volume occupied by the heated air, and on this account the upper opening must be of larger area in order that the circulation of air inside the window may be intensified. This hinged ventilator must be mounted right at the top of the shop front, and open inwards and upwards, since otherwise it would oppose an undesirable resistance to the outflow of air or divert it, and thus lead to a deposit of mist on the upper part of the window. Furthermore, the inlet holes must not be surmounted by a ledge or beading that can deflect the flow of air and allow ice to form; and it is an equally erroneous practice to adopt the plan illustrated in Fig. 2, and extend the flooring of the show casing right up to the window, and bore a number of inlet holes through the flooring. In order to keep the glass free from frost the inflowing cold air must ascend close to the window panes and escape at the top without hindrance (Fig. 3). When this is possible the window will never be dimmed with either mist or frost, since the moisture that would be deposited on the glass is carried away by the ascending current of air the instant the particles of water are formed.

In some cases it happens that although the ventilation is believed to be satisfactory, the glass gets dimmed; but this is due to defective construction of the window frames or of the casing. For instance, if the door leading into the show window from the store does not shut quite tight, or there are any cracks or holes in the wood work, the warm, moisture laden air from the store flows into the cooler window, and a fine dew is deposited on the panes and mirrors. Hence the doors should never be of the sliding type, these admitting air and dust, but should open and shut, and be beaded and fitted into a rabbeted frame to make them air tight.

The window lights should be inclosed in glass cases, to isolate them from the actual show space, because in the case of gas the lights would heat the air more rapidly than the ventilator could carry it away, the results being a deposit of moisture on the relatively cold window pane. To prevent this the light should be isolated by a glass partition (Fig. 3), the compartment thus formed communicating with the store by means of a hinged ventilator or else left quite open at the back. Electric lamps do not give out so much heat as gas and may be installed within the show window when proper ventilaton is provided for the latter. A row of small gas jets extending right across the bottom of the window is of no use. On the one hand, it heats the air to such an extent that the glass will be covered with mist immedately the gas is turned off, and, on the other, likely to crack the glass by unequal contraction.

Mist and frost in badly arranged windows are particularly noticeable early in the morning as soon as the store is opened, the outside of the window having been cooled down by the night air. In such cases the mist or ice takes such a long while to thaw off that the best time for business has passed. Here, however, a remedy can be provided in the shape of a small electric fan mounted at the back of the window, with its vanes parallel to the front glass. Such a fan running at high speed will set up a powerful circulation of air in the window, and the direct current from the fan, impinging on the mist or ice, will soon cause them to disappear, leaving the glass clear and dry, whereupon the fan may be stopped. Of course there

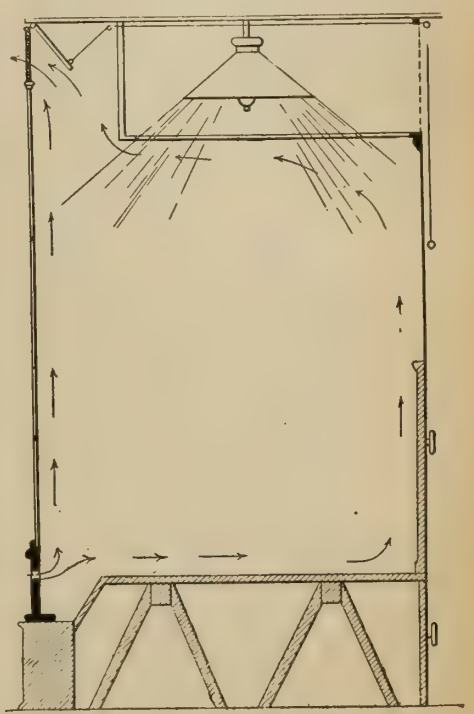


Fig. 3—Shielding Window Space from Heat of Lamp.

must be no obtsacle interposed in the path of the air current between the fan and the store window.

The principles underlying the suitable construction of show windows may be summarized as follows: The window must be thoroughly ventilated, so as to induce a good ciculation of air and bring the temperature of the air inside the window to as near as possible that of the atmosphere of the street. Doors and other openings communicating with the interior of the store should be made air tight. If these requirements are properly fulfilled, all cause of complaint of frost in windows will be obliterated.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E. Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer. Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; sec etary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor. J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

ENGLISH ASSOCIATION CONVENTION.

This year has been a memorable one for the I.F.A. (Ironmongers Federated Association.) In years to come, when the I.F.A. entirely rules the trade, we shall look on 1906 as the turning point towards our greatness. As 140 ironmongers, the best in the trade, each representing others in their own towns, gathered together from all parts of the United Kingdom for mutual improvement. The agenda was the biggest ever discussed, but the subjects were well worthy of the attention bestowed on them.

Clerks' Examinations.

Examinations of assistants are improving steadily, and next year will see a still larger number of entrance. The last was held at Birmingham, and the subjects selected number 24, which fairly covers the trade, including hot water, plumbing, electricity, agricultural, etc. The examinations are purely voluntary, but all the smart assistants in the trade enter for them, as they get a certificate, signed by the leading men in the trade, and this is useful in obtaining good situations.

Mr. North, solicitor of the I.F.A., urged the advantages of incorporation and replied satisfactorily to all objections, after which the meeting decided unanimously, that "the I.F.A. should become incorporated."

Price Maintenance.

The "In Accord" list (manufacturers in accord with the principles of the I.F.A. as a subject was well thrashed out; many objections were raised, and many able speeches were given, notably J. N. Greenall's (Nottingham), who said the list must be accepted or they would never get another, after which the list was accepted as a first instalment. It isn't a very long list, but many more names will be added before the next addition. Attached to this is the subject of Price Maintenance, as the "In Accord" firms will the more readily be induced to manufacture price maintained goods.

Price maintenance on cartridges is good, but price maintenance on agricultural implements will be even better, and wire netting should come under this heading. The new gross price list now being issued, is probably the first step towards price maintenance.

The objection to municipal trading also seems to come near to price maintenance. Will the "In Accord" firms promise not to supply municipal authorities except through ironmongers? Mortgage debentures is another subject worthy of discussion, as many large firms have lost money through unknown debentures. The I.F.A. visit to parliament is the thin end of the wedge of improvement. The equality of railway rates is also much needed.

The speeches were short and to the point, but it seemed as if every member were throbbing with good wishes, and wished to give his best ideas on how to benefit the trade generally

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EXECUTIVE MEETING.

Arrangements are practically completed for the holding of a meeting of the Executive of the Ontario Retail Hardware Association, to be held at Toronto on Monday, December 31. A majority of the Executive have agreed to this date, it being an odd day between Sunday and New Year, when holiday fares are available on the railways.

Important matters will come up for action, and arrangements will be made for the Annual Convention, to be held in March next.

MUTUAL INSURANCE

Members of the Ontario Association who have not yet replied to the circular recently sent them regarding mutual insurance, are asked to forward replies promptly to the following questions:

What insurance do you carry on (a) Buildings, $. (b) Stock, $.

What are stock company rates on (a) Buildings, per cent. (b) Stock, per cent.

In the event of our organizing for Mutual Insurance, would you insure to the limit of policy ($3,000)? If not, state what amount you would carry with the Association.

In the event of an arrangement being made on a preferential basis with an existing company, upon the lines outlined at Convention, would you be inclined to place your insurance up to the limit of $10,000 with one company?

Have you any general suggestions to make regarding Fire Insurance?

Address all replies to J. Walton Peart, St. Marys, Ont., Chairman of the Mutual Insurance Committee of the Association, or to the Secretary, 10 Front Street East, Toronto.

Members of the Association will be gratified to learn that a fair percentage of replies have already been sent in, but hardly enough to allow the committee to do any definite work towards preparing a recommendation for action upon at the March Convention.

NEW YORK CONVENTION.

Arrangements are being made for the next Annual Convention of the New York Retail Hardware Dealers' Association to be held at Syracuse, to continue over four days, from February 19, to February 22. The Alhambra Music Hall has been engaged for headquarters, it being proposed to hold in connection with the meeting an exhibition, renting space to all manufacturers and jobbers who desire to make exhibits at that time. The committee who have the exhibition in hand will be announced later. The officers are now arranging the programme. John B. Foley of Syracuse is Secretary.

EXTENDING ASSOCIATION MEMBERSHIP.

Although the hardware merchants are more than busy just now with fall and holiday business, and little word is heard from them regarding Association matters, preparations are being made for active work as soon as the holiday season is over. Several members of the Executive have promised to visit a dozen or more of the dealers in their localities and the membership will have many additions by the date of the March Convention.

BOUGHT OUT OPPOSITION.

During the past few weeks, President A. W. Humphries, Parkhill, has been engaged in taking over the stock of Magladery Bros., Parkhill, one of the three hardware stores in that town. For a long time reports of price cutting have been received from this district, but as a result of the change, it is hoped that this evil will be eliminated, although plenty of opposition will still exist.

Business Management

By HOWARD R. WELLINGTON.

The Ninth in a Series of Articles on a Subject of Interest to Every Retailer.

GETTING AT THE NET PROFIT.

WE have already found from our merchandise account that the gross profit (that is, the profit on the goods sold, not taking into account any expenses) amounts to $4,850 for the period.

In order to show more clearly how the net profits are arrived at, the trading account, as per illustration, includes as well the merchandise account, (already shown separately), and this would be a much simpler method in a small business where only a few accounts are kept, and expenses are not sub-divided into a number of different expense accounts.

We find that the net profits for the period amount to $2,355, which amount is now transferred direct to the proprietor's capital account, which, in addition to the statement of the present condition of the business, will be shown later.

In explanation of the expense account, which amounts in this instance to $2,495, it might be said that a number of sub-divisions for this account could be kept, such as salaries account, rent and taxes account, insurance, light, fuel accounts, and sundry expense account, in order to arrive at the proportion for each expense to be added to the cost price of goods to obtain the selling prices. In a small business, if reasonable care is exercised in distinguishing between expenses and additions to the equipment or store, no difficulty should be experienced in arriving at the correct net profits for a period.

The items of freight and cash discounts should undoubtedly be charged to merchandise account, as these allowances are allowed on, or deducted from, the invoice price of goods.

A great many look upon cash discount as an item to be treated somewhat the same as bank interest, being a rebate for preparing the invoice before the net due date. The method in most favor, however, is to treat this item as an allowance, to be deducted from the actual invoice cost of the goods. It would be interesting and almost invaluable for the retail merchant to have his expense account so divided to enable him to know at the end of a period's business exactly the outlay for, say, salaries, delivery, rent and taxes, insurance, light, etc., in order that he may ascertain the percentage which each one of these items bears to his sales. In this way, if any expense item is out of all proportion to the business done, all his energies may be centred on this particular item, with the object of reducing the amount.

These divisions may easily be obtained by having extra columns in the cash book or marking the various items as soon as posted to the ledger.

Trading &c

Dr						Cr				
1906						1906				
Jan	1	On Hand	1	2650 00		Jan	30	Sales to date	-	18000 00
June	30	Purchases to date	-	15000 00	17650 00		30	M/de On Hand	-	4500 00 22500 00
		Gross Expenses			2495 00					
		Net Profit for Period			2355 00					
					$22500 00					$22500 00
June	30	M/de On Hand. (Prot Down)	-	4500 00						

Figure 3

A FEW POINTERS.

Clerks who make their employers do half their thinking for them only earn half their money.

It is a good thing for clerks to remember that in window dressing a tasteful display, limited to one line, impresses shoppers with the idea that the store does things in a large way. By continuing this plan, with frequent changes, window gazers soon learn that you carry a large variety in all lines, and consequently feel that they will have no difficulty in finding the paint they want in your store.

HARDWARE AND METAL

Established - - - - - - 1888

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WORK FOR ASSOCIATION.

The lack of a strong Master Plumbers' Association in Ontario, is emphasized from time to time, and it is hoped that the prediction made by a prominent Toronto master plumber that Association work had been killed in Toronto for a generation, will not be fulfilled.

The recent outbreak of typhoid fever in New Toronto, is an illustration of one of the dangers of suburban life, and suggests an opportunity for work by an Association. Well water for drinking and waste disposal by the antiquated outhouse system, may be safe enough in farming districts, where there is only one house to every one or two hundred acres, but when these farms are cut up into building lots and houses built on every twenty or thirty foot frontage, the earth cannot be expected to absorb the sewage poison, and both wells and outhouses should be passed up as out-of-date, and as a menace to the health of those who are forced to live in the community as well as to those in the surrounding districts.

The Provincial Board of Health and the Master Plumbers' Association, should co-operate in the work of education, pointing out clearly and firmly the necessity of striking at the cause of the disease epidemics. Good work has been done in the Muskoka summer resorts, and much more can be done in the suburban districts, and rapidly growing towns, if the plumbing fraternity backs up the health officers in their work, and points out the safety, comfort and ultimate cheapness of installing proper sanitary equipment.

Another field for work is in agitating for the establishment of public comfort stations in the large cities. Two stations have been erected in Toronto, and one in Hamilton, but this is only a beginning of what should be done. The hotels and office buildings offer the only place of retreat for men, and the departmental stores and railway stations for women—these being altogether insufficient for the requirements of the large moving population.

While there might be an appearance of self interest in a campaign in favor of more public comfort stations on the part of master plumbers, the work can be done judiciously and the co-operation of the journeymen, labor councils, women's associations, and other organizations enlisted in urging the city councils, boards of health and other public bodies to take action in bringing our Canadian cities up to the standard of the cities in European countries.

While plumbing in America is far in advance of European conveniences, we are far behind in public stations, where anyone, for the payment of a nominal sum or for no charge at all can have the use of lavatories, closets and urinals.

WINNIPEG CIVICS.

Disappointing in the extreme is the failure of the various committees of commercial organizations in Winnipeg, to present to the electors a business men's ticket for the new Board of Control. At an enthusiastic and well attended meeting, held a few weeks ago, it was decided to ask J. H. Ashdown to stand for the Mayoralty, requisitions were circulated and shortly after Mr. Ashdown consented. This was good work, but it is necessary that the Mayor should have the support of a business council and a Board of Control composed of men of more than ordinary intelligence and capacity. To the task of securing suitable candidates for the Board of Control—candidates worthy of the endorsation of the various commercial and professional organizations of the city—the committee bent their energies, but they did not succeed in arriving at any definite tangible results. The men whose candidature was most desired refused to stand and, rather than give four mediocre candidates the endorsation of the business organizations of the city, it was finally decided to make no recommendations for the Board of Control.

It was indeed disappointing that the committee should have failed in this undertaking, for it is as important that Winnipeg should have a good Board of Control, as a good Mayor. There seems now to be little doubt of Mr. Ashdown's election—probably by acclamation—and Winnipeg is therefore assured of a good businesslike head of her civic administration; but it must be disappointing to Mr. Ashdown that he is not to have the support in the Board of Control of at least one or two of the leading business men of the city.

THE METAL SITUATION.

Latest reports from the metal centres this week indicate a continuance of strength amd activity in all branches of the market. Particularly in sheets, great briskness has been evident, and our quotations show many revisions in price.

Ingot tin is stiffening, and some Canadian dealers have marked it up to 47 and even to 48 cents. Others, however, are quoting 46 to 46½ cents, and, for the present, we can only say that, under existing conditions, tin is very cheap at that price. It may be asserted with reasonable confidence, that dealers generally will advance their prices before very long.

Copper is very firm and is maintaining its price well. The same may also be said of antimony. Zinc spelter has advanced 25 cents per hundred pounds, and is held firmly at the new figures.

Pig iron is now being sold only from stock, and, in consequence, metal dealers have advanced their prices from $1 to $2 per ton. Although it is felt that the highest level has now been reached so far as the shortage of iron is concerned, the whole market is so firm that there is no possible chance of a reduction. In the United States, iron cannot be secured before July or August of next year, and owing to the large American consumption, there is still a considerable demand for British pig iron from this side of the Atlantic. Taken in conjunction with the calling off of the Clyde strike, which had curtailed local consumption, this has forced up prices in all English and Scotch irons, from 3 to 5 shillings during the week. All cabled quotations are subject to immediate acceptance, which necessitates selling agents keeping in close touch with their customers' requirements.

This condition also prevails in the tin plate market. Importers who received cables the middle of last week and sent

in orders on that basis at the beginning of this, were unable to secure their acceptance. Jobbers' prices have, accordingly advanced.

Prices on Canada plates have been slightly readjusted this week, quotations showing lower figures than those mentioned in our last report. It must not, however, be inferred from this that the market is weakening; quite the reverse is the case, and the lowering of prices is probably due to the fact that some dealers are realizing on stocks purchased some time ago.

Galvanized sheets have been subject to a general advance. As we go to press, we learn that the sterling price has again gone up, so that present quotations will clearly be maintained for some time.

OBJECT TO TIN PLATE DUTY.

An active campaign is being kept up against the unpopular proposal that a duty of 33 1-3 per cent, be imposed on tin plates to help the mysterious Morrisburg enterprise, known as the Canada Tin Plate and Sheet Steel Company. The Halifax Chronicle, a fortnight ago, published a convincing editorial showing how the proposed duty would injure the dairy and fishing interests of the Maritime Provinces, with no visible compensation to anyone, but the stock manipulators who are working investors for the ready money to float the Morrisburg scheme.

In its editorial the Chronicle enumerated the following list of manufacturers whose business would be adversely affected by the proposed duty: Makers of tin and sheet metal and enameled ware, metal roofing, roofers and allied trades; canners of fruits, vegetables, salmon and lobsters; packers of meats and lard; manufacturers of baking powder, paints, white lead, spices, coffee, condensed milk, chocolate, cocoa, starch, maple and other syrups, cereals, biscuits, tobacco, pails, trunks, oils, blacking, varnishes, polishes, proprietary articles, etc., lanterns, blasting powder, sporting powder, detonators, advertising signs, galvanized ware, dairy utensils, milk cans, kitchen and household utensils.

This was followed by a deputation of prominent farmers appearing at Ottawa and presenting a petition to the Dominion Government bearing over 10,000 signatures of farmers living in all parts of Canada. The leader of the deputation was John W. Hyath of Prince Edward County, Viee-President of the Farmers' Association, he pointed out that the proposed duty would seriously affect the farmer in many respects, as it would increase the price of milk cans and all other tin utensils necessary in dairying. The canning of fruit and vegetables, which is assuming large proportions in Ontario, would also be heavily handicapped by the imposition of the proposed tax. One canning factory alone in the County of Prince Edward, used 3,000,000 cans per year. Similarly, he held the duty would affect all the makers of maple sugar. One maple sugar factory in Prince Edward County alone, used 2,000 buckets annually, while several others ran from 500 to 1,000. Besides, thousands of cans were required as containers for syrup.

While it was not to be expected that Finance Minister Fielding would lay the Government's plans before the deputation in advance of the opening of Parliament, it is reasonably certain that the almost universal protest against the tin plate duty will have its effect, and no such unpopular action taken as to establish such a high duty in the face of the opposition of manufacturers, merchants, farmers and workingmen.

WELL DIRECTED CRITICISM.

Over in the United States the retail hardware trade is hit severely by the competition of catalogue houses which make all kinds of claims for the goods they sell, get cash in advance and then are too far away as a rule to make amends for the deficiencies of the goods when received by the customer. The country newspapers are taking up the matter in defense of their local advertisers and some exceptionally good "knocks" are being administered to the mail order concerns, one of the best we have seen being the following from a recent issue of the News, published at Brighton, Ill.:

"When the catalogue comes from a mail order house, draw an easy chair to the table where the light will shine full upon the page, and put on your glasses that no bargain may escape your eye. What a wonderful book it is, to be sure? Wonderful for what it does not contain as well as what it does. You will miss some things you would be glad to see. Where is their offer to pay cash or exchange goods for your wheat, oats, corn, beans, butter, eggs and hay? How much do they pay for cattle, sheep and hogs, f.o.b. at your depot? How much tax will they pay to support your schools and educate your children—for improving roads and bridges; the support of the poor of the county, for the expense of running the business of the township, county and state? On what page is their offer to contribute money to the church? What line of credit will they extend to you when your crops are poor and money gone—when through illness or misfortune, you are not able to send 'cash with order' for your groceries, clothing, farm tools and crockery? Also stoves and ranges?"

ENGLISH VIEW OF TIN PLATE.

A recent dispatch from England, quotes from a long editorial in the Liverpool Daily Post-Mercury, on Canadian affairs. Special mention is made of the proposal to put a duty of 33 1-3 per cent on tin plates, black sheets, Canada plates and sheet steel.

It is remarkable how many have taken it for granted that the Canada Tin Plate and Sheet Steel Co., had the backing of the Canadian Manufacturers' Association in their request for a duty on sheet metals. As has been pointed out before, however, such is not the case, not only because the duty would raise the cost of production in many already established industries, but also because there are very serious doubts concerning the good faith of the company's promoters.

The editorial in the Post-Mercury, reads in part, as follows: "This is the way," says the editorial, "Canadian manufacturers respond to Mr. Chamberlain's suggestion, that they be content with the industries they have and leave others to this country. Under a protective tariff they are just as likely to do that, as we are to tax our food for the benefit of the Canadian Manufacturers' Association. So long as non-manufacturing Canadians will submit to be taxed for the benefit of the manufacturers, the high tariff system will continue, but no longer."

LABEL YOUR PARCELS.

Our attention has been directed recently to the carelessness of retailers in sending back goods to the jobbers. In many cases parcels come in without any indication whatever about them as to who has sent them. Of course, this is the retailer's loss. How can the jobber give credit, when he does not know to whom to give it? It is not to be expected that he will go to the expense of finding out the party sending back the goods, if he has a better way of spending his time and money.

Therefore, dealers are advised for their own good to label their parcels carefully, being always sure to state by whom they are sent. It is also as well to send a letter at the same time, giving particulars about the forwarding of the parcel and a list of its contents.

HARDWARE TRADE GOSSIP

Ontario.

A. Bevins, hardware merchant, Newmarket, called on the wholesale hardware trade in Toronto last week.

J. McMillan, a Guelph hardware merchant, was in Toronto this week, calling on the wholesale hardware trade.

Geo. McGee, hardware merchant, Fenelon Falls, called on the wholesale hardware trade in Toronto this week.

John Craig, hardware merchant, Sturgeon Falls, Ont., called on the wholesale hardware trade in Toronto this week.

Jack Wallace of Silvester Bros., hardware merchants of Stouffville, has returned from a hunting trip in Northern Ontario.

H. A. Bradley, hardware merchant, Bellewood, Ont., was a visitor in Toronto last week, calling on the wholesale hardware trade.

J. B. Reade, of H. S. Howland Sons & Company, Toronto, was absent from the office several days this week, owing to illness.

R. J. Cluff, of Cluff Bros., Toronto, and Louis Payette, general manager of Warden King & Son, Montreal, have returned from a business trip to New York, Boston, and other American cities.

M. F. Irwin, for the past six years sales manager of the McClary Manufacturing Company, London, was a caller at the Toronto office of Hardware and Metal last Friday, on his way to St. John, his new headquarters.

J. H. Steicht, general manager of the H. R. Ives Company, Montreal, spent a few days in Toronto during the week conferring with O. M. Hodson, their Toronto representative, regarding the extension of their business in Ontario.

Wheatley Bros., Sheffield, England, manufacturers of Wheatsheaf Brand cutlery, have appointed Messrs. Richardson and Sneyd, manufacturers agents, Toronto, their Canadian representatives. Travelers for this agency are now touring Ontario with a splendid line of samples of this excellent brand of cutlery.

Miss Harriet Johnston, the Toronto lady school teacher, who headed the poll and defeated her nearest male competitor by hundreds of votes in the recent election for the Advisory Council of the Ontario Department of Education, is a sister of James Johnston, sales manager of Rice Lewis and Son's retail store, Toronto, and her election was largely due to the organization work and publicity campaign engineered by "Jimmy."

J. H. Worsell & Sons, Goderich, have taken over the T. H. Elliott hardware business at Bayfield, and will conduct it as a branch. John Worsell, the youngest member of the firm, will be the resident manager, and J. H. Worsell, will give the branch his personal attention a couple of days each week. As Worsell & Sons have been doing a good share of the business down that way, especially in the roofing and plumbing line, the move was a very natural one. They have been successful in securing a good part of the work in Goderich this fall, and have put in a large number of "Huron" ranges. Wholesalers would do well to send catalogues, etc., to the new Bayfield branch.

Western Canada.

E. A .Walker, of the firm of E. A. Walker & Son, Grenfell, Sask., died recently from heart failure.

The additions to the warehouse of the J. H. Ashdown Hardware Company in Winnipeg, are now almost completed.

C. D. Waldon, sales manager of the Pease-Waldon Company, Winnipeg, has been confined to his room for the last three weeks.

H. B. Hughes has recently opened an up-to-date hardware store in Lavoy, Alta. Mr. Hughes came west some little time ago from Perth, Ont.

Geo. D. Wood, of Geo. D. Wood & Company, Winnipeg, is still unable to return to his desk. Mr. Wood's health has been far from satisfactory during the last year.

Work is being pushed ahead rapidly on the new warehouse of the Marshall Wells Company, Winnipeg. The company hope to transfer their stock about the first of the year.

William M. Gordon of Watt & Gordon, Winnipeg, is a candidate for School Trustee in Ward six. He is being opposed by E. B. Reynolds, circulation manager of the Manitoba Free Press.

Frank R. Oliver has left Sasktoon to return to Smith's Falls, where he assumes the management of a manufacturing business. Mr. Oliver was very popular in Saskatoon, where his energetic work as President of the Board of Trade, did much to advertise the town. Before leaving he was presented with a gold watch and chain.

Quebec.

L. A. Nobert, hardware dealer, of Louisville, was a visitor in Montreal this week.

C. C. Starr, of the Starr Manufacturing Co., Halifax, visited Montreal on Saturday.

H. Sibley, of L'Annonciation, called on his trade connections in Montreal a few days ago.

L. Gagnon, of Lacadie, was among the outside hardware buyers to visit Montreal this week.

E. Benoit, of St. Cesaire, was noticed in Montreal a few days ago.

H. G. Eadie, manufacturers' agent, Montreal, visited Toronto and Hamilton last week.

H. Alguire, hardware merchant, Masville, Ont., was in Montreal last week making purchases.

Mr. Smith, of Smith, Hemenway, New York, called on the Montreal wholesale trade a few days ago.

P. Phoenix, hardware dealer, of Granby, called on some of the Montreal jobbers a couple of days ago.

J. Watterson, of J. Watterson & Co., importers, Montreal, is visiting Western Ontario points on business.

A. Laberge, general merchant, of St. Michel, was in Montreal to purchase Christmas goods during the week.

Mr. Nadeau, of the Port Daniel Lumber Company, Port Daniel Centre, was purchasing supplies in metropolis recently.

G. K. Simonds, of the Simonds Saw Company's head office, Fitchburg, Mass., visited the firm's Montreal plant last Friday.

A. Albin, general merchant of Glen Robertson, was in Montreal during the week, purchasing for his hardware department.

O. C. Selby, general merchant, of Dunham, was noticed among the out-of-town hardware buyers in Montreal this week.

Gustof Gylling, of McCaskill, Dougall & Co., paint and varnish manufacturers, Montreal, has been appointed Consul for Sweden, in British North America.

W. A. Cameron and W. H. Warminton, of Caverhill, Learmont & Co.'s western traveling staff, are visiting at the firm's Montreal warehouse this week.

Frank Stafford, of Frank Stafford & Co., general merchants, Barry's Bay, Ont., paid a visit to Montreal hardware jobbers this week, stopping off on his return from Quebec.

W. H. Newton, Geo. R. Nimmo, Albert Leblanc and W. D. Hamilton, of the Canada Paint Company's traveling staff, are at Montreal headquarters for a few days this week going over their samples and comparing notes.

PLUMBING TRADE IN B.C.

C. A. Godson, president of the Robertson-Godson Co., Vancouver, is in Toronto on a business trip to New York, Montreal and Toronto, visiting the James Robertson Company's and other plumbing supply houses for the latest information in his line. Mr. Godson reports a flourishing trade in plumbing and heating in British Columbia, the present being the largest in history. Mr. Godson is a past grand master of Vancouver's 100,000 club. "The more people the more plumbing supplies," is his logical way of putting it.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Green Wire Cloth—Now $1.62½c., in 100-ft. rolls.
Shellac—Slightly reduced.
Tin—Much firmer.
Zinc Spelter—Advanced 25 cents per cwt.
Pig Iron—Prices up all around.
Galvanized Iron—A general advance.
Canada Plates—Prices readjusted.
Tin Plates—Quotations higher.
Black Sheets—Higher.
Terne Plates—Now $7.10.
Cold Rolled Shafting—Advances predicted.
Old Material—Some higher prices.

TORONTO.

Caulking Lead—Advanced half cent.
Solder—Up one cent.
Sinks and Lavatories—Scarce—may advance.
Canada Plates—Up 5 to 10 cents.
Black and Galvanized Sheets—General 10c. advance.
Charcoal and Choke Tin Plates — Advanced 25 cents.
Zinc and Spelter—Advanced.
Green Wire Cloth — $1.62½, 100-ft. roll; $1.67½, 50-ft. rolls
Galvanized Iron Ware — Now 40, 10 and 5 per cent. discount.
Carpet Felt—Advanced 25c. cwt.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Nov. 23, 1906.

An exceedingly active trade has been going on this week and all the large jobbing houses are very busy with orders. The trouble with manufacturers in getting deliveries, has by no means abated, and, in some instances the shortage is becoming more and more serious.

In wire nails, the situation is not so tense as it has been at times, during the past few weeks. In nearly all sizes it is now possible to secure reasonably prompt shipments, and, although the market continues firm, the shortage is not very noticeable.

Prices on green wire cloth have just been issued, and show an advance over last year's quotations. Local jobbers have already begun booking orders on this line for delivery next spring. The price now being asked for 50 ft. rolls, is $1.67½ per hundred square feet, while 100 ft. rolls are 5 cents less.

AXES. — We quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen.

HANDLES—We are still quoting as follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—Sales continue to be large, with prices as follows: "Prism" globes, $1.20; Cold blast, $6.50; No. 0, Safety, $4.00.

COW TIES AND STALL FIXTURES — We still quote: Cow ties discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS—Merchants who did not stock too heavily for last year's mild winter, are now calling for shipments, in good quantities. We quote: Back Straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS—The firmness in all metals is responsible for the steady way in which quotations on these articles are being held. We continue to give the following discounts: Best iron rivets, section, carriage, and wagon box black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 27½ per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 15 per cent., subject to usual charge for half pound boxes.

HAY WIRE—We still quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Our discounts remain as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.. Felisterhead, brass, 25 per cent.

BOLTS AND NUTS. — Conditions are unchanged. Discounts still remain as follows: Carriage bolts, 3-8 and under 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—The customary business is being done. Discounts are: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Relief from the shortage recently reported, has been secured, but the price continues firm at $2.20 per keg base, f.o.b. Montreal.

CUT NAILS—We still quote: $2.20 per keg base, f.o.b. Montreal.

HORSESHOES.—The quotations are: P. B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Large quantities are being required for construction in all parts of the country. A feature of this season's trade is that, although temporary shanties do not seem to be so numerous, the demand for permanent buildings is very large.

CEMENT AND FIREBRICK—Quotations remain as follows: "Lehigh" Portland in wood, $2.54, in cotton sacks, $2.39; in paper sacks, $2.31. Lafarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—The demand continues good, and prices are firm as follows: 5-16 in., $4.30; 3-8 inch $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT.—Prices continue the same as at our last report. We quote: Shot, packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION — Quotations remain: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

GREEN WIRE CLOTH—The new prices just issued this week, show a considerable advance over the figures which ruled last season. We now quote: In 100 ft. rolls, $1.62½ per hundred square feet, in 50 ft. rolls, $1.67½ per hundred square feet.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Nov 23, 1906.

Very few advances are being quoted this week, the principal one being the large advance of green wire cloth over last season's price, which was $1.45 all round, advancing to $1.67½ for 50 rolls and $1.62½ for 100 feet. The

reason given for the advance is the increased cost of materials such as lead and wire, largely used in manufacturing green wire cloth. There has also been an advance of 25c per cwt. on carpet felt, it being now quoted at $2.75 per cwt.

Smaller discounts are reported on retinned stamped ware. Nails still remain firm at $2.10 base, but prompt deliveries cannot be procured at any price, the wholesale hardware merchants being unable to fill orders, as the manufacturers' are shipping direct to the Western trade, so as to have orders filled before the close of navigation. There will be plenty of nails in a short time.

Orders for skates, etc., are still coming in, as merchants in Northern Ontario, who have stocks left over, are sorting and sending large orders. As predicted, there will be a large demand this season. Most book orders have been shipped, and preparations are being made for telegraph and phone orders during next month, as there will, no doubt, be a large amount of sorting done before Christmas.

Iron beds are firm at the 5 per cent. advance quoted last week, brass beds not having yet advanced.

AXES AND HANDLES.—Still going very brisk, with large orders from Northern Ontario.

CUTLERY AND SILVERWARE. — Cutlery in all forms are still selling well, particularly case goods, as sorting orders have started coming in.

SPORTING GOODS.—Skates, hockey sticks, etc., book orders are mostly shipped, but as in cutlery, sorting orders are coming in large numbers, principally from the North.

CHAIN—We continue to quote : 1 inch, $6.60 ; 5-6 inch, $4.55 ; 3-8 inch, $3.95 ; 7-16 inch, $3.80 ; 1-2 inch, $3.65 ; 9-16 inch, $3.55 ; 5-8 inch, $3.45 ; 3-4 inch, $3.35.

RIVETS AND BURRS.—Copper rivets remain as quoted last week, 27½ per cent. and copper burrs, 15 per cent.

SCREWS.—Coach cone point remain at the 5 per cent. raise as quoted last week.

BOLTS AND NUTS.—Well stocked with prices as before.

TOOLS.—Trade is slack on account of weather conditions.

SHOVELS.—A great demand exists in snow shovels.

LANTERNS—Cold blast are still selling at $6.50 per doz., large shipments still the order of the day.

EXTENSION AND STEP LADDERS —Prices continue as follows : Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote : 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING — Barb and plain twist fencing, galvanized and coiled spring wire are all firm at the advanced prices.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31 ; gauge 11, $2.37 ; gauge 12, $2.45 per 100 lbs.

WIRE NAILS.—Market still very firm, as quoted, $2.10 base with no rebate .

CUT NAILS—We quote : $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows : P.B. base, $3.65 ; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80 ; No. 1 and smaller, $4.05 ; snow, No. 2 and larger, $4.05 ; No. 1 and smaller, $4.30 ; light steel shoes, No. 2 and larger, $4.15 ; No. 1 and smaller, $4.40 ; featherweight, all sizes, 0 to 4, $5.75 ; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra ; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS.—The demand has not slackened any, and large shipments are made daily to northern districts.

BUILDING PAPER.—Shipments are still being made and orders are still being booked for spring shipments.

CEMENT—We quote : For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30 ; American low-grade, $23 to $25 ; high-grade, $27.50 to $35.

HIDES, WOOL AND FURS.—Wool is steadier with a hardening tendency. Tallow is very scarce here, and consequently high, although offerings are freer in the States. Hides are steady with easier tendency in Europe and the States; unchanged here.

Hides, inspected, cows and steers, No. 1	....	0 11¾
" " " " No. 2	....	0 10¾
Country hides, flat, per lb., cured	....	0 10½
Calf skins, No. 1, city	....	0 12
" " No. 1, country	....	0 11
Lamb skins	0 75	1 00
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb.	0 05½	0 05¾
Pulled wools, super, per lb.	....	0 25
" " extra	....	0 27
Wool, unwashed fleece	....	0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red	....	3 00
" cross	3 00	5 00
Lynx	....	5 50
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 50
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long striped	....	0 50
Marten	3 50	20 00
Muskrat., fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 15

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 23, 1906.

On the whole, the metal market again shows decided strength, and several advances in quotations are recorded. With the exception of ingot zinc, these are confined to the sheet metals, in some of which, moreover, dealers have come down slightly, in order to meet competing prices. This is in spite of a rising market at the producing centres, and it is thought that the figures quoted last week will soon be resumed.

Copper remains very firm, and supplies are said to be short. Prices, however, have not advanced, beyond those mentioned in our last report. The same may be said of ingot tin. Some fluctuations have taken place, but the tone of the market remains, so far as consumers are concerned, unaltered. Some of the Montreal metal jobbers are asking as high as 44 cents, but a half cent and even a full cent less than that, can be readily obtained in favorable quantities.

Pig lead has maintained the remarkable price of from $5.40 to $5.50 per hundred pounds. The market seems to have lost none of its vigor, and the general impression here, is that even higher prices may be expected.

Galvanized iron has been advanced about 10 cents all round. As consumption at the present time, is more than keeping pace with production, it may be safely assumed that the new quotations will hold for a considerable period. Black sheets have also gone up.

To meet competition, rather than because the market warrants it, the leading metal merchants have slightly lowered prices on Canada plates (ordinary and full polished), and terne plates.

COPPER.—Steadiness still pervades the market and we continue to quote: Ingot copper 24c. to 24 1-2c.; sheet copper, base sizes, 31c.

INGOT TIN.—Although some dealers are quoting an advance, the generally accepted price is 46c. to 46 1-2c. per lb.

ZINC SPELTER. — The market has stiffened, and prices are advanced 25 cents per cwt. We quote: $7.25 to $7.50 per hundred pounds.

PIG LEAD.—The high market is being maintained, and our price remains, $5.40 to $5.50 per hundred pounds.

ANTIMONY.—There is no change to report, and we are still quoting 27 1-2c. to 28c. per pound.

PIG IRON.—The situation is about the same as last week. Quotations are: Londonderry, $23; Carron, No. 1,

$24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES—We still quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6½c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL.—Our prices are as follows: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05; machinery iron finish, $2.27 1-2; ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING. — Our prices are: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON. — A general advance was made his week, and we are now quoting prices as follows: Quuen's Head, 28 gauge, $4.60 to $4.85; 26 gauge, $4.45; 22 to 24 gauge, $3.90; 16 to 20 gauge, $3.75; Apollo, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 and 20 gauge, $3.60; Comet, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30 to $4.45; 22 and 24, gauge, $3.75 to $4.00; $16 to 20 gauge, $3.60 to $3.85; Fleur-de-Lis, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 to 20 gauge, $3.60; Gorbals "Best Best," 28 gauge, $4.45; Colborne Crown, 28 gauge, $4.45; 26 gauge, $4.30; 24 gauge, $3.75. In less than case lots, 25c extra.

CANADA PLATES. — A re-adjustment has taken place, and we are now quoting: 52's, $2.70; 60's, $2.75; 75's, $2.85; full polished, $3.85; galvanized 52's, $4.35; 60's, $4.60.

BLACK SHEETS.—Prices have again been slightly advanced. The quotations now are: 28 gauge, $2.60; 26 gauge, $2.25; 22 and 24 gauge, $2.45; 20 gauge, $2.40; 18 and 18 gauge, $2.40; 8, 10, 12 and 14 gauge, $2.60.

TIN PLATES.—Prices have been advancing so rapidly as to seriously inconvenience importing agents, in taking orders. Jobbers' prices have also gone up, and we are now quoting: Cokes, base size, IC. 14 x 20, $4.25 to $4.35; charcoal, base size, I.C., 14 x 20, $4.40 to $4.50.

TERNE PLATES.—Quotations have been modified to $7.10.

STEEL SHEETS.—We still quote: 10 gauge, $2.60; 12, 18 and 20 gauge, $2.65; 22 and 24 gauge, $2.70; 26 gauge, $2.85; 28 gauge ,$3.00 per hundred pounds.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Our prices remain: 2½lbs., 6½c. by the roll; 3lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

BAR IRON.—The price remains $2.15 base, f.o.b. Montreal.

OLD MATERIAL.—Copper and brass scrap are in good demand, with local stocks small. Everything is on a little higher scale this week. The rubber reclaimers, we understand, have been trying to make some arrangement to fix the price of old rubber, but, so far, have not accomplished any movement of that kind. While this was under way, prices were kept down a little, but now that it has ended, the market is strengthening, and it looks like higher prices, as stocks are low. We quote: Light copper, 17c.; heavy red brass, 16c., yellow brass, 12 1-2c.; light brass, 9c.; lead, 4c; zinc, 4c; machinery cas scrap, $16.00; wrought scrap, $15.00; stove plae scrap, $12.00; mixed rags, $1.00 to $1.20 per 100 lbs.; old rubbers, 8 1-2c. to 8 3-4c.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Nov. 23, 1906.

The close of navigation finds the metal market almost bare of stock, and with a keen demand for goods at the high prices prevailing. The same old congestion is reported at the Montreal wharves, and buyers, who are figuring on early deliveries, will have to make allowances for the delays incidental to the crush in the docks and the shortage of cars on the railways.

Several advances have been made this week, practically every metal being included, all being very firm and deliveries hard to get owing to the low stocks. The heavy demand indicates, also, that the winter stocks to arrive during the coming month will not be large enough to supply all the demands and shortages will result before the spring.

Winter rates now go into force and pig iron quotations have been advanced in consequence. Black sheets, Canada plates and galvanized sheets, all show advances of from ten to twenty cents, while Raven and Vulture grades of charcoal tin plates and Bessemer steel bright cokes are also subject to higher quotations. All of these lines are in brisk demand, and prices will probably hold firm at the advance.

Stocks of sheet copper are at the vanishing point and all quotations are very firm. Ingot tin is also strong and lead is still quoted at last week's figures, which are much lower than in outside markets. Zinc spelter and sheet zinc have also advanced.

Old material quotations remain as before, but the stiffness in the copper and lead markets indicates higher prices. Users of cast scrap contend that higher prices cannot be looked for on this line as middlemen have large stocks in their yards which have been accumulating for some time, owing to U. S. buyers having large unused stocks.

PIG IRON.—Winter rates, making a $1.00 advance, are now in force, and no more iron is available by way of Montreal. Advances are made, therefore, on the English irons. We quote: Randor at furnace $33; Hamilton and Midland off the market but quoted nominally at $23 for No. 1 at furnace. Londonderry, f.o.b. Toronto, No. 1. $24; Middlesborough, $23.50; Summerlee, $25.

BAR IRON. — We still quote $2.25 base, f.o.b. Toronto, with discount of 2 per cent. There is no sign of prices easing off after New Years, as large orders are being peddled around with mill men so busy that buyers must take what terms as to delivery they can get.

INGOT TIN. — Market is active in small lots, with prices the same.

TIN PLATES.—Advances of 25 cents per box on 14 x 20 base, in bright cokes and raven and vulture grades of charcoal. Demand is keen and all prices firm.

SHEETS AND PLATES. — As predicted, black and galvanized sheets and Canada plates, all show general advances of from ten to twenty cents.

BRASS.—Still difficult to obtain deliveries. We quote: Sheets, 23c. to 24c. per lb.

COPPER.—Stocks of the best copper are very low, and prices could hardly be firmer. We continue to quote Ingot copper, $24 per 100 lbs., and sheet copper $30 per 100 lbs.

LEAD.—The market is firm and prices unchanged. We quote: $5.25 for imported pig and $5.75 for bar lead.

ZINC SPELTER.—Local prices are very firm with buying brisk. We quote: 7 1-2c. per lb. for foreign and 6 1-2c. per lb. for domestic. Sheet zinc is quoted at 8 1-4c. in casks, and 8 1-2c. in part casks.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.65; tank plates, 316 inch, $2.60; tubes, per 100 feet, 1½ inch, $8.50; 2, $8.80; 2½, $10.75; 3, $12; 3½, $15.80; 4, $21. Terms, 2 per cent. off.

ANTIMONY.—Outside markets are higher, but we still quote 27c. to 28c.

OLD MATERIAL — Dealers' buying prices show no change this week. We quote: Heavy copper and wire, 17 1-2c. per lb.; light copper 15c. per lb.; heavy red brass, 15c. per lb.; heavy

yellow brass, 13 1-2c. per lb.; light brass, 9c. per lb.; tea lead, $3.50, per 100 lbs.; heavy lead, $3.75 per 100 lbs.; scrap zinc, 4½c. per lb.; iron, No. 1 wrought, $12; No. 2 wrought, $6; machinery cast scrap, $15; stove plate, $11; malleable and steel, $6; old rubbers, 7¾c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: Anthracite in cars at bridge, egg, stove and nut, $5.50; grate, $5.25; pea $3.50 per gross ton.

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

United States Metal Markets

From the Iron Age, Nov. 22, 1906.

There are cross currents in the iron Ore market. The leading sellers of Lake Ores have booked orders for the full output of their standard grades for the season of 1907-1908, and in the case of certain Bessemer grades some premiums over the prices recently established have been asked and paid.

On the other hand, a considerable number of Eastern furnaces and import- and pig iron producing interests of the Central West have declined to buy as far ahead as the early summer of 1908, on the ground that the prices demanded are so high that they cannot take the risk of any serious decline in pig iron, which might develop between the summer of 1907 and beginning of new ore shipments in 1908.

The Eastern pig iron market continues quite active, the sales including a number of good lots of grey forge in central and eastern Pennsylvania and one lot of 10,000 tons of basic pig at $23, delivered.

The markets for domestic and foreign foundry iron are stiffened; both are reaching forward more as to deliveries, and the spot demand remains keen in spite of the very high prices. Scotch and Middlesborough irons are both higher.

There is some inquiry for Southern pig iron for deliveries during the third quarter, but it is not taken seriously by sellers.

Steel continues very scarce and is stiffening in price. Some good orders have been entered for steel rails, including 25,000 tons for the Atlantic Coast Line, 18,000 tons for the Gainesville & Gulf, and 5,000 tons additional for the Texas & Pacific Road. It is noted that an unusual number of roads are adding to their earlier requirements for 1907.

The fact that Chicago fabricators of Structural Material have placed contracts for about 25,000 tons of shapes for delivery during the first half of 1907 at current prices is interpreted as indicating that an advance may be in sight. Generally speaking, however, the structural mills are not crowded with work. During the past week contracts for buildings and bridges were given out in the Chicago district which aggregate 10,000 tons. The constituent companies of the Steel Corporation have placed orders for 14,000 tons of fabricated work for new construction.

The advance of $2 per ton on plates by Eastern mills foreshadows an early advance in the official price. The Eastern mills are facing rising costs, and foresee full employment for their plants well into the spring.

There has been a heavy business in steel bars during the past week, distributers, railroads and manufacturers of shaped bars for reinforced concrete being the purchasers, in some instances in anticipation of the advance of $2 per ton which was decreed on the 15th. Merchant steel values have also been readjusted.

The pipe contract for the line from the Indian Territory oil fields to the Gulf, taken by the National Tube Company, involves upward of 30,000 tons.

From the Iron Trade Review, Cleveland, Nov. 22, 1906.

Following the establishment of pig iron prices on their present high level, a general adjustment of finished material prices in conformity with the advanced cost of crude materials has set in. The past week has seen an advance of $2 per ton in steel bars, the first change by the leading interest for almost two years, although independent interests have obtained premiums for some time. The leading producer of iron bars has again advanced his quotation $2 per ton, thus maintaining the spread between iron and steel bars. A large independent producer has just announced a second advance of $2 per ton on plates, and the leading interest is expected to follow shortly. A sheet advance is also rumored, in spite of the fact that prices were only recently increased. Certain billet producers have added as much as $3 per ton to the price of their output. All these advances are but natural results of the increased production cost, and will doubtless be accepted without hesitancy.

There is considerable buying of pig iron for the third quarter and second half of the year. One valley furnace interest reports sales of 100,000 tons of basic and Bessemer, and practically all foundry producers are selling in a scattered way. With prices at their present level, however, there is considerable hesitancy on the part of consumers to place orders ahead of July 1, and contracting generally is being deferred.

Foreign iron continues to arrive in small lots and is affording some relief to hard pressed consumers. It is selling at from $21.50 to $24.00 per ton, tidewater, and it is estimated that 100,000 tons will be distributed before January. Basic and Bessemer irons are also likely to be imported.

The most troublesome feature of the market, aside from the iron situation, is the acute shortage of transportation facilities. To this cause must be traced most instances of the shutting down of manufacturing plants as not only iron but coal and coke deliveries are being delayed as well.

London, Eng., Metal Markets

From Metal Market Report, Nov. 22, 1906

PIG IRON.—Cleveland warrants are quoted at 59s. 6d. and Glasgow Standard warrants at 59s., making prices as compared with last week, 2s. 4 1-2d. higher on Cleveland warrants, and 2s. 5d. higher on Glasgow Standard warrants.

TIN.—Spot tin opened weak at £196 0s. 0d., futures at £197 5s. 0d., and after sales of 120 tons of spot and 350 tons of futures, closed weak at £195 5s. 0d. for spot, £196 15s. 0d. for futures, making price compared with last week 10s. higher on spot, and 10s. higher on futures.

COPPER.—Spot copper opened easy at £101 0s. 0d., futures £102 2s. 6d., and after sales of 100 tons of spot and 600 tons of futures, closed easy at £100 12s. 6d. for spot, and £102 0s. 0d. for futures, making price as compared with last week £1 2s. 6d. higher on spot, and £1 2s. 6d. higher on futures.

LEAD.—The market closed at £19 1s. 3d., making price as compared with last week, 6s. 3d., lower.

SPELTER. — The market closed at £27 15s. 0d., making price as compared with last week unchanged.

N.B. Hardware Trade News

St. John, N.B., Nov. 19, 1906.

One striking thing that may quite fittingly be noted in a letter dealing with the hardware world of the provinces is the excellent state of affairs as regards collections. Rarely, if ever, in the past few years have collections been so satisfactory as during the past couple of months. Some financiers are reported to have said that the last couple of months have been the best for collections that they have known. Then, too, the hardware man should feel satisfied because of the rush of orders that is now so noticeable. The late fall and early winter trade is now on in earnest. Clerks are kept busy. The sales of seasonable lines of goods are proving heavy. It may be noticed further, in passing, that a St. John maker of metal goods recently declared that could he secure the needed number of skilled workmen, he could easily find a sufficiency of work to keep them busy both night and day. That surely is a good sign, but it is regrettable that the workmen are not available. Here again we have an indication of the need of the development of skilled laborers, the training of young men in the way of trades.

Another Upper Canadian concern has

found it advisable to open a branch in St. John. This is the Canadian Rubber Company of Montreal. The company has secured a stand on Dock Street, and is now ready to handle its New Brunswick business from this city. Mr. J. J. Arnold of Toronto, is in charge of the branch. Mr. E. Roy Penwick, continues as the company's travelling representative. The company already has a branch in Halifax.

All metals are continuing to hold their high level. High water marks are being passed with a wonderful regularity. Ingot tin has reached a record position. Moreover, as regards this article, there are signs of further advances. Tin plates likewise are far higher than usual. The demand for them at this season is high, naturally for the lobster and other canners are making preparations for the next season. Glass is quoted firm. At the same time it is noticeable that the condition of the local glass market is somewhat more satisfactory than that prevailing last year. At the present the stock is a trifle better than the stock of the preceding season. Linseed oil is advancing. White lead and metals generally, are maintaining their firmness of tone.

The recent death of James W. King, under such sad circumstances, is still talked of. Mr. King was well-known as a traveler for the Thorne Company, and his death by suffocation trying to save property in his brother's burning building, was not only tragic, but a source of genuine regret to his scores of friends.

N.S. Hardware Trade News

Halifax, N.S., Nov. 21.

Jobbers report the hardware trade booming in this Province at the present time, and with every prospect for a continuance in the future. Prices in all lines are exceptionally firm. Iron pipe has advanced about ten per cent. on all sizes. The supply of pipe is very short on this market, the makers being slow in their deliveries. This complaint is general among the trade. The first shipment of iron pipe received here this month arrived from Montreal on Saturday. White lead has advanced here, the quotations being as follows:—Brandram Bros. Genuine, $8.25; No. 1 $7.00; No. 2, $6.25; Anchor Pure, $7.00; No. 1, $6.25; No. 2, $5.75. Turpentine has also advanced five cents, and is now quoted at $1.00 per gallon by the cask.

There is a big demand for sheet iron on this market, and heavy sales are reported. Advances received here state that the cost of sheet iron has been advanced, but thus far the jobbers here have not made any increase. It is quoted at $2.40 for ordinary gauges, 21 to 24. All metals are active and the prices are very unsteady. Sheet copper and bar copper are in good demand. The latter is quoted at from 28 to 30 cents. Oils are unchanged. Pure Manila rope is quoted at 15½c and British at 12c. Nails are steady and bar iron is in good demand, also axes and saws. Several of the firms here handle weather strips, rubber and wood and both are selling freely. There is a boom on in gold mining in Nova Scotia at the present time, particularly in Halifax County, and the outlook is better than it has been for some years. Several gold mining properties in this vicinity are now the subject of inquiries by parties outside of the Province, and some big development is looked for. W. L. Temple, who has been in the Yukon for some years, has returned here and is going to Waverley, N.S., he having succeeded in interesting some Western capitalists in property which he owns there, and which will be operated.

J. B. Woodworth, who was formerly connected with gold mining in Nova Scotia, and now engaged in silver mining in Cobalt, Ont., being connected with a large concern there, is visiting Halifax. It is understood that Mr. Woodworth and some Upper Province capitalists contemplate re-opening the old Hardman-Taylor property at Oldham.

There is also a report that a Montreal firm contemplates taking mining properties in the Montague district under control for Canadian and American capitalists and operating it.

L. Lussier, of St. Jean Baptiste, was in Montreal this week.

Buy the Best.



HERCULES
Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

DAVID REID & CO.
Hardware Commission Merchants
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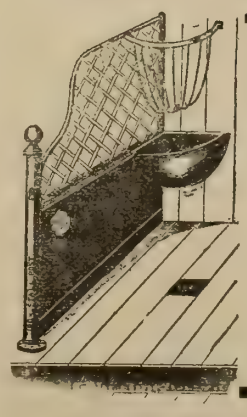
Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents throughout Western Canada. BEST OF REFERENCES

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
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Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
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OF PORTLAND CEMENT
Prices on application. Prompt shipment



Dennis' Iron Stable Fittings
Sanitary, Indestructible, Economical
A good line for the hardware dealer.
Send for New Stable Fittings Catalogue and Price List "A."
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GENUINE Pratts Astral Lamp Oil
Sold in all countries and recognized as the highest grade oil manufactured.
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THE QUEEN CITY OIL COMPANY Limited, - TORONTO, ONT

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Nov. 23, 1906.)

Room 511, Union Bank Building, Office of HARDWARE AND METAL, Winnipeg, Man.

Price changes:—Revised prices "Queen's Head" galvanized iron. Common sad irons advanced ¼c per lb.; bar iron advanced 10c per cwt.; wire nails advanced 10c per cwt.; cut nails advanced 10c per cwt.

Iron pipe, revised prices; advance in most sizes.

Galvanized ware, general advance.

A number of changes noted above, some trifling and others of considerable importance, occupy the attention of the trade this week. Hockey sticks, skates and other lines of winter sporting goods are beginning to move very rapidly now that winter has set in.

LANTERNS. — Quotations are as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—An advance of 10c per cwt., which goes into effect this week makes the price now $2.70 per keg.

CUT NAILS—These have also been advanced 10c per cwt., making the price now $2.80 per keg.

PRESSED SPIKES — Prices are quoted as follows since the recent advance: ¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Discounts are quoted as follows since the recent advance in the price of copper rivets: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅜, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Business is particularly active at present in axes and handles. Prices are as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—There has been a general advance in galvanized goods, the discount on pails being now 37½ per cent. and on the other galvanized ware 30 per cent.

CORDAGE—Manila rope is steady at the recent advance. We are still quoting as follows: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Quotations are as follows: Cartridges, Dominion R.F. 50 and 5; Dominion, C.F., 33½ C.F., pistol, p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL—Bar iron has been again advanced 10c per cwt. quotations now are:—Bar iron basis, $2.70. Sweedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—Quoted a $5.85 per cwt.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

IRON PIPE AND FITTINGS— Revised prices are as follows:—Black pipe, ¼ inch, $2.65; ⅜, $2.80; ½, $3.50; ¾, $4.40; 1, $6.35; 1¼, $8.65; 1½, $10.40; 2, 13.85; 2½, $19.00; 3, $25.00. Galvanized iron pipe, ⅜ inch. $3.75; ½, $4.35; ¾, $5.65; 1, $8.10; 1¼, $11.00; 1½, $13.25; 2, inch, $17.65. Nipples, discounts 70 and 10 per cent.; Unions, couplings, bushings and plugs, 60 per cent.

LEAD PIPE—The price, $7.80, is firmly maintained in view of the advancing lead market.

We have been fortunate enough to secure the Western Agency for **BERRY BROS.** celebrated **VARNISHES** and are carrying a full stock from which all orders will be shipped promptly.



THE

WINNIPEG PAINT AND GLASS CO. Limited

Warehouses ***CALGARY*** ***EDMONTON*** ***WINNIPEG***



SUPERB EMPIRE

The Perfect Cooker

We draw the attention of the **Western Trade** to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a West ern stove factory for Western people only.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.



Wire Glass

This is the season of the year when buildings are being completed—Wire Glass will be needed for Skylights, Metal Frames, etc.

Wire Glass is now almost universally used instead of Rough Rolled Plate on account of the ultimate economy. It may crack but the wire mesh keeps it intact and just as serviceable as ever.

Wire Glass is practially indestructible.

Special prices in case lots—write for them. Samples furnished on request. You may have an enquiry any day, better be prepared.

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA

GALVANIZED IRON—Revised quotations will be noted in "Queen's Head." We quote:—Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65, 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.50; 26, $4.65; 28, $5.00.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—As noted last week, prices have been advanced 25 cents per box. Quotations now are:—Canad plate, 18 x 21, 18 x 24, $3.40; 20 x 28, $3.65; full polished, $4.15.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE—Prices are quoted as follows: Silver Star, per gal., 21c.; Sunlight, 22c.; Eocene, 24c.; Pennoline, 25c.; Crystal Spray, 24c.; Silver Light, 22c.; gasoline, 70-72 (engine), 25½c., in barrels, f.o.b. Winnipeg.

PAINTS, OILS AND TURPENTINE—We quote prices: White lead, pure, $7; bladder putty in bbls., 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg, 96c.; Calgary, $1.03; Lethbridge, $1.03; Edmonton, $1.04. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases—16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

Always the Same Report



India Oilstones

are HARD,
SHARP,
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and give excellent satisfaction.

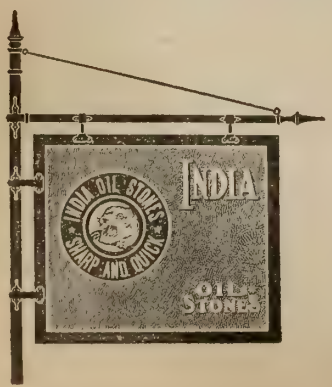
Every India Oilstone Guaranteed.





Made in 59 different shapes and sizes, and in coarse, medium and fine grits.
Special Shapes and Sizes to order.
Uniform Grit. Wonderful Durability.

For Metal and General Woodworkers' Tools.



Send for new descriptive Price List.
India Oilstones are manufactured by Norton Co.

Sole Selling Agents:

Pike Manufacturing Company

Pike, N. H.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Tortoise Stoves.

The James Smart Manufacturing Company, Brockville, are sending out circulars illustrating Tortoise heating and cooking stoves and Canadian air warmers. Tortoise stoves are very favorably known throughout the country, as the special features are very prominent, it is a low sitting stove, with a separate base in the shape of tray, which has small projections as legs resting on the floor.

The stove is lined with best quality brick lining, has cast iron top and bottom, with planished sheet steel body and large turl door, with mica frame pot hole, with reducing ring cover. Any hardware merchant not receiving one of the circulars should write for one as the stove makes an ideal heater for house or office.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1355. Saws, etc.—A Yorkshire firm manufacturing all kinds of saws, edge tools, joiners' and mouders' tools, scythes, sheep shears and skates, desires to correspond with Canadian wholesale dealers.

1356. Tools.—A Yorkshire firm manufacturing all kinds of hand and machine tools for engineers, boiler makers, shipbuilders, etc., invite correspondence with Canadian buyers.

1364. Agent.—A Sheffield company, manufacturing cutlery of all descriptions, is open to appoint suitable Canadian resident agent.

1380. Arsenic.—A chemical firm capable of handling large quantities, asks for prices of white powdered arsenic from Canadian producers.

1382. Clothes pins, etc.—A Manchester firm with large connection asks for prices of clothes pins and towel rollers.

1393. Pick handles and yellow pine.—A Yorkshire firm desires to get in direct communication with manufacturers and shippers of pick handles, and also yellow pine, for which they have a large demand. Correspondence and quotations invited.

1396. Bins, cylinders, tanks, etc.—Yorkshire firm asks to be put in direct communication with Canadian buyers of corn bins, dust bins, hot water cylinders, corrugated copper cylinders, gas and oil engine tanks, sanitary pans, mill and stable buckets, cattle troughs, etc., and invites correspondence.

FIRE-PROOF GLASS WINDOWS

THAT ARE FIRE-PROOF

These windows in a fire-proof building, complete the security, and in any building will thoroughly prevent the spread and advancement of the fiercest flames.

Better than iron shutters (even if they happened to be closed at the needed time); fire-proof glass remains intact, resisting both the intense heat of the fire and the action of water.

Many practical tests have proved it's efficiency.

Used in conjunction with our hollow sheet-metal frames and other fire-proof fittings, it gives the most perfect protection available.

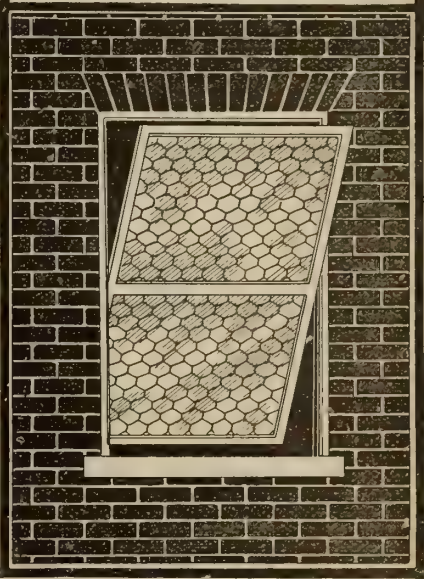
It's adoption lessens insurance rates.

If you want to know more about "fire-proof windows," write us, it's an interesting subject.

...THE...

Metallic Roofing Co.,

TORONTO, Canada. LIMITED,



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

WHICH TRAIN WAS NEAREST ?

A couple of weeks ago Hardware and Metal offered a year's subscription to the person sending in the thirteenth correct answer to an interesting problem suggested by E. J. Bennett, of the Gurney-Tilden Co., Hamilton, as to which train would be nearest to Oakville, when the trains passed, one leaving Toronto traveling 50 miles an hour and the other leaving Hamilton at the same time, but traveling only 40 miles an hour.

Some interesting answers were received, but as only a dozen correct ones were sent in, the "unlucky thirteenth" was not able to win the prize offered. Replies were sent in from St. John, N.B., in the east, to Calgary in the west, a few of the most interesting being as follows:

"The train leaving Toronto will be nearest Oakville when the trains pass. I arrive at it in this way. The train leaving Toronto and traveling 50 miles an hour, has 21 miles of run to Oakville and will require 21-50 of 60 or 25 minutes, 12 seconds to reach that point, while train leaving Hamilton traveling 40 miles an hour would require 18-40 of 60 or 27 minutes to reach Oakville, consequently, train from Toronto will pass that point and meet the other train west of Oakville."

"Train from Toronto would pass Oakville in 25 1-5 minutes. Train from Hamilton would pass Oakville in 27 minutes. Train from Toronto would then pass Oakville about 2 minutes before train from Hamilton. They would, therefore, meet west of Oakville, and when they pass, the train from Hamilton would be nearer Oakville."

"Toronto train goes 50 miles in 60 minutes, therefore, will go 21 miles in 60-50 x 21 equals 27 minutes. The Toronto train will reach Oakville 1 4-5 minutes ahead of the Hamilton train, and passes the Hamilton train on the Hamilton side of Oakville. Therefore, when the trains have passed, the Hamilton train will be nearest to Oakville."

"The Hamilton train will be nearest Oakville by the length of itself when they pass."

The first reply received was from the office boy of the Montreal Rolling Mills Co., Montreal, who put the correct reply as tersely as it could be put.

"One train will be as near Oakville as the other when they pass."

Has any one got a more interesting problem than Mr. Bennett's?

FOUNDRY AND METAL INDUSTRIES

The London Rolling Mills, London, are rapidly establishing a high reputation among users of all descriptions of bar iron. Writing to the Rolling Mills a few days ago, the Verity Plow Company of Brantford, says: "The stock we received from you we were certainly very much pleased with, as there was just the qualities therein that suit our purposes here."

ACTIVITY AT COLLINGWOOD.

The Northern Steel & Iron Co.'s mills at Collingwood are working successfully after over a month's operations and 125 men are kept busy in the day and night turns making bar, car and track iron on orders for the Canadian General Electric, Canadian Car, Toronto Railway and Grand Trunk Railway Companies. The output will be doubled by the addition of two new furnaces which will be ready about December 1.

The Imperial Steel and Wire Co.'s plant is also in successful operation, the output having been increased 15 per cent. recently with the same equipment. "The shortage in wire billets and in railway cars is both helping to make the wire nail market firmer and with base prices at $2.10 in both New York and Chicago and $1.95 in Pittsburg, it looks as though we will see $2.25 asked for wire nails before many weeks," said Major Currie, president of the Company this week.

WELLAND'S NEW STEEL PLANT.

The Ontario Iron & Steel Company has, under course of erection at Welland, Ontario, a plant for the manufacture of open hearth steel billets, bars, angles and light rails, and for the production of steel castings in size varying from one pound to ten tons. Their site covers sixty acres of ground with a frontage on the Welland Canal and track connections with the Grand Trunk, Wabash, Michigan Central, Canadian Pacific and T. H. & B. Railways. A dock is to be constructed on the canal front, which will enable the company to economically handle their raw material by water. The Canadian Government has at present under construction a turning basin in the canal just below the property of this company, which will enable large steamers,, comin from Lake Erie, to discharge their cargoes and return again to the lake without entering the canal locks—the company's dock being located on the Lake Erie level.

J. A. Herrick, M.E., of New York, has the furnace construction in hand, and W. J. Bradley, M.E., of Troy, has in charge the rolling mill construction. Robert Porter, late of the riverside department of the National Tube Company, is to be works manager, while the foundry plant will be in charge of Daniel J. Blaney. The head office will be in the Traders' Bank building, Toronto, the President of the company being W. W. Near, of the Page Hersey Company, Guelph, and the Secretary, H. Rooke.

The buildings are to be the following dimensions: Open hearth building, 85 x 175 feet; rolling mill building, 119 x 300 feet; foundry building, 150 x 165 feet. The buildings are to be equipped with travelling cranes built by the Niles-Bement-Pond Company, and operated with alternating current motors. Power to run the works is to be furnished by the Ontario Power Company, Niagara Falls, Ontario.

The company controls its own natural gas wells, which will be used for furnishing fuel for the furnaces. The rolling mills will consist of 3 high 12 and 22 inch trains, to be driven by alternating current, 2,200 volt motors. The open hearth department will consist of two 25 ton open hearth furnaces, and the foundry department of one 20 ton open hearth furnace. The 22-inch train will be served by a continuous ingot furnace and the 12-inch mill of two heating furnaces. The object being to make the operation of the mills as nearly continuous as possible.

The company expects to be making steel early in spring, and to have the plant in full operation by the 1st of July, next, but the difficulty experienced by buyers in getting iron and steel may make this impossible.

We would like an opportunity to show you what we can do for you in the paint business, whether you handle a line now or not. Our proposition is so good, it means so much in profit and success to the dealer who takes it up, that we know we can interest you. Our line of paints and varnishes is complete and satisfactory; our advertising helps are strong and produce results; our co-operation coupled with yours builds up a trade that pays dividends year in and year out. And, most important of all, our goods stay sold and make more sales. Let us hear from you today with a request that our representative call and explain our proposition.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

1758

WIRE NAILS
TACKS
WIRE
Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

Metals are Advancing!

All wholesale buyers should get our prices on

Ingot Tin, Pig Lead, Ingot and Sheet Copper, Zinc Sheets, and Spelter, Antimony, Etc.

FULL STOCK CARRIED

A. C. LESLIE & CO.
MONTREAL

HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

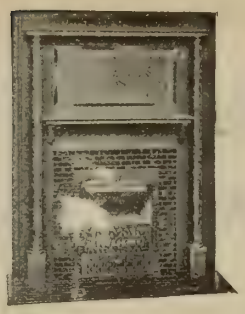
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West, TORONTO

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

ATTENTION

should be paid to the sterling character of manufacturers. I VOUCH FOR THE SOLID RELIABILITY OF MY FIRMS.

LEEDS FIRE CLAY CO., Ltd.
Their fire bricks, glazed bricks, stable bricks, etc., have no superior.

T. JOWITT & SONS, SHEFFIELD,
guarantee the quality of their files, cast steel hammers, and crucible steel. Try us for prices.

JOS. FENTON & SONS, SHEFFIELD,
serve us with a fine variety and style of cutlery and plated ware. Write for catalogue.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

A NEW GLAZIER POINT



The above cut illustrates the lucky thought of an Ontario man.

He like most of us, has had the disagreeable experience of attempting to drive a common Glazier Point into a sash with ordinary tools. The tool never fails to slip, with the result that either the glass or the sash is damaged.

With the New Glazier Point you can drive it home with a common nail hammer, without the least danger of damaging the glass or sash. It is obvious that the New Glazier will at once meet with general favor with the public.

Any Manufacturer wishing to secure the sole rights of manufacture for Canada, will please address himself to Manager HARDWARE AND METAL, Toronto,

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

PRICE and QUALITY

are two vital elements in

GILBERTSON'S

COMET GALVANIZED SHEETS

That means they are soft, smooth, and easily worked, that they are flat, well galvanized and that they are lower in price than other high grade brands.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Agent: Alex. Gibb, 13 St. John St., Montreal.

Paint, Oil and Brush Trades

METHODS OF MAIL ORDER PAINT MANUFACTURERS

Professor Ladd, one of the greatest authorities on the subject of mixed paints in the United States, was responsible more than any other one man for the present form of the North Dakota Paint Law, which requires an analytical label on all paints departing from a model set by the North Dakota legislature. Professor Ladd has analyzed all of the leading brands and in a recent number we published his conclusions as to Seroco paint. The November issue of the National Retail Hardware Bulletin reproduces the result of his investigations as to the product sold by two St. Louis, direct-to-consumer concerns. He finds their products short in both quality and quantity—far from what might be expected by their advertisements. One of these concerns is the O. L. Chase Co., the producers of which specifically state that their mixed paint is white lead, zinc, drier and coloring matter freshly ground, when in reality there is no white lead in the paint whatever.

In their directions for using the O. L. Chase "made to order" paint on page 10 they state: "It contains exactly the right proportions of everything needed—the exact amount of white lead to give opacity and body; the right proportion of zinc white to afford proper oil affinity and the greatest durability; the precise quantity of drier to produce the best results, and the exact amount of the purest linseed oil obtainable, to say nothing of the right quantity of the finest tinting colors." Surely then they would have their customers believe that the product they are selling them would have as its basis white lead.

Paint in Can Short.

There was purchased from this company one gallon of paint, put up in two separate receptacles; one for the pigment, the other containing the oil. In the can containing the pigment there was found 1.71 quarts and of oil 1.70 quarts, or a total of 3.41 quarts. In other words then the gallon was .59 of a quart short, and when the two products were combined there was actually by weight 10 pounds and 13 ounces; whereas a good paint should weigh approximately 16 pounds per gallon. Inasmuch as they charge $1.60 per gallon it seems an exorbitant price for the oil when the selling price of linseed oil is but forty cents a gallon. Thus in the oil itself there is furnished a nice profit of $1.20 to each forty cents expended for oil.

No White Lead at All.

The pigment, as received, was found to be made up, by weight, of 75.6 per cent solids and 24.4 fluid. Or when you add the oil as received the relation of the pigment to the vehicle is as 52.4 to 47.6 per cent. This paint would therefore be unusually thin, in fact as in the pigment, when received, there was already present as much fluid as is found in some paints and of this fluid portion 24 per cent is in the form of benzine and nearly 21 per cent occurs as water.

The analysis shows that the paint does not contain a trace of white lead; it does, however, contain of chalk and barytes 55.26 per cent. and the balance is mainly zinc oxide.

In the judgment of the writer this is one of the most misleading and deceptive paint propositions before the public.

In the following we give complete results of our examination of the sample of paint as purchased directly from the company:

The O. L. Chase Oilo.

	No. 170	No. 171
Capacity of can	1.95 qts.	1.95 qts.
Contents	1.71 qts.	1.70 qts.
Net weight	7 lb. 8 oz.	3 lb. 5 oz.

Sample reeceived represents a low grade linseed oil.

	Per cent.
Pigment by weight	75.6
Fluid portion by weight	24.4
	100.00

Analysis of Fluid Portion.

	Per cent.
Linseed oil	54.94
Benzine dryer	24.17
Water	20.89
	100.00

Analysis of Pigment.

	Per cent.
White lead	0.00
Lead sulphate	3.66
Zinc oxide	39.87
Calicium carbonate	33.78
Barytes	21.48
Color and undetermined	1.21
	100.00

The weight of the paint plus the oils is 10 lb. 13 oz. The volume of the paint plus the oils 3.41 qts. or a shortage of about 15 per cent. per gallon.

Per cent. of pigment in mixture	52.4
Per cent. of pigment in mixture is	52.4
	100.00

KOVERALL RED

Is a red red that stays red, brilliant, bright, durable and permanent, for painting School Houses, Elevators, Bridges, Barns, Roofs, Fences, Iron and Tin Roofs and Sidings, and all Outbuildings.

Put up in

¼-Gal. ½-Gal. 1-Gal. 5-Gal. Barrels

"Wears On the Job, Not Off."

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

STOCKS AT

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

WINNIPEG, MAN., c/o. MASON & HICKEY.

Are You Thinking of Sending

us a paint order? Are you going to specify the same goods as last time? Have you ever carried our

ALUMINUM PAINT

It is a first-class article, giving excellent results on Radiators, Registers, Steam Pipes, Gas Ranges—in fact, all kinds of Iron and Metal Work.

Put up in gals., half-gals., quarts, pints and half-pints. Let us quote you prices.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

AN AID TO CLEANLINESS

Kitchen floors are hard to keep clean when covered with the ordinary **floor paints,** which accumulate dirt, and rub off when washed.

JAMIESON'S Floor Enamels

dry very hard, iu a short time, and leave a gloss which prevents the collection of dirt. They wear like iron, and are not affected by washing.

These are sure business-getters. Made in all the popular colors.

BY

R. C. JAMIESON & CO.
LIMITED

16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim fo them **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied. Established 1815

CANADIAN AGENT
GODFREY S. PELTON
201 Coristine Building Montreal

A. Shaw & Son
52 Rahere St., E.C., London

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE.***

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.
Small Springs of Every Description.

The White Lead Is The Thing

You may take it for a certainty that the White Lead used in the manufacture of paints is the index to the quality of the product. No manufacturer would use a good white lead and select other materials that were not in keeping with it. On the other hand no manufacturer who selects an inferior lead is likely to be particular about the other ingredients. Know the white lead, and you know the paint.

Now, the bearing of this principle on

"Anchor" and "English"
LIQUID HOUSE PAINTS

is the fact that when you know that the only white lead used in their manufacture is

Brandram's
B. B. GENUINE

(which has been the world's standard for nearly two centuries) you need no other argument to explain the preference consumers show for these paints.

BRANDRAM-HENDERSON
LIMITED
Halifax, St. John, Montreal, Winnipeg,

MARSHALL WELLS CO., Winnipeg
Sole Distributors for Western Canada

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 23, 1906.

During the past week a keen demand has been shown for fancy articles, such as aluminum paints, stains, handy varnishes and tube colors, all which are connected either directly or indirectly with the Christmas trade.

Staples have been steady, with the exception of linseed oil, which seems to be slowly, but steadily, enhancing in value. The prices we are quoting are being shaded by some dealers, but on all sides, quotations are stiffer than last week.

A good all-round business is reported, and, in fact, all the manufacturers seem to be exerting themselves, to fill orders.

LINSEED OIL—Prices have stiffened. Some dealers are quoting lower figures, but the following are generally accepted by the wholesale trade: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c; boiled, 1 to 4 barrels, 58c; 5 to 9 barrels, 56c.

TURPENTIRE—Prices are still firm at the following figures: Single barrel, 95c. per gal.; two barrels or over, 94c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged. Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD — Last week's advance is well maintained. We quote: Best brand Government standards, $6.75 to $7.00 No. 1, $6.40 to $6.65; No. 2, $6.05 to $6.40; No. 3, $5.80 to $6.05, all f.o.b. Montreal.

DRY WHITE ZINC—V.M. Red seal, 7½c. to 8c. Red seal, 7c. to 8.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Orders are large and numerous. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—Conditions are unchanged from those of last week. We are quoting: Genuine red lead in casks, $6; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

SHELLAC—A slight decline has taken place, and we now quote:—Shellac Bleached, in bars or ground, 46c per lb., f.o.b. Eastern Canadian points, Bone Dry, 57c per lb., f.o.b. Eastern Canadian points; T.N. Orange, etc., 48c per lb. f.o.b. New York.

SHELLAC VARNISH—The prices are: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c

REFINED PETROLEUM— We quote as follows: American water white, 17c.; Canadian prime white, 15½c.; astral, 20c., ex warehouse.

BENZINE—An advance this week has brought the price up to 25 cents in barrels and 30 cents in smaller quantities.

WINDOW GLASS—The demand is still good. It is thought that window glass will shortly stiffen in value, but, unless the Belgian market becomes much firmer, there will be no change in the nominal price this winter. At present, there is considerable cutting under these prices, for large quantities but this will, it is expected, be eliminated. We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100feet, $3.20; second break, break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, November 23, 1906

White lead is still very firm but has not advanced as yet. The mixed paint trade is practically over, but domestic lines such as oil and varnish stain, and varnishes for various uses are selling very briskly, as people are overhauling the interior of their houses for Christmas visitors. Other paint manufacturers have not as yet followed Sherwin-Williams example by advancing their

A few more of our

TRADE MAGNETS and TRADE RETAILERS

The Martin-Senour
Porch and Deck Paint
"Stands the Weather."

The Martin-Senour
Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour
Carriage Paint
It's "superfine," everything said.

The Martin-Senour
Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT
100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited

"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited
HALIFAX, N.S.

BARN PAINTS



Take advantage of the fine weather and induce your farmer friends to paint their barns.

RAMSAY'S OUTSIDE PAINTS

are made for barn painting, roof painting, fence painting and at a price that suits the farmer and a profit that suits you, with a quality that suits all. Sell Ramsay's Outside Paints at $1.00 per gallon, take your profit and suit your customers.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICAGO

TURPS—BLACK
(AIR DRYING)

JAPAN

This air drying, strong, dense jet black is for iron work, where a rich glossy Japan is desired. It is extremely lasting on account of its good body. Our Turpentine Air Drying Black Japan is considered to be one of the most economical Black Japans possible to make. Extremely tough and will not chip.

The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window.

For full list of Varnishes and Japans see Catalogue

THE CANADA PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL · TORONTO
· WINNIPEG ·

prices of mixed paints, but next month will probably see further changes.

Linseed oil is still quoted at the same price, as the falling away of paint sales will keep quotations stationary and allow manufacturers to catch up with their orders.

WHITE LEAD — Ex Toronto, pure white, $6.80; No. 1, $6.42½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $7.00.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.50; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.25.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50; gum shellac, bone dry, 63c., Toronto. T. N. (orange) 51c. net Toronto.

LINSEED OIL—We still quote: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic sheet, 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75; barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—Gals., 70c. to 80c.

BRIDGE PAINTS—Gals., 75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

PAINT AND THE WEATHER.

The influence of temperature on the consistency of paint is not always sufficiently appreciated, either in the factory or the painter's shop, says an exchange. On the whole the manufacturer is less liable to deviate from the standard of composition on account of differences in the consistency of his raw materials caused by variations in temperature, than the painter is when the latter thins his paints himself, because the manufacturer works to a definite formula and uses the same relative proposition of the various ingredients winter and summer. The painter, on the other hand, mixes his paints by judgment only, his sole criterion being the ease with which the material can be spread with a brush, and this necessarily implies that the proportion of the various thinners varies according to the temperature and other local conditions. What the manufacturers have to bear in mind, however, is that if they send out in winter a material compounded in a manner suitable for summer use, or vice versa, there is a strong inducement offered to the user to tamper with the material. This fact is well known to makers of enamels and enamel paints, and at least one well known firm of makers of a renowned specialty take the simple precaution of recommending their customers, should they find the enamel somewhat "stout" to stand the can in a pail of warm water before use. Simple advice surely and calculated to save time investigating painters' complaints.

GOOD PAINT THE CHEAPEST.

True economy in paint, or in other words the most economical or cheapest paint the consumer can use is good paint, writes V. W. Hartman. It will necessarily cost more per gallon, just as a good suit of clothes costs more than a cheap suit. But—here's the economy—like a good suit of clothes it outwears the cheaper paint two to one and actually costs less in a given period, say five years. By way of illustration, it is known by everyone who has ever had any buildings painted that it costs just about twice as much to apply paint—put it on the building—as the dealer asks for the paint. Now, how does this work out? If a building requires 12 gallons of paint, costing $20 it will mean an expenditure of $40 to have the $20 worth of paint applied, or $60 for the job complete. Good paint properly applied will last for at least five years, making the cost twelve dollars per year. Now, let us suppose a cheap paint were used, costing, say, $15 instead of $20. It is safe to say that at the end of three years the building will require repainting. What does this mean? Simply this: That its costs $40 to apply the $15 worth of cheap paint, or $55 for a job that wears three years in place of $60 for a job that wears five years, and the cost per year is $18.33 for cheap paint as against $12 per year for the good paint costing but $5 more at the start, yet saving the consumer $6.33 per year, or $31.65 in five years. The cheap paint is the most expensive, after all, isn't it?

BERRY BROTHER'S VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO

RETURNED NOV 27 1906



Is Your Paint Trade Growing?

If not there is something wrong. You can be assured of a large increase in your paint business if you handle

ARK BRAND PAINT

It is the most durable and best looking paint made. Read what it has done for one of our customers, and it will do the same for you. You really cannot afford to be without it.

Toronto Junction, Nov. 2nd, 1906.

Messrs. Francis-Frost Co., Limited, Toronto, Ont,

Gentlemen,—We have handled your "Ark Brand" Paint for three years, and during that time we have had better satisfaction in our paint department than ever before. The increase in our sales this year so far is over 300 per cent. more than our first year. It is a great pleasure to handle it, as there are no kicks, and no come backs except for more. From our experience we are firmly convinced it is the best prepared paint made, and especially adapted for outside painting.

Muresco: We are doing a splendid trade in this wall finish, and cannot now sell any other kind, even at half the price. It is certainly the finest wall finish we ever saw, and we will handle no other wall finish but Muresco in future.

Let us know if there will be any advance in price of above for 1907, as we wish to cover ourselves with a good stock. Youry truly, C. M. CUTTS & CO.

Have You Ordered Muresco?

If not, wait until our traveller calls on you before placing your order. It is the best wall finish made. Anyone can use it without showing laps or brush marks.



BENJAMIN MOORE & CO., LIMITED
Formerly ***The FRANCIS-FROST CO., Limited***

NEW YORK **TORONTO, CANADA** **CHICAGO**

Consolidated Plate Glass Company of Canada Limited

Import Window Glass

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

INDUSTRIAL GOSSIP.

Vancouver will spend $150,000 on new school buildings and sites next year.

The Sharples Separator Company, Toronto, are erecting a $15,000 brick factory.

Asbestos is said to have been discovered in South Africa, equal to the finest Canadian product.

The Dominion Henderson Bearings Company, Welland, have started part of their plant last week.

A Birmingham small arms company are sending a representative to Canada to establish agencies here.

A one storey brick factory is to be erected for the Toronto Plate Glass Company, to cost $16,000.

The Commercial Cement Company, Winnipeg, were incorporated with a capital stock of $150,000.

A contract has been let for the erection of a new building at Walkerville for the Dominion Dash Co.

The Dunlop Rubber Company, Toronto, are erecting a two-storey brick rubber factory, to cost $18,500.

The International Portland Cement Company, Hull, Que., made a record shipment of 300 barrels in one day recently.

The Gibson Manufacturing Co., Port Washington, Wis., has been granted a fixed assessment of $5,000 to locate in Guelph.

Tolden, B.C., is to have one of the largest saw mills in the country with a cutting capacity of 50,000,000 feet in a season.

The Canadian Art Iron Works Company, Welland, Ont., will erect three buildings to cost $15,000, and will employ fifty men.

The Sutherland-Innes Co., Chatham, are to establish a stave plant, not a stove foundry, at Rainy River, Ont., as reported a week ago.

The enormous amount of business done this summer is in evidence on every hand, and the railways and lake shipping report a banner year.

The Canadian Port Huron Company, with offices at Winnipeg, will build a new warehouse in Calgary, to be used as a central distributing point.

The mica works which have been operated in Smith's Falls for the past three or four years, are being removed to Ottawa. The reason given for leaving is that they cannot get enough female laborers.

The Canadian Westinghouse Company have been awarded a contract for apparatus to be used in the new power station on the Voulager Canal on the St. Lawrence River, to supply Montreal with heat, light and power.

A coal famine is reported in the West, owing to the shortage of cars. Winter has set in, but it will likely be some time before the supply is to hand. The coal mines at Medicine Hat have been reopened as a result of the scarcity.

Gravel and Duhamel, Montreal, have been incorporated with a total capital stock of $99,000, with P. Gravel, J. G. Duhamel, J. A. Barrette, V. Laperte, all of Montreal, for the purpose of manufacturing iron goods, hardware, carriager, furniture, saddlery, as well as to develop hydraulic and steam power.

The Lake Superior Corporation, Sault Ste. Marie, Ont., will build an addition of 500 feet to its ore dock as the steel plant dock, which is now 900 feet in length. An additional blast furnace is also being considered by the directors, the furnaces now in operation being unable to supply enough pig iron for the plant.

The Leitch Colleries of Ottawa have been incorporated with a capital stock of $1,000,000, with the following directors: D'Arcy H. McMahon, A. A. Baylir, E. Seybold, J. Tibson, W. C. Perkins, J. T. Tibson and H. H. Williams, all of Ottawa. The company proposes to treat ore, drill, mine, and construct flumes.

A company has been incorporated at Ottawa, as the Crude Oil, Gas and Power Company, with a share capital of $100,000, for the purpose of producing and dealing in gas of all kinds, motive power, heat and light. The head office will be at Windsor, and the directors are W. H. Leith and H. J. Booth of Detroit, and C. L. Meyer, Windsor.

The Rand W. Kerr Company, Montreal, have been incorporated with a capital stock of $90,000, the directors being, Robt. Kerr, E. F. Kerr, J. L. Kerr, all of Montreal, R. A. Kerr, Maisonneuve and W. M. Kerr of Westmount, Que. The company will manufacture and deal in hardware, furniture, sporting goods, refrigerators and heating goods.

The Automobile and Sportsmen Exhibition have been incorporated in Montreal with a total capital stock of $20,000, with R. M. Jaffry, S. Jackson, Laura R. Jaffry, Montreal, and R. McKay and Morley F. Pumaville of Toronto, for the purpose of conducting exhibitions of automobiles, motor boats, etc., and to deal and act as agents for sportsmen's sundries and supplies.

The Ontario Nickel Company has

been incorporated with a capital of $1,000,000, with head office at Worthington, Ont., for the purpose of mining, milling, and developing mines. The Canadians among the applicants for incorporation were, W. S. Tates of Worthington, Ont.; H. H. Dow, W. L. Baker, Midland, Mich.; A. E. Corners, and T. E. Collings, Cleveland, Ohio.

The Dominion Iron and Steel Company, Sydney, N.S., has contracted with the Nova Scotia Coal and Steel Company for the output of their coke ovens until the first of January, by which time their own blast furnaces will have started. This, in addition to the output of the Steel Company's own ovens, will enable them to start the second blast furnace, probably by the end of the week.

The Leach Concrete Company has been incorporated with a share capital of $10,000, with head office in Toronto, for the purpose of carrying on a business as concrete contractors and builders, and to manufacture plain and reenforced concrete, for structural and engineering works, and fire proof buildings. The directors of the company are R. Leach, W. Leach, R. W. Eyre, E. E. Wallace and H. M. Sinclair, all of Toronto.

A company has been incorporated at Ottawa with a share capital of $1,000,000, for the purpose of manufacturing and dealing in furnaces, heaters, hardware, house furnishings, power and hand tools and manufacturers' supplies, also to carry on a business as founders, merchants, plumbers, and fitters, to be known as Butterworth & Company, with head office at Ottawa. The board of directors are, E. B. Butterworth, C. A. Butterworth and A. F. Butterworth, all of Ottawa.

Ottawa, Nov. 16.—Canada's aggregate foreign trade for the four months ending October 31, shows a gain of over $13,250,000, compared with the same period of 1905, the figures being, respectively, $100,814,777 and $87,523,357. The exports of domestic products amounted to $88,818,114, a gain of $6,009,826. The imports for the four months were of the value of $111,871,358, an increase of $18,974,670. Not in all classes of exports did gains take place, as will be seen from the following statement:

	Amount.	Incr.
Mineral products	$11,775,243	*$ 694,563
Fisheries	3,806,029	* 1,558,658
Forest products	19,842,391	4,947,568
Animals and their produce	33,295,865	3,526,527
Agriculture	12,398,440	* 676,568
Manufactures	7,604,388	482,619

*Decrease.

The imports for October amounted to $24,688,244, as against $23,992,056 for the same four weeks of 1905. The exports amounted to $26,880,090, a decrease of $3,212,609, compared with the same month of last year.

BUILDING NOTES.

Vancouver is to have a new Theatre, costing $60,000.

Portage la Prairie, Man., masons, will erect a new hall.

Winnipeg has offered the Edmonton Tent and Mattress Co. liberal terms to establish a branch there.

The Atwell Fleming Printing Company, Toronto, will erect a new brick printing office to cost $20,000.

The Standard Bank of Canada have secured premises and will open an office in Cobalt in a few days.

The new Traders' Bank building at Toronto, enjoys the distinction of being the tallest in the British Empire.

The Farchild Implement Company, will erect a block for offices and show rooms to cost in the neighborhood of $100,000.

A permit has been issued the Canada Cycle and Motor Company, for a $4,000 addition to their factory at Toronto Junction.

The contract has been issued for the building of the new Terminal Station at Hamilton. The cost will be about $230,000.

The Royal Bank have purchased a building at Winnipeg for $200,000, which will be altered into a modern bank building.

Building permits amounting to $250,000 were issued in Toronto from November 10, to November 17, inclusive. The permits include 55 houses, a warehouse for oil storage, by the Canadian Oil Company, to cost $5,000, a workshop for corrugated iron at the foot of Peter Street, to cost $2,000, and a charging station for the Commercial Acetylene Company, to cost $2,000.

PREPARE FOR A HARD WINTER.

That the coming winter is going to be the hardest one for the past twenty years there is an abundance of signs to show, says an exchange, and among them may be mentioned:

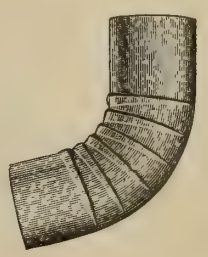
The corn husks are a foot and a half thick, and all the stalks lean to the west.

The geese, ducks and chickens are growing a coat of fur under their feathers, and are rubbing borax on their feet to harden them up.

All the one-eyed owls are leaving the country a month earlier than usual, and the bob-tailed squirrels are laying in sweet potatoes, as well as nuts, for winter provisions.

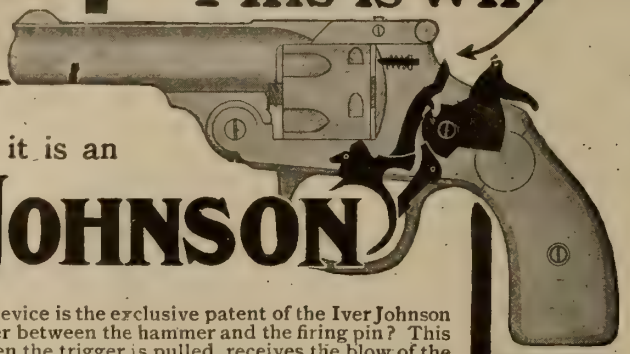
The farmer who has taken the trouble to investigate has found that all the toad stools on the old logs have wrinkles in them. The last time that this happened we had winter weather that froze the handles of plows.

Rabbits are sitting around with a humped-up look to them, and field mice have wrinkles in their tails. If this means anything it means 20 degrees below zero from November through to May.

BEST ELBOWS
— FOR —
CONDUCTOR PURPOSES
BEAR
TRADE MARK
F. Dieckmann
PLAIN ROUND.
CORRUGATED.
Made in . . .
6 Materials.
5 Angles,
14 Sizes.
1,225 Varieties.

For Sale by the TRADE in Canada. Write for catalogue and samples to
FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

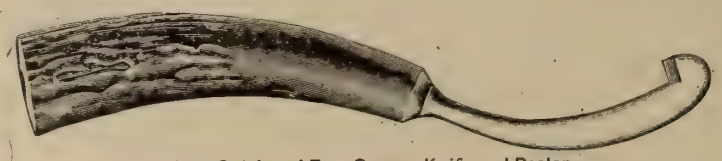
Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

ORANGE KNIFE AND PEELER.

A novelty which should sell in large quantities during the holiday and winter season, is being put on the market by the Erie Specialty Co., Erie, Pa., it being the orange knife and peeler shown herewith. It has dropped forge steel nickel-plated blade and genuine stag handle, the blade being securely fastened in the handle. It is also mounted in white bone. In use the orange peel is slit from point to stem in six or eight sections, when the peeling is easily removed with the back of the blade. With the point of the blade the core, or navel, is easily cut out, and the orange can be split open by inserting the blade at either end without waste of juice. The stag handled knives are mounted one-half dozen on display card, and those with white bone handles are put up one-half dozen in a case, and also in fancy cases. An attractive folder showing illustrations of how the knife is operated can be had on request.



Walkers Quick and Easy Orange Knife and Peeler.

HELPS OUT DELIVERY SERVICE.

A Brooklyn firm last Christmas gave a premium to customers who carried away the parcels of goods purchased. The premium was a specially designed card puzzle, showing a lot of delivery waggons having to make trips over a labyrinth of routes. If the delivery service can be made lighter, it helps considerably, but it isn't good policy to ask customers to carry parcels unless some inducement is offered.

KEEP WINDOWS CLEAN.

A walk through the principal streets of any big city will bring to view a surprising number of stores whose windows are by no means as bright as they should be. Some of them would pass all right at a casual inspection, and others seemed just a little bit dingy at the first glance. In some cases the dealer had arranged an excellent and

NEGLECT MEANS LOSS.

The attractively arranged window display will bring trade, no matter what sort of a town you happen to be doing business in. Show the people that you're up to date in your methods and that you've got the goods in your store. The show windows cannot be neglected nowadays without loss of business and prestige.

Manufacturers' Agents

CHARLES H. FOX
Vancouver, B.C.
MANUFACTURERS' AGENT
Selling to the Hardware Jobbers Only.
Correspondence Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and retail trade in Western Canada.
Highest references and financial responsibility.

FRANK PEARCE & CO.
Established 1868
Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce". Liverpool. A.B.C. Code.

Scott, Bathgate & Co.
BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada
Storage and Warehousing a Specialty.
First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day
you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods? They include a rare variety of money-makers That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.
Look at our list of Agencies. It will pay you to get acquainted.
AGENCIES:
Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works Limited, Windsor, Ont.
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Bowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co., New Brunswick, N.J.
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Searls Mfg Co., Newark, N.J.
Proprietor Balmoral Oil.

LUDGER GRAVEL
22 and 28 Jacques Cartier Square,
MONTREAL
PHONES:
Office, Bell, Main 112. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.
Tel. Merchants 964

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion. Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES

FOR Sale—Stock of Hardware, Stoves and Tinware in the town of Tweed (on the main line of C.P.R. between Peterboro and Perth); place of business splendidly situated in the heart of the town; only one opposition, stock about $4,000; present owner going into the manufacturing business. W. Gordon, Tweed, Ont. [46]

SITUATIONS WANTED

HARDWARE SALESMAN—Position desired by one with wide experience of Canadian trade. References A 1, Box 566, HARDWARE AND METAL, Toronto. [46]

ARTICLES FOR SALE.

CANADIAN PATENT or Provincial rights for folding ironing board, simple in construction and cheap to manufacture, can be fastened to any stand, table or sewing machine. Made in three sizes, can be retailed for one dollar with good profit. Patented October 1906. For terms, etc., address Box 567, HARDWARE AND METAL. [48]

STOVES AND FURNACES.

AN experienced, competent and practical manager for manufacturing or sales department open to consider proposal. Box 569, HARDWARE AND METAL [49]

UNITED STATES manufacturer of hot water specialties and furnaces would like to secure jobber in Heating Supplies who would handle their line in Canada and keep the goods in stock. For full information apply Box 568, HARDWARE AND METAL, TORONTO. [48]

WANTED

by January 1st, 1907,

Glass Salesman

Must be experienced and reliable, state references and qualifications, also amount of salary required. Apply only by letter to

Consolidated Plate Glass Co., Limited

Toronto, Canada. (52)

B. A. GRAUTOFF & CO.

8 Fenchurch Buildings, London, E.C.

Import and Export.

Old established house with highest connections in Great Britain and on the Continent of Europe.

Cable Address, "Grautoff London," Liebers Code.

NEWMAN'S PATENT
INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY
W. NEWMAN & SONS, Birmingham.

SMALL COST QUICK RETURNS

HARDWARE & METAL "Want Ads."

THE
SPECIALLY ROLLED STEEL
used in making
Hamilton Rifles

gives the maximum strength with the minimum weight—the condition par excellence in rifle-making.

HAMILTON RIFLES are made in three models—Nos. 15, 19, 23.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

ORDER FROM THE JOBBER

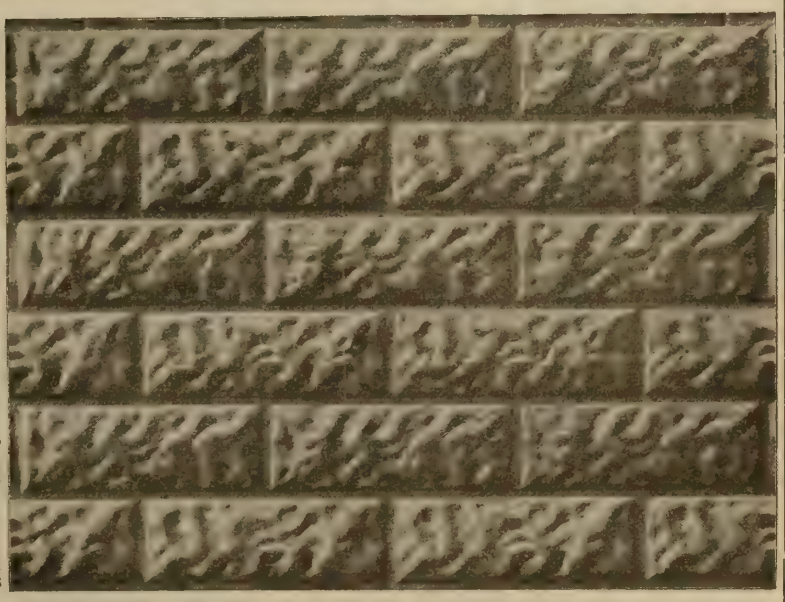
THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

HERE'S ANOTHER GOOD ONE!

ROUGH BRICK—

This is a splendid die mortar—lines are clean cut and bold. This pattern is very popular for dwellings or surfaces much cut up by openings. The rough face hides all unevenness, as well as the joints, which fit perfectly and easily. Made in three grades each, galvanized and painted steel. Send us a trial order.



The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, **THE McCLARY MFG. CO.,** Winnipeg and Calgary.



Will Hold up a Shelf

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO.,
New Haven, Conn.,

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

THE STANDARD IDEAL SANITARY CO., LIMITED

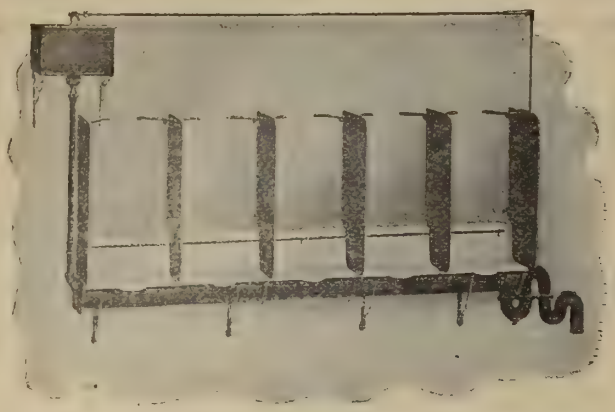


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.



HEATING GOODS

For the Steam and Hot Water Fitter

Let us impress upon you, the fact, that our range of these goods is probably the greatest handled by any manufacturer or jobber in the Dominion. Our goods are made for **Efficiency** and **Durability.**

Catalogue illustrating a full line.

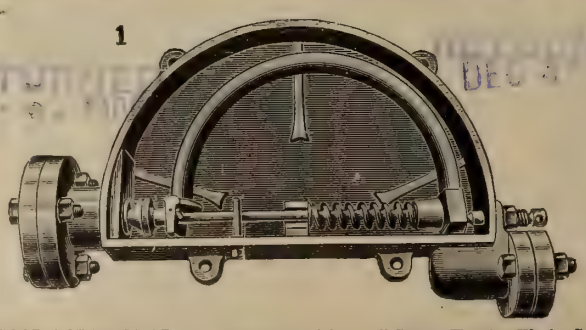
The **Jas. Morrison Brass Mfg. Co.,** Limited
93-97 West Adelaide Street **TORONTO**



J.M.T. Valves
For Heating work, are the best they have lasted for twenty years without attention—evidence of their efficiency and durability



Thermometers for Hot Water and Steam—We have them with angle or straight stem.



A GOOD STEAM TRAP is a necessary article on all Steam Heating Work—Some traps are good some are inferior—most Traps work for a short time, then require constant attention and repairs and consequently annoyance.
Use a Trap that is reliable efficient and always positive in its action. Ask us about the "HEINTZ." It has fewer parts than any Trap on the market. Is fully guaranteed



Reducing Pressure Valves used on supply pipe from live steam line.



Automatic Air Valves for steam we have four kinds—Prices are the lowest.

Plumbing and Steamfitting

ADVANTAGES OF STEAM HEATING

Interesting article from the catalogue recently issued by the Taylor-Forbes Co., Guelph, copies of which can be secured by any heating firm on request.

The method of warming buildings by steam depends upon the rapid condensation of steam water when admitted into any vessel which is not as hot as itself. At the moment of condensation, the latent heat of the steam is given out to the surrounding space.

A low-pressure gravity apparatus is the most economical and cleanly, and may be constructed to heat a single room or the largest building with a uniformity that cannot be obtained by any other means.

A gravity apparatus is one with an outlet whose circulation is perfect, wasting no water and requiring no mechanical means for returning the water of condensation to the boiler. It has been very properly likened unto circulation of blood in the human system.

This form of apparatus is exclusively used in warming private houses, schools, churches and public buildings with very satisfactory results. Its chief merits are its safety, noiselessness, the ease with which it is managed, the low and uniform temperature of its surfaces, and the positive return of the water of condensation to the boiler under all conditions.

Five Systems in Use.

There are five systems by which a building may be furnished with circulating pipes for a steam apparatus.

A.—With main steam pipes and risers, with accompanying return pipes. When properly constructed and with pipes of sufficient area, this method will work satisfactorily at any pressure, and is the system usually employed in large buildings.

B.—With main steam pipes and risers, with accompanying return main, and with separate return risers for each coil or heater. These several return risers must not connect with each other except below the water line of the boiler. When properly constructed, this method will be perfectly noiseless and the air on the pipes is readily disposed of. This system should always be used in private houses and in buildings where extremely low pressures are employed.

C.—Main steam pipes and risers with corresponding return main but without separate return risers, the steam risers conveying the waters of condensation back through a relief to the main return pipes on floor of basement.

D.—A single pipe system in which there is but one steam pipe from the top of the boiler and thence vertically to the several radiators which it is to supply—single branches taken off for each. The water of condensation returns through these to the steam pipe, and considerable pitch is necessary to insure the water returning against the steam current.

E.—A single pipe for every heater runs direct to the top of the boiler, rising continually toward the heaters, and with sufficient area to allow the steam to rise to the heaters, when the water of condensation is returned through the same pipes to the boiler. This system is identical with that described in D, except that the steam supply pipe being subdivided, there is less difficultv likely to occur from conflict of the currents of steam and water of condensation.

Merits of Low Pressure Systems.

The low pressure gravity apparatus depends for a circulation on the difference of level of water in the return riser and the boiler, without regard to the steam pressure in any part of the distributing pipes, but the maximum pressure of steam carried must never exceed the equivalent of a difference in the level of the water between the water line of the boiler and the lowest point of the distributing main.

To return the water of condensation in the apparatus directly to the boiler under all conditions of pressure, the main pipes must be large enough to maintain the pressure of the boiler to within one pound in every part of the apparatus, and the water line of the boiler should not be less than four feet from the bottom of the horizontal main at its lowest part, though somewhat less difference in level can be used with safety, provided a less difference of pressure is carried between the flow and return mains.

In heating by steam, the size of boiler and quantity of radiation depend upon the construction and location of building. Wooden buildings require more radiation than stone, and stone more than brick. Iron fronts require still more, and glass in windows demand sixteen to twenty times more than the same surface of brick walls.

Indirect Heating.

In indirect heating the efficiency of the radiating surface will increase, and the temperature of the air will decrease, when the quantity of air passing through the radiator increases. Therefore, one square foot of radiator surface, with steam at 212 degrees has been found to heat 100 cubic feet of air per hour from zero to 150 degrees, or 300 cubic feet from zero to 100 degrees in the same time.

One square foot of boiler heating surface will supply from 5½ to 9 square feet of radiating surface (direct). Each horse power of a tubular steam boiler will supply 80 to 100 square feet of cast iron radiation, 240 to 300 feet of inch pipe. Return pipes should never be less than half the diameter of main pipes, long returns require larger sizes. If connections are taken from boiler to heat tanks, the supply pipe should be carefully considered and not made too large.

A fair standard is one square inch of steam, opening from the boiler for every 50 horse power for tank heating. Chimney capacity and sizes of pipe are explained on other pages of the catalogue. The average consumption of soft coal in tubular steam boilers is 1½ pounds per hour, per horse power.

From actual experience of heating engineers, cast iron low pressure steam boilers have proven more satisfactory than steel—because of their peculiar construction they contain economical features necessary to secure the best results with the least cost of fuel—they are made up in several parts, easy to handle, and can be taken through an ordinary door into any building, and they last longer than steel.

Radiator boards should always be used as they cost very little extra, and carpets may be taken up and re-laid without moving the radiator, besides it is easier to keep the floor or board under the heater free from dust than it is to brush the carpet.

Air for Ventilation.

The quantity of air required for ventilation is from 5 to 16 cubic feet per minute for each person, the larger amount being for hospitals and jails. The number of times air will have to be changed per minute in a given room depends upon its size to the number of occupants. If 400 cubic feet of space is allowed per person, a supply of 30 cubic feet per minute would change the air in this space in about 13 minutes or 4½ times per hour.

The following table shows the number of changes per hour required to supply each person 30 cubic feet per minute:

Space to each person. Cubic feet.	Times air will be changed per hour.
100	18
200	9
300	6
400	4.5
500	3.6
600	3
700	2.6
800	2.25
900	2

CELLAR VENTILATION.

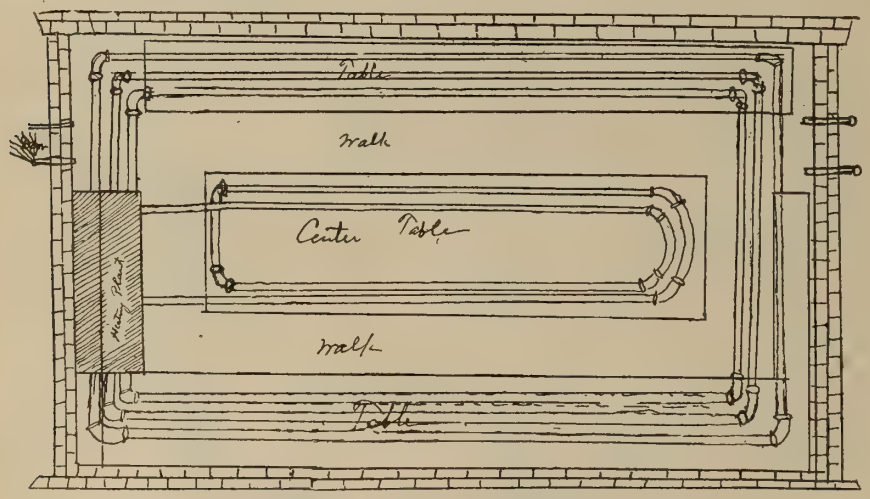
A system of cellar ventilation is described by a correspondent of the Rural New-Yorker as follows: In building the cellar wall, build in on each side a line of 2 or 3-inch drain pipe, emptying into the cellar just above the floor, and into the open air just above the ground level. During the summer these can be left open, and the cool air of early morning will flow in, and the cellar will be cool and pleasant all day. During the winter they can be closed except when it is desirable to ventilate or air the cellar, which can be done better and with less danger of frost by opening these ducts than it can be by opening windows.

GREENHOUSE AND CONSERVATORY HEATING

A. S. Atkinson in the National Builder.

The proper heating of a modern greenhouse or conservatory is a problem involving a number of special features quite different from those which pertain to almost any other type of structure. A uniform and constant temperature is absolutely essential to success, and any plant which fails to furnish this must in the end cause a good deal of loss and anxiety to the owner. The possessor of a modern greenhouse frequently carries commercial stock through the winter valued at hundreds, if not thousands of dollars, and a single day or night in midwinter without proper heat would mean a large if not a total loss. Near Philadelphia there is a single greenhouse holding a collection of tender orchids, the total value of which is estimated at $50,000.

Reliability of any heating plant for a greenhouse is thus one of the most important considerations. In the past the heating plants of greenhouses have too often been chiefly a matter of makeshift, and trouble has been a constant factor in the situation. A good deal of this has been due to the desire on the part of the owner to install a heating plant as cheaply as possible. In some cases second-hand furnaces, steam and hot water pipes have been purchased and assembled on the site by amateurs. Not being a perfect unit, the plant has discouraged many owners from undertaking the work the second time.



Plan of Greenhouse Heating System.

Only the past half dozen years, it may be said, has the greenhouse heating system received the attention it deserves. The growing popularity of the conservatory and commercial greenhouse has demanded more study of the conditions which assure success. The construction and designing of the buildings have reached a stage where comparatively excellent results can be obtained. Architects and builders have determined the best size, shape, situation and kind of material suitable for either the conservatory of the amateur or the greenhouse for commercial purposes.

But the tightest and warmest greenhouse without an appropriate heating plant may prove worthless. It will in the end develop into an expensive and wasteful luxury. Many have gone out of the business through serious trouble in this line.

The proper heating of the greenhouse demands the best services of experts, for in our varying climate conditions are rarely the same in any number of states. Moreover, the nature of the plant collection must be a determining factor. Rare tropical orchids demand a much higher temperature, maintained evenly throughout the winter, than many of our ordinary semihardy plants. The rapid changes in our winter climate likewise requires proper ventilation and automatic control of the heating plant to prevent the temperature in the house from injuring the plants through excessive heat. Nearly as much damage is done to greenhouse plants from too high a temperature as from too low.

A hot water plant properly installed and equipped serves the purpose of greenhouse heating better than any other system. The heat from hot water circulation imparts a mild and congenial warmth to the air, and at the same time it is practically free from impurities. Where coal stoves are used the gas from the burning coal and the impurities from the dust and ashes have a disastrous effect upon the more delicate plants. The excessively dry air of the stove or furnace heat tends to destroy the vitality of the plants, so that, unless constantly watered and sprayed, the air will suck out the moisture from the leaves and stalks very rapidly. Such an atmosphere is much like the hot, dry winds of the West which wither up corn and grass within a few short weeks in summer, so that the crops are reduced one-half or entirely destroyed.

By means of a good hot water plant a greenhouse upward of 300 feet in length can be properly heated in winter by a single boiler located at one end. The plant is furthermore adapted to the heating of two or three small greenhouses placed either in a group or run along in a series. Owing to the different needs of some plants many florists prefer to divide their greenhouses in small groups or units so that different temperatures can be maintained in each.

In designing the heating apparatus for a greenhouse, estimates are figured generally upon a basis of fifty-five to sixty degrees to be maintained in the temperature of the house in zero weather. An average temperature of one hundred and fifty degrees in the pipes are calculated upon to secure this result. Such estimates are modified somewhat by the character of the greenhouse itself, such as shape and dimensions, and whether constructed of brick or wood, single or double boarded, and also the direction in which the greenhouse faces. All of these factors modify the conditions so that the engineer must make his calculations for the size of the boiler required upon exact facts. The nature of the fuel intended for use is another point that must be considered, for where soft coal is to be burned a larger boiler is generally recommended than for hard coal. The proper siding and construction of the greenhouse insures protection from cold outside drafts, so that the heating is much easier arranged.

In small conservatories and amateur greenhouses the ordinary round boiler answers all purposes, and, owing to its cheaper cost, is most popular; but in a large commercial greenhouse sectional steam and water boilers are necessary. A cast iron sectional boiler properly made of the right dimensions gives the best results. They are safer, more durable and more economical for this kind of heating than the wrought iron or steel tubular boilers. If properly designed they can be set independent of brick work and in such a way as to occupy less space. These considerations have made this type of boiler popular for greenhouse heating.

A boiler for greenhouse should be simple in management and capable of maintaining a steady temperature from eight to ten hours without attention. It should also be economical in operation and cost of repairs, and every part easy of access for cleaning. The florist running a commercial greenhouse can not employ an engineer to look after his hot water or steam plant, and he is not generally much of an engineer himself. For this reason the plant must be laid out on simple lines and with as few technicalities as possible. The boiler must be largely automatic in its operation.

The layout and dimensions of the mains and radiating pipes should be so as to distribute the heat economically and uniformly. It is fatal to a greenhouse to have one part overheated and another part underheated. A good deal

of the result will depend upon the size and direction of the mains so as to keep up an active circulation. For large greenhouses the open tank hot water apparatus probably gives the best results. In a properly constructed plant the entire control of the heat should be regulated by the draught damper on the boiler after the pipe coils have once been heated. The fire should be increased or decreased by the draught regulator so that the temperature can be made to suit any weather. By means of the chimney draught the temperature of the greenhouse is increased or decreased automatically.

In the open tank system of hot water heating for greenhouses the dimensions of the boiler are first made to suit the needs of the house, or of such size as necessary to heat the amount of radiating surface estimated essential for a given space. The boiler is connected at the bottom and top with the flow and return mains, and branches are taken from the mains to the coils of radiating pipes. One of these coils, placed along side or under bench or table, is generally sufficient to heat a small "lean-to" greenhouse, but for larger houses two or three are needed. When the houses are connected together in a series a single pipe coil will often answer for each one. The coils, consisting of two or more pipes laid conveniently together, are connected at the highest point to a pipe header and at the lowest point with branches which connect them with the flow and return mains. In the pipe header there should be placed an automatic air valve which will permit the air which accumulates in the pipes to escape.

The expansion tank connected with such a system is located over the boiler above the highest pipe in the system. This tank is connected by a pipe to the return main and also to the water supply. It is equipped with a glass water column and an overflow pipe leading to some outside drainage. The object of this expansion tank is to prevent the waste of water by overflow, and hence to save fuel and hot water. In apparatus of this description water heated say from forty to two hundred and twelve degrees will expand about one-twentieth of its volume, and unless an open expansion tank is provided the waste through overflow will be considerable.

A good effective boiler for greenhouse work should have a coal area of about fifty per cent. larger than that of the grates, which is essential for maintaining a proper temperature during the cold winter nights. Anything short of this amount of space may cause trouble at critical moments. The firebox should be unusually deep to provide ample space for good combustion of the gases, and the fire channels over the fireboxes to the boilers should incline toward the fire so as to direct the heat directly against the boiler surface. The concentration of the fire in a series of currents thus produces more force than if scattered.

The firebox should properly be connected with the smoke pipe so that no smoking or back draft can follow. By means of a wide U-shaped flue extending a considerable distance parallel with the boiler a good part of the escaping heat is utilized in heating the water.

The grates of the furnace should be of ample size and designed to receive and hold a good bed of coals, and when cleaned be simple of operation. The loosening and discharging of clinkers without any great skill is an important consideration. Without properly designed grates the furnace will never give satisfaction, and all the improvements made in other parts of the plant will be nullified.

The application of the principle of hot water circulation to greenhouse heating is due to its adaptability. In installing such a plant it must be remembered that it is gravity which produces the circulation of the water through the system. It is the difference in the weight between ascending and descending columns of water in the perpendicular flow and return pipes. With water at its greatest density at thirty-nine degrees Fahrenheit, the volume increases and the density decreases as the boiler heats it. This means that the heated water becomes lighter. As it becomes heated and lighter in the boiler through expansion it is forced through the boiler outlet and flow pipes to the radiating coils by the colder water descending through the return pipes. The water as it makes its journey imparts its heat to the surrounding atmosphere and grows heavier in weight and density. By the time it reaches the boiler again it is sufficiently cool and heavy to force the lighter water up through the same circulation. To secure the most desirable results with such a system the pipes and mains should be laid out with as few sharp inclines as possible, and the outlet should be of ample size and placed at the highest point of the boiler. This insures free and rapid circulation with the minimum of friction. The economy of operation of such a heating plant depends upon the comparatively free and easy circulation of the hot water through the system, and anything that causes friction means an increase in the coal bills.

BATHROOM EQUIPMENTS.

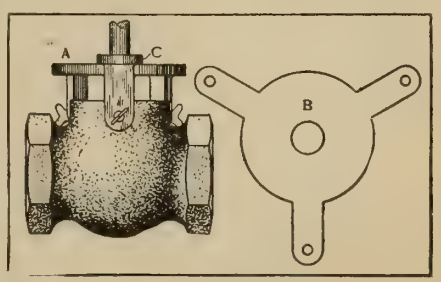
The Standard Sanitary Manufacturing Company, Pittsburg, Pa., has issued a sixth edition of "Modern Bathrooms," a handsome book of 100 pages, which will be sent to those who contemplate building new homes or re-equipping homes already fitted with old style plumbing fixtures, it being only necessary for the master plumber in any community to supply names of those to whom he would like to have copies of the book sent.

The first 40 pages of the book contain full size half-tone engravings presenting views of handsomely equipped bathrooms of the luxurious homes and the conveniently arranged bathrooms of the less pretentious and simple homes. The remaining pages of the book show nickel plated bathroom equipment, such as soap and sponge holders, bath brush racks, glass shelves, towel baskets, hat and coat hooks and towel racks. Illustrations also give an idea of the character of decoration which can be furnished on enameled iron bathtubs, and include suggestions for bathroom windows and floor treatment. Several fine kitchen equipments are presented, showing the kitchen and pantry sink, slop sink, combination sink and laundry trays, and the basement pictures give a good idea of all that should be provided for the convenience of the laundress. The book closes with views of some fine buildings in which the Standard fixtures have been used.

Accompanying the book is a specially prepared blank to aid plumbers in having Standard literature sent to those who are likely to purchase equipment. Another circular calls attention to the fact that the first edition of the "Principles and Practices of Plumbing" will be received from the company's printers about the middle of December, and suggests the advisability of placing an order so as to be sure to get an early copy.

TO REPAIR LEAKY VALVES.

When the brass seats of globe and angle valves become worn so that they leak badly the device here illustrated will be found useful. Remove the bonnet from the valve and clamp on the iron piece, A, which is made by cutting out a piece of sheet iron or steel as at B, and bending the three legs down and tapping to receive the three thumb screws.



Valve Grinding Jig.

A bushing, C, will be required, and should have a hole just large enough to admit the valve stem. By making a number of bushings of different sizes the device may be used on different sized valves.

To grind a valve, replace the bonnet with the jig as shown and put a little emery dust and oil on the valve seat. Then turn the stem, first in one direction and then in the opposite direction, at the time applying vertical pressure to make the emery take hold. Valves ground in this way are just as good as new and unless very badly worn or cut by the steam can be easily and quickly repaired.

Electrical Advancement

ELECTRICRAL SPARKS.

Electric heaters for curling irons are needed in a modern hotel, to prevent the use of lamps and stoves by guests who must have something of the kind.

Some electrical lamps recently placed on sale by one of the department stores of New York City, giving 16 candles of light, were found to consume 67.68 watts of electrical energy. This is a consumption of 35 per cent. more of energy compared with the Edison lamps. Customers purchasing the department store product would increase their bill to that extent, without in any way adding to the volume of light they receive.

While wiring a house for electric lighting, I had occasion to run a wire between a chamber floor and the ceiling to light the chandeliers in the rooms below, writes Andrew Whiton in Popular Mechanics. The gasfitters had taken up flooring in two places about fifteen feet apart, a greater distance than I could work the wire through. An interested spectator was a big yellow tomcat, "Foxie" by name, and I concluded to impress him into the service, so I tied a chalk line around his body and pointed his nose down into the hole with directions to "scat," and he "scatted," being attracted by the light at the distant opening, where he brought the line out all right. I have since repeated the performance, and it will work every time, provided you can find the helper. If the cat is inclined to waste time under the floor, blow a little tobacco smoke into the opening where he started and he will hasten.

RECIPE FOR SOLDERING PASTE.

Soldering paste, has now come into extensive use in electrical work as a flux for soldering. This has been brought about by the requirements of the electrical trade that in certain forms of soldering no acid shall be used. For soldering copper wires for electrical conductors, solder-paste is almost exclusively used. It has also entered other fields of soldering, particularly in instances where spattering and corrosion are objectionable. Soldering paste which is now used in the electrical trades consists of a mixture of a grease and chloride of zinc. The grease which is commonly used is a petroleum residue, such as vaseline or petrolatum. Such a material is about right in consistency. The proportions which are used are as follows:—Petrolatum, 1 lb.; saturated solution chloride of zinc, 1 oz. (fluid). The use of petrolatum instead of vaseline is recommended. While they are identical in composition, the name "vaseline" is registered as a trademark and commands a higher price on this account. Petrolatum is much cheaper. The chloride of zinc solution is made by dissolving as much zinc in strong muriatic acid as it will take up. An excess of zinc should be present and all the acid neutralized. This will form a thick, oily solution. The petrolatum and chloride of zinc are mixed and thoroughly incorporated by means of a mortar and pestle or by vigorous stirring. The advantage of this soldering paste lies in the fact that it does not spatter and is not corrosive.

ELECTRIC LIGHT BULBS.

The blowing of electric-light bulbs at the present time is done by hand, and the operation is therefore slow; but a piece of machinery to do this work has been recently patented by a mechanical engineer of Toledo, Ohio. One of these machines has been experimentally constructed with four blow irons, and shows a capacity of over seven hundred bulbs per hour, but it is proposed to increase the number of blow irons to six or seven, and this will add to the output correspondingly. The necessary amount of compressed air is furnished automatically. The hot glass is thrown on the blowing irons, and as they revolve, the molds close around them, when the blowing proceeds. After the material has had a chance to cool sufficiently, the mold is opened, and the bulb dropped out into the cooling liquid. The machine is said to reduce the cost of bulb production to one-quarter the present figures. The apparatus is said to be also valuable for blowing lamp shades and similar articles.

HOUSE WITHOUT A CHIMNEY.

Will the Twentieth Century see the passing of that cumbrous destroyer of artistic symmetry in dwelling houses—a chimney? Asks the Architects' and Builders' Journal. Will it become a useless feature in the homes of the future? Stranger things have come to pass, yet we, accustomed to the methods in vogue for centuries, may have given the matter no thought. So used have we become to the employment of coal or wood for heating and cooking that an eventual release from the annoyance of smoke, ashes and dust, has never occurred to us. Yet the problem of doing away with this form of fuel has been solved and a house without a chimney has made its appearance. Electricity has made the departure from the ordinary possible. When H. W. Hillman, a prominent official in the General Electric Company's works at Schenectady, N. Y., commissioned an architect to draw plans for his handsome suburban residence, without chimney or flues, he rather astonished that gentleman until it was explained that electricity, which was to be used exclusively, rendered those adjuncts superfluous. The house was built and it has the unique distinction of being the only residence in America without a chimney. Electricity furnishes the light, supplies heat in ornamental radiators, does the cooking and operates numerous other devices of utility and comfort. It illustrates the advance made in the utilization of this comparatively unknown element. With new inventions which will lessen the cost of generation and appliances to enlarge the scope of its adaptability, electricity is destined to become a commodity of general use as a domestic as well as an industrial agent. Before the present century runs the half of its circle, chimneyless houses may, nay, will be, no novelty. The increasing cost of coal to the consumer will direct attention to a cheaper substitute which will be safe and satisfactory. This electricity will supply. New devices by which the current is controlled has minimized the danger which among the uninformed has been an objection to its use for home purposes. The masses, however, are becoming educated in the management of the safeguards about electric current, and with the exercise of ordinary intelligence it is harmless and less dangerous than coal, gas or the oils so extensively used as fuel at present. In planning buildings in the future, whether pretentious or humble, wiring for electricity will be an essential requirement, just as gas and water piping is to-day. We have scarcely entered upon the age of electricity. Looking backward to the beginning of the second half of the last century, we marvel at the wonders of electrical achievement. Gauged by the development of the past decade, we are but passing through the kindergarten period of electrical experience.

PACIFIC PIPE CO.'S PROGESS.

In Eastern Canada the extent of the trade in wooden pipe in British Columbia is hardly realized, and the enormous business being done in this direction within the short time from the organization gives some idea of the scope for future business. The Pacific Pipe Co., of Vancouver, have just completed the manufacture of 10,000 feet of 18-inch pipe for Fort William, Ont., as well as ten miles of 8-inch pipe for the same municipality. The company are now engaged on an order of 10½ miles of pipe to stand a pressure of from 300 to 500 feet head for the Canadian Pacific Railway in Alberta. This is the biggest pipe contract ever given in Canada. They are also working on an order of 6,500,000 of 24-inch pipe for the White Valley Irrigation & Power Co., at Vernon, B.C., as well as an order of about two miles of 6-inch pipe for Port Arthur. Besides these the firm has just completed installing waterworks systems for Cardston and Claresholm.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 23, 1906

Business in all kinds of steam fittings and heating supplies continues as large as ever. Another mild spell has still further enabled the plumbers and steamfitters to carry on their work, with the result that the supply houses are experiencing a tremendously busy week, this being accentuated by the rush for the last boats.

The situation in iron pipe is becoming worse and worse. Manufacturers are away behind in their orders, and there is an unusually large demand for pipe this season. It is feared that the shortage cannot be overcome, under the circumstances, for a long time to come.

RANGE BOILERS—Conditions remain unchanged, with a brisk demand, and prices steady. We quote: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—No further advances have yet occurred, although pig lead continues very firm. We still quote: 5 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax: f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Business is active with discounts ruling as follows: Discounts on nipples, 1-4 inch to 3 inch, 75 per cent.; 3½ in. to 6 in., 72½ per cent.; couplings, ½ in. to 2 in., 55 per cent.

IRON PIPE—Instead of being in any measure relieved, the shortage of iron pipe is becoming more pronounced. We quote as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50, discounts on black pipe, 1-4 inch, 61 per cent.; 3-8 inch, 61 per cent.; 1-2 inch, 70 per cent.; 3-4 inch and upwards, 72 per cent.; Discounts on galvanized pipe:1-4 inch, 46 per cent.; 3-8 inch, 46 per cent.; 1-2 inch, 60 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 70 per cent., and for galvanized 60 per cent.

SOIL PIPE AND FITTINGS—We still quote as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—No material change has taken place in primary markets this week, although both lead and tin are firmer. Consequently we still quote: Bar Solder, half-and-half, guaranteed, 25.; No. 2 wiping solder, 22c.

ENAMELWARE—We give the following prices: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65 special, $18.65; plate E11 and E21 . 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, November 23, 1906

Heavy business is being done in heating supplies, although the continued shortage in iron pipe is holding back many jobs. Prices on all heating goods are very stiff, with deliveries of radiators and some styles of boilers considerably behind.

Lead lines are all very firm with advances this week of half a cent on caulking lead, which is now quoted at 6 cents, and solder, now 27 cents for half-and-half, an advance of one cent.

Range boiler stands are very short and 18 x 30 inch cast iron sinks are also scarce. Baths are well up in deliveries, but all lavatories and sinks are behind in shipments. Advances on both lavatories and sinks are considered likely to come into force shortly in keeping with the recent advance on enameled baths, caused by the tremendous jump in pig iron during the past year.

LEAD PIPE — The discount on lead pipe is now five per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 6c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Stocks are still very low. One-inch black pipe is now being quoted at $4.62, and one-inch galvanized at $6.27. Full list in current market quotations.

IRON PIPE FITTINGS — New lists are as follows: Cast iron elbows, tees, crosses, etc., 60 per cent.; cast iron plugs and bushings, 60 per cent.; flangle unions, 60 per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent, hangers, 65 per cent.; standard list.

GALVANIZED IRON RANGE BOILERS—Boiler stands are scare. We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. Copper range boilers are now net list.

RADIATORS—Some shortages are reported with shipments slow. Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance also.

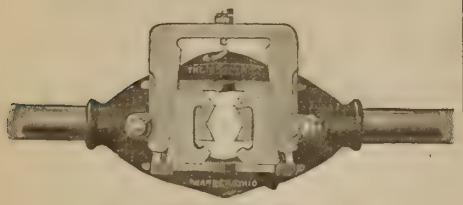
SOLDER — Quotations remain very firm as follows: Bar solder, half-and-half, guaranteed, 27c.; wiping, 24c.

ENAMELWARE—Sinks and lavatories are very scarce and advances are predicted. We quote as follows: Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25: plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

PROTECTING PIPES FROM FREEZING.

The means generally employed to prevent pipes from freezing, says La Technologie Sanitaire, consists in the use of coatings which protect against cold, and non-conductors of heat, such as straw, cork, and oakum. There are, however, more effective agents, also practicable for use in thawing frozen pipes. The pipes are first covered with a thin layer of straw, sawdust or tanbark. Pieces of unslaked lime as large as the fist are then packed around them, and enveloped in another layer of some non-conducting material, straw, oakum, or cork, and the whole is held firmly together by means of a wrapping of coarse linen. The first layer is for the purpose of protecting the pipes from the action of the fresh lime, which would cause the metal to rust. The lime draws moisture from the air and the materials surrounding it, and is made warm by means of the chemical reaction. The outer covering allows only a small amount of atmospheric air to pass through, so that the lime remains unslaked to keep up the temperature during an entire winter. This method, with slight variations, can be applied to the thawing out of frozen pipes. For this purpose somewhat more lime is to be packed around the pipes, and water poured over it. The heat generated will melt the ice in the pipes. The ground in winter can also be thawed out in this way, when, it is desired to lift paving stones without breaking.

THE NEW
"SOLID-ADJUSTABLE"
HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

BERLIN, - ONTARIO

Selling Agents for Canada

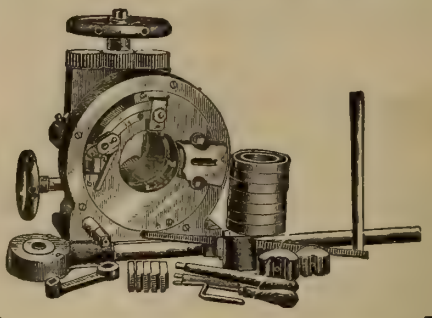


Time and Trouble Saved

by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong Stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe-fitters. Write for catalog and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St.,
Bridgeport, Conn.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

CHRISTMAS COMES BUT ONCE A YEAR

so does Christmas business.

That dealer gets the most business who gets along the best with his customers.

To get along well with your customers you must be able to bank on your supply house.

I'M READY FOR A TEST

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA



Perfect Threads Mean Perfect Work

JUST THE CASE WITH

Diamond Brand Fittings

ALL WHOLESALERS

OSHAWA STEAM & GAS FITTINGS CO., LIMITED

OSHAWA, CANADA

100,000 TURNS

off and on a Glauber bibb, will not show the wear—the tough quality of the metal and the deep square threads are only two of the many reasons good enough for any plumber.

Two Bibbs Free

For every one sent you defective, and a 5 year guarantee.

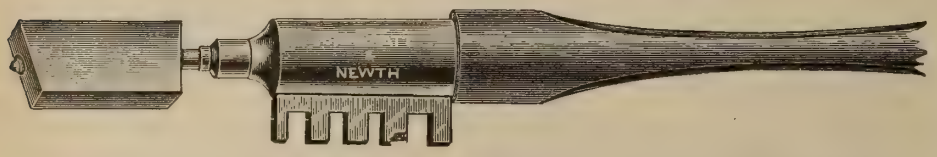
We Make Good

Glauber Brass Mfg. Co.

Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

---

Extend a Welcome

to

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

The reward will be a profit welcome extended to you.

Quantity on Approval



G. F. STERNE & SON, Manufacturers

BRANTFORD, ONT.

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

WE DO

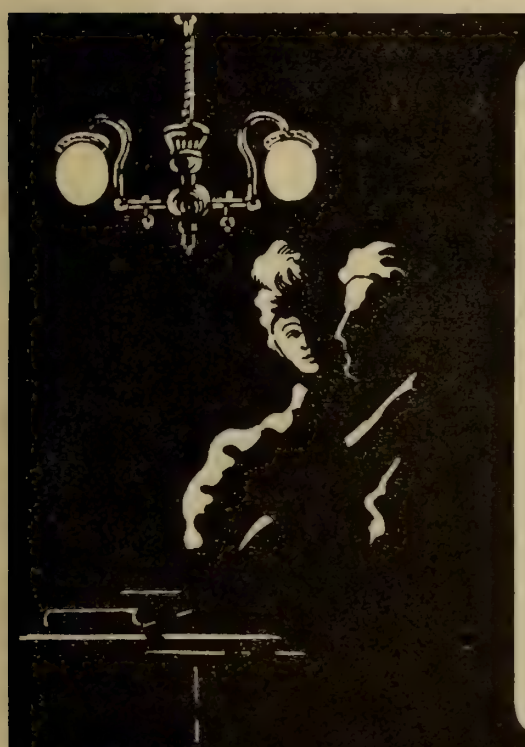
GALVANIZING

IRON, CAST, MALLEABLE,
WROUGHT, SHEET, FITTINGS

QUICK

Phone M. 172
31 WILLIAM ST., TORONTO

THE CANADA METAL CO.



Anybody can see
that Brass goods must advance, with the copper market going higher every day.

Better order your full season's supply of burners and gas fixtures at once and include some of our Queen Inverted Gas Lamps—They will please you.

THE ROCHESTER LAMP CO TORONTO

Mueller Extra Pattern Compression Bibbs



C—233

The washer in Mueller Extra Compression Bibbs is encased full depth in a recess or cup in the stem disc, which prevents it from spreading or getting ragged.

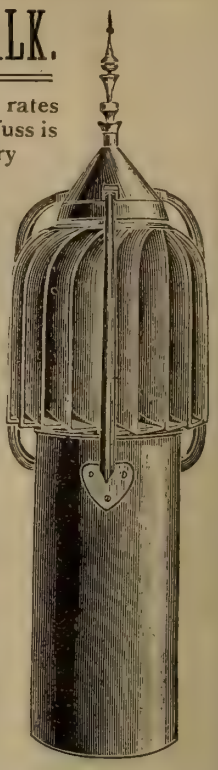
THE MARK OF DECATUR H⊙M ILL. U.S.A. MUELLER GOODS

UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

A COMMON SENSE TALK.



AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR AEOLIAN VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building either as to size or as to quality of material.

Ottawa, May 30th, 1901.
Ottawa University,

Messrs. J. W. HARRIS Co., LIMITED, Montreal.

DEAR SIRS,—Your "Aeolian" Ventilators placed on our University since three years have given us entire satisfaction. BROTHER NORMAND.

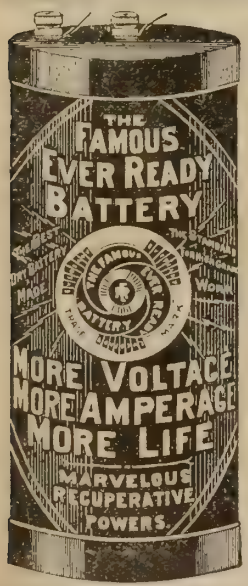
Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS,

General Contractors, - - *MONTREAL*



The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.



No. 30 King. Price each $4.55 net.

HOTTEST ON EARTH

We manufacture the largest line of mechanical tools using gasoline, kerosene and alcohol as fuel. Your jobber will supply you at factory prices. Guaranteed to please you or money refunded.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - - - CHICAGO, U.S.A.



Kerr's "Copper-Alloy" Disc

GLOBE VALVES

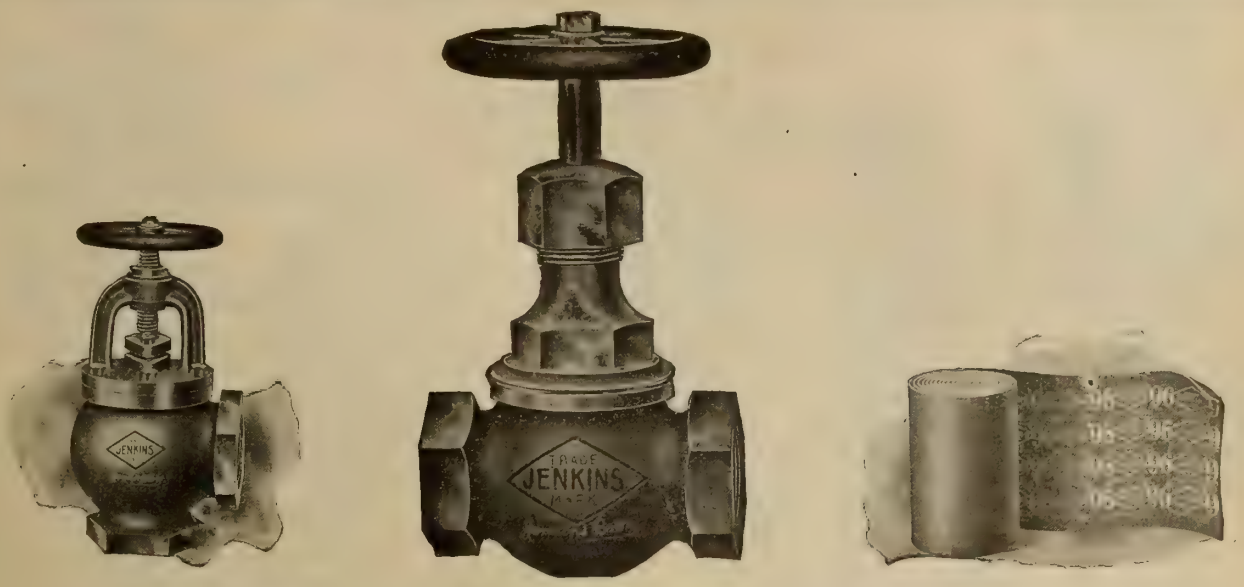
are superior to any other disc valves on the market for high steam.

This is a very superior valve, at a moderate price.

The KERR ENGINE CO., Limited
Manufacturers

WALKERVILLE - ONTARIO

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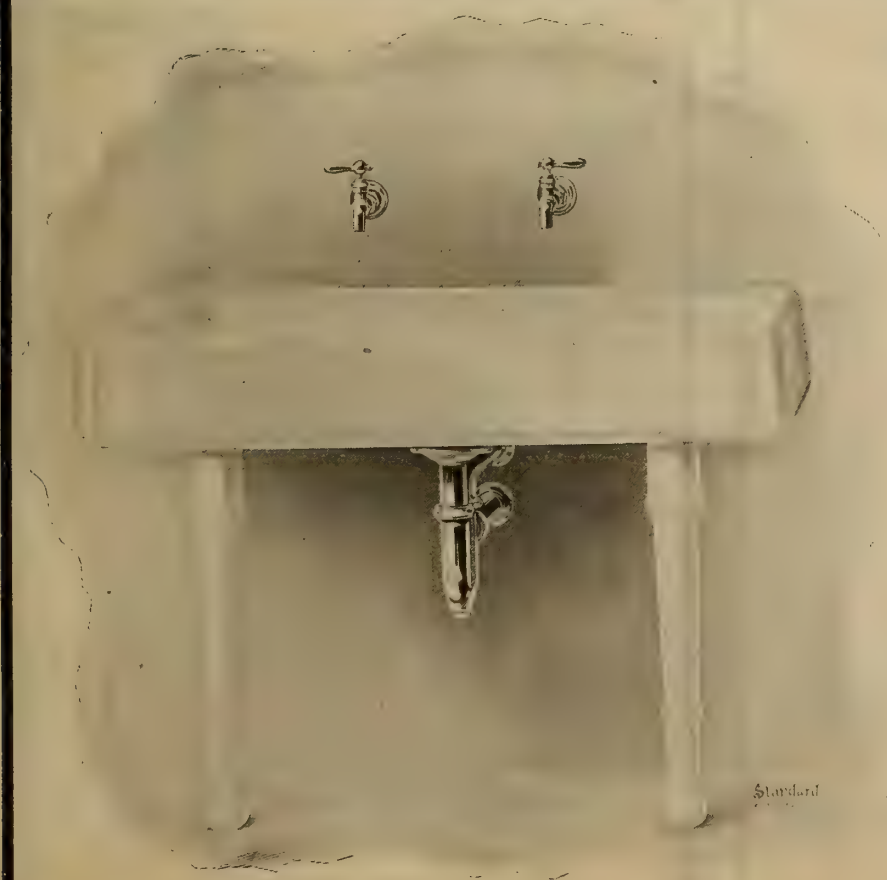


Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.



Houseowners Know What "Standard" Stands For

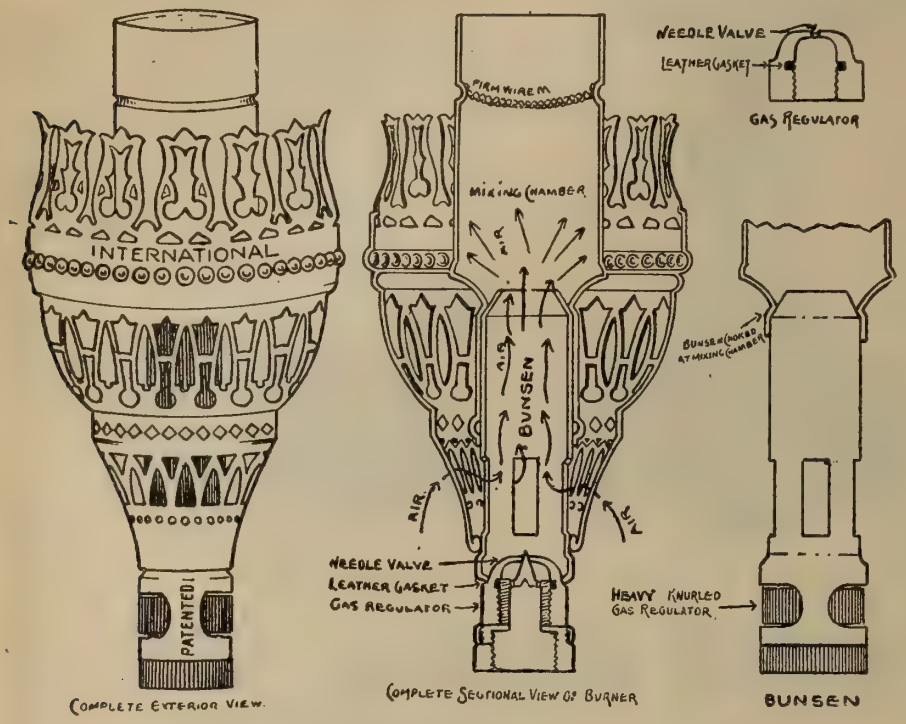
In the public mind "STANDARD" and Sanitation are synonymous terms. Whenever you specify "Standard" porcelain Enameled Fixtures for Residence, Hotel or Apartment House you are assuring the owner that he will receive what he recognizes as the best in the way of sanitary equipment.

This photograph illustrates "Standard" Porcelain Enameled Sink, with Apron all around, Enameled Sink Legs with wall supports, Nickel Plated Strainer, Fuller Adjustable Flange Bibbs and "P" Trap, with Waste and Vent to wall, with or without Bibbs and Trap.

"Standard" Sanitary Mfg. Co.

Pittsburgh, Pa., U.S.A.

1906 Improved "INTERNATIONAL" BURNER 1907



TRY A SAMPLE DOZEN

Satisfaction Guaranteed

THREE FINISHES
CLOSED OR OPEN BASKET

	PER DOZ.
Polished Brass	$4 25
Brushed Brass	4 90
Oxidized Copper	4 50
Deck Plates	0 15

The most Scientific Burner on the market to-day. Nothing to equal it in efficiency or appearance.

AN ORNAMENT IN THE MOST ARTISTIC HOME

Leather Packing or Gasket makes it absolutely impossible for any leakage of gas from the needle valve adjustment. Cannot light back into the bunsen or puff out when lit. The accompanying detailed sketch cannot fail to convince the most skeptical of its many advantages over every other burner on the market.

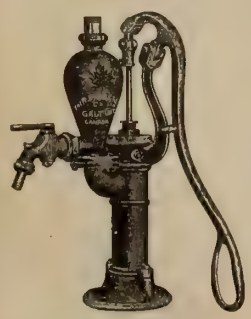
Manufactured expressly for and controlled in Canada, Great Britain and United States by

The International Gas Appliance Co., Limited

535, 537 and 539 Queen St. East, TORONTO, CAN.

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

CALT, - CANADA

FAIRBANKS Standard Scales

For All Purposes



Have stood the test of 80 years, and to-day stand undisputed as the most accurate, sensitive and durable scales manufactured.

The Canadian Fairbanks Co., Limited

Montreal Toronto Winnipeg Vancouver

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



"IXL"
Spring Top Oiler, cannot lose cover, will give satisfaction when others fail



"SACHEM"
For movable bearings. Filler plug perfectly tight.

GENUINE



AUTOMATIC INJECTOR
Range from 22 lbs. low to 165 lbs. high. Made from the best metal. Workmanship unexcelled. "ASK THE ENGINEER."



"PLAIN ENGINE LUBRICATOR."
Fitted with or without chain and cock. Filler cap strong and non-leakable.



"SAMSON"
A strong well-finished grease cup. Will stand hard usage. Always reliable. For any kind of grease.

When you want a good oil cup or grease cup get a "PENBERTHY"

MANUFACTURED BY
PENBERTHY INJECTOR CO. LIMITED
WINDSOR, ONT.

We make all kinds of oiler and grease cups

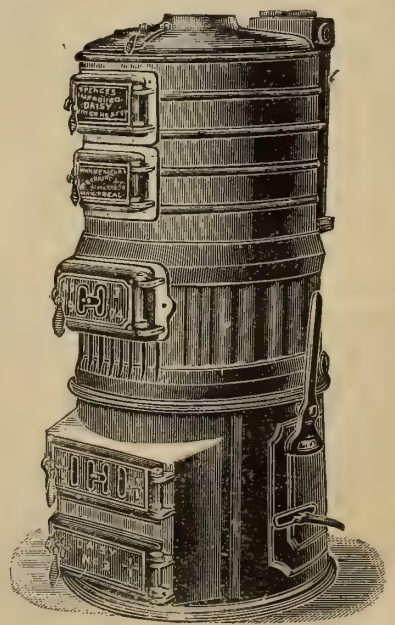
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The best and most enthusiastic recommendations come from the users of

THE

DAISY

Hot Water Boiler. They are the people who help the steamfitter's business.



CLUFF BROTHERS

Selling Agents for WARDEN KING & SON, Limited

Lombard Street, TORONTO

LOOK AT THESE LEADERS

"JOLIETTE" and "CYCLONE" SHEATHING

"BLACK DIAMOND" TARRED FELT

Sold throughout the country and have a record for always pleasing.

WRAPPING PAPERS, BUILDING PAPERS, READY ROOFING, SHEATHING, TARRED FELTS

We have had years of experience making the above goods, and these years of experience are at your service in the shape of

HIGH QUALITY, FAIR PRICE.

"What think you on 't?"

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Nov. 23, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27½	0 28

BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.
Spun..... }

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 50c.; Metallic, 30c.; Hercules, 20c; Star, 15c; No. 1, 12c., No. 2, 10c.; No. 3. 7c.; No. 4, 6c.

Canada Smelting Company — Hard genuine Babbit, 40c.; Standard Anti-Friction Babbit, 30c.; Standard Special Babbit 25c; Car Box Babbit, 20c; Extra babbit, 15c.; No. 1 babbit, 12c.; No. 2 babbit, 7½c.; No. 3 babbit, 5c.; Standard Phosphor Tin, 40c. On large orders special discounts given.

James Robertson Company — Extra Monarch 45c.; No. 1 Monarch 30c; "King" Anti-friction, 20c; Fleur-de-lis Anti-friction, 15c; No 1 Thurber, 12c; Philadelphia 10c.; Canadian, 7c.; Hardware babbit No 1, 10c; Hardware babbit No. 2, 8c; Hardware babbit No. 3 6½c. Discount on Hardware No. 1, 2, 3, 15 per cent. All others net list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ½ to 2 in.	0 31

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots.....	24 00	24 50
Bars.		
Cut lengths, round, ½ to ⅞ in..		26 00
" round and square,		
Cut lengths, 1 to 2 inches....	25 00	26 00
Sheet.		
Plain, 16 oz., 14x48 and 14x60		29 00
Plain, 14 oz.....		30 00
Tinned copper sheet, base		27 00
Planished base (not including extras).		27 00
Braziers' (in sheets), 4x6 ft., 25 to 30 lb. each, per lb., base..		0 27

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 60	2 60
12 gauge.....	....	2 70
14 "	2 60	2 65
17 "	2 40	2 40
18 "	2 40	2 45
20 "	2 40	2 55
22 "	2 45	2 60
24 "	2 45	2 70
26 "	2 55	2 85
28 "	2 60	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 70
All bright "	3 85
Galvanized Canada Plates, 52 sheets	4 35
" " " 60 "	4 60

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60.....	4 50	4 60
20x28x80	8 50	8 70
" 94.....	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 60	3 95
22 to 24 gauge	3 95	4 00
26 " ..	4 30	4 20
28 " ..	4 45	4 50

Apollo.

10⅝ oz. (American gauge).....	....	4 45
28 gauge..... "	....	4 45
26 " ..... "	....	4 30
24 " ..... "	....	3 75

	Comet.	Queen's Head.	Bell.
16 to 20 gauge	3 60	3 75	....
22 to 24 gauge	3 75	3 90	....
26 "	4 30	4 45	....
28 "	4 45	4 60	4 45

Less than case lots 10 to 25c. extra.

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.....	2 15	2 25
Forged iron "	2 35	....
Refined " "	2 50	2 65
Horseshoe iron "	2 50	2 65
Hoop steel, 1½ to 3 in. base..		2 75
Sleigh shoe steel "	2 25	2 30
Tire steel	2 40	2 40
Best sheet cast steel..... ...		0 12
B. K. Morton & Co.—		
"Alpha" high speed.....		0 65
" annealed		0 70
"M" Self-hardening.....		0 50
"J quality, best warranted		0 18
"T " warranted.....		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel...	0 10	0 20
" "Novo".....		0 65
" " annealed		0 65
Thos. Jowett & Sons B.P.L. tool steel annealed.....		0 10½

INGOT TIN.

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$46 00	$46 50

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base.....	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base.....	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	4 50
I X "	5 25
I X X "	6 00
I X X X "	6 75

Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 75
I X, 14 x 20 "	6 75
IXX, 14 x 20 "	7 75

Allaway's Best"—Standard Quality.

I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base..... ...	4 25
I.C., special sizes, base	4 50
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 00
IX., Terne Tin	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 50
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge..... ...	8 00 8 50
" " 26 "	8 50 9 00

LEAD.

Imported Pig, per 100 lb.....	5 40	5 50
Bar, "	....	5 25
Sheets, 2½ lb. sq. ft., by roll ..	....	0 06¼
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

SHEET ZINC.

5-cwt. casks	....	8 00
Part casks.....	....	8 25

ZINC SPELTER.

Foreign, per 100 lb	7 25	7 50

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, dis. half inch 60 per cent., others 50 per cent.

Cushion work, discount 40 per cent.

Fuller work, ½-inch 70 per cent. Others 60 p.c.

Flatway stop and stop and waste cocks, 60 per cent.; roundway, 50 per cent.

J.M.T. Globe, Angle and Check Valves, discount 50 per cent.

Standard Globe, Angle and Check Valves discount 52½ per cent.

Kerr's special standard globes angles and checks, discount 50 and 10 per cent.

Kerr's Jenkins' disc, copper-alloy disc and heavy standard valves, discount 55 per cent.

Kerr's standard brass disc steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.

Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.

Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.

J. M. T. Radiator Valves discount 50 per cent.

Standard Radiator Valves, discount 52½ per cent.

Patent Quick-Opening Valves, discount 65 per cent.

Jenkins' Bros. Globe Angle and Check Valves discount 32½ per cent.

No. 1 compression bath cock.....net	2 00	
No. 4 " ..... "	1 90	
No 7 Fuller's ..... "	2 25	
No. 4½, " ..... "	2 35	

Patent Compression Cushion, basin cock, hot and cold, per doz., $16.20

Patent Compression Cushion, bath cock, No. 2208..... 2 25

Square head brass cocks, discount 50 per cent.

" " iron " " 60 "

Thompson Smoke-test Machine $25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon.....	25 00	
" 35 "	29 00	
" 40 "	33 00	
Net list.		

BOILERS—GALVANIZED IRON RANGE.

Capacity.	Standard.	Extra heavy
30-gallons....	4.75	7.50
35 "	5.75	8.50
40 "	6.75	9.50

2 per cent., 30 days

BATH TUBS.

Steel clad copper lined, 15 per cent.

CLOSETS AND URINALS (RANGE).

Discount 20 p.c.

ENAMELED BATHS.

Standard Ideal Enameled.

Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim..	$21 65		20 25
5 feet " ..	22 65		21 25
5½ " ..	24 15		22 75
6 " ..	26 90		25 50
Plate E II			
5 feet	2½ in. " ..	2115	19 75
5½ "	2½ " " ..	22 65	21 25

Closer prices and discounts in quantities.

ENAMELED LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103 ..	20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	30 & 10 p.c.	40 p.c.

ENAMELED AND CAST IRON SINKS.

	1st quality.	Special.
Plate E 201.....	20 p.c.	20 &10 p.c.
Kitchen, plate E 300.65 & 5 p.c.	70	p.c.
Cast iron, 16 x 24..... ...		0 85
" 18 x 30.....		1 00
" 18 x 36.....		1 40

LEAD PIPE

Lead Pipe, 7c. per pound, 5 per cent. off.

Lead waste, 8c. per pound, 5 per cent. off.

Caulking lead, 6c. per pound.

Traps and bends, 50 per cent. discount.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch.....	2 15	¼ inch.....	2 97
⅜ "	2 15	⅜ "	2 97
½ "	2 55	½ "	3 40
¾ "	3 22	¾ "	4 37
1 "	4 62	1 "	6 27
1¼ "	7 50	1¼ "	8 55
1½ "	7 56	1½ "	10 26
2 "	10 08	2 "	13 68
2½ "	17 16	2½ "	25 30
3 "	22 55	3 "	33 28

2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.

Cast Iron Fittings—Standard bushings 60 per cent.; headers, 60; flanged unions 60, malleable bushings 55; nipples, up to 2 in.. 70 and 10 per cent; up to 6 in., 65 per cent.; malleable lipped unions, 55 and 5 per cent.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.

7 and 8-in. pipe, discount 40 and 5 per cent.

Light pipe, 50 and 10 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 00	4 75

RADIATORS, ETC.

Hot water	47½ p.c.
Steam	50 p.c.
Wall Radiators and Specials	45 p.c.

STOVES, BOILERS, FURNACES, REGISTERS.

Discounts vary from 40 to 70 per cent. according to list.

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. ..... per lb.	....	0 37
1-lb. or over ..... "	....	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25	0 26
Wiping.....	0 22	0 23

PAINTS AND OILS.

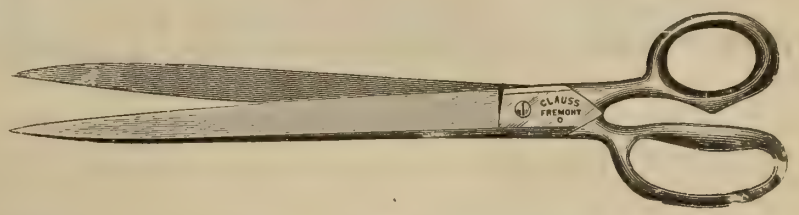
COLORS IN OIL.

Venetian red, 1-lb. tins, pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 08
French " "	....	0 08
Marine black "	....	0 04½
Chrome green "	....	0 10
French permanent green"	....	0 13
Signwriters' black "	....	0 1

Clauss Brand Paper Hangers' Shears

Fully Warranted

Hand forged from finest steel and welded on our composition metal, hardened in water and tempered by natural gas. This shear is made purposely for paper hangers' use, and is more durable than others of its kind on the market. We call special attention to this shear. Japan handles and finely finished blades. Ask for discounts.



The Clauss Shear Co., - Toronto, Ont.

GROUND WHITE LEAD IN OIL. Per 100 lbs.

Pure	6 80	7 00
No. 1	6 40	6 55
No. 2	6 05	6 35
No. 3	5 80	6 05
No. 4	....	5 50
Munro's Select Flake White	....	7 00
Elephant and Decorators' Pure	....	6 80
Monarch	....	6 75
Standard Decorator's	....	6 50
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	8 25
"Anchor," pure	....	6 50
Ramsay's Pure Lead	....	6 40
Ramsay's Exterior	....	6 15
"Crown and Anchor," pure	....	6 50
Sanderson's Pearcy's	....	6 80

RED LEAD.

Genuine, 560 lb. casks, per cwt	....	$6 00
Genuine, 100 lb. kegs, "	....	6 25
No. 1, 560 lb. casks, per cwt	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

DRY WHITE ZINC.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

GROUND WHITE ZINC.

Pure	0 08	0 09
No. 1	0 07½	0 08
No. 2	0 05½	0 06½

PREPARED PAINTS.

Pure, per gallon, in tins	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints, ½ gal.	....	1 45
" " ½ gal.	....	1 40
" " gal.	....	1 35
Canada Paint Co.'s pure	....	1 25
Standard Co.'s "New Era."	....	1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Brandram-Henderson "Anchor"		1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, ½ gal.		1 45
" " " " ½ gal.		1 40
" " " " 1 gal.		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel	....	1 50
" barn paints, bbls. per gal.		0 60
Senour's Floor Paints....gal.	....	1 20
Sanderson's Pearcy's, pure	....	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

VARNISHES.

	In 5-gal. lots. Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	C 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Brown japan	1 10	1 20
Black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor nish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		$1.20
Sherwin-Williams' kopal varnish, gal.,		$2.50.
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac." coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal.		2 00
Sanderson's Pearcy's amberine		2 50

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 57c. per lb. f.o.b., Eastern Canadian Points; 63c., Toronto.
Shellac, T. N. orange, etc., 51c. net, Toronto.

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
100 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off. All prices per 100 feet.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 14

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
Peterboro' door bells, discount 50 and 10 per cent. off new list.
American, house bells, per lb. 0 35 0 40

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt	per ton	55 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise		0 37½
Dry Sheathing	per roll, 400 sq. ft.	0 35
Tar	" 400 "	0 45
Dry Fibre	" 400 "	0 55
Tarred Fibre	" 400 "	0 65
O. K. & I. X. L.	" 400 "	0 70
Resin-sized	" 400 "	0 45
Oiled Sheathing	" 600 "	1 00
Oiled "	" 400 "	0 70
Root Coating, in barrels	per gal.	0 17
Roof " small packages		0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb. 0 80	0 90
Slater's felt	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 70 and 5 per cent.
Cast Iron Loose Pin, discount 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 75 and 5 per cent.

CEMENT AND FIREBRICK.

"Lafarge" cement in wood	3 40
"Lehigh" cement, in wood	2 54
"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick (Scotch) per 1,000	15 00 24 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1 000.

Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterborough, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	" 0 95	1 65
English	" 2 00	4 00

Chicago and Reliance Coil Door Springs, 25 per cent.

STORE DOOR HANDLES.

Per Dozen	1 00	1 50

ESCUTCHEONS.

Discount 50 and 10 per cent., new list Peterborough, 45 and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 60 per cent.		
Heavy T and strap, 4-in., per lb. net		0 06
" " 5-in., "		0 05½
" " 6-in., "		0 05½
" " 8-in., "		0 05½
" " 10-in. and larger		0 05
Light T and strap, discount 65, 10 and 2½ p.c.		
Screw hook and hinge—		
under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75
Spring, No. 20, per gro. pairs		10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.		

SPRING HINGES.

Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago Floor Hinges, 40 and 5 off.
Garden City Fire Engine House Hinges, 12½ per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples—		
¼ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright steel gate hooks and staples, 40 per cent. discount.
Hat and coat wire, discount 62½ per cent.
Screw, bright wire, discount 62½ per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Peterborough knobs, 45 and 10 per cent.
" porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

LOCKS.

Peterborough, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SASH WEIGHTS.

Sectional	per 100 lb.	2 00 2 25
Solid	"	1 50 1 75

SASH CORD.

Per lb.	....	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	5 50	8 50
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25
Underhill American Bench Axes, 40 p.c.		

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS CLEAVERS

German	per doz. 6 00	9 00
American	" 12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt. 0 60	0 65

CHISELS.

Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

DRAW KNIVES.

Coach and Wagon, discount 75 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nichol son	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33	each	1 65 2 40

HANDLES.

O. & B., fork, 40 per cent., revised list.
O. & B., hoe, 40 per cent., revised list.

American, saw	per doz	0 25
American, plane	per gross	3 15 3 75

Canadian, hammer and hatchet 40 per cent.
Axe and cant hook handles, 45 per cent.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball pean, per lb.		0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" " 2, "		4 85
Barrel, Underhill		5 00

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking each		0 60 2 00

MATTOCKS.

Canadian	per doz.	5 50 6 00

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem ..... each 1 15

NAIL PULLERS.

German and American	0 85	2 50
No. 1.....	0 85	
No 1573.....	0 75	

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

PICKS.

Per dozen	6 00	9 00

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00

Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

Button's imitation....per doz.	5 00	9 00

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, 30 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25
S. & D. solid tooth circular shingle, concave and hand, discount 50 per cent.
" mill and ice, drag, discount 30 per cent
" cross-cut, discount 35 per cent.
" hand saws, butcher, disc't 40 per cent
" buck, New Century.....$6 25
" " No. 1 Maple Leaf..... 5 25
" " Happy Medium..... 4 25
" " Watch Spring 4 25
" common frame 4 00
Spear & Jackson's saws—Hand or rip 26 in., $12 75; 28 in., $14 25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect	4 00
X-Cut Sets "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No 2 pol.). $18 50
(Hollow Back) (Reinforced S Scoop.)
Moose..... $17 50 ..... $16 30
Bear ..... 15 00 ..... 15 30
Fox ..... 12 50 ..... 14 30
Black Cat.... 10 00 ..... 13 30
Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" steel.....each	0 80	8 00

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Steel barn door.....	8 00	10 00
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Acme, wood track	5 00	6 50
Atlas.....	5 00	6 00
Perfect	8 00	11 00
New Milo.....	....	6 50
Steel, covered.....	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel Kink hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net prices.

HEAD HALTERS.

Jute Rope, ½-inch....per gross	....	9 00
" " ⅝ " .... "	....	10 00
" " ¾ " .... "	....	12 00
Leather, 1-inch .....per doz.	....	4 00
Leather, 1¼ " ..... "	....	5 20
Web..... "	....	2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.

Planter..... per doz.	4 00	4 50

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head

HORSESHOES.

F.O.B. Montreal

M.R.M.'Co. brand, base.....	3 65

Add 15c. Toronto, Hamilton, Guelph.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.

Lock, Andrews'	4 50	11 00

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 45 per cent.

HEAVY GOODS NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10¾
Hay Budden, 80-lb. and over	0 09¾
Brook's, 80-lb. and over	0 11½

VISES.

Wright's.....	0 13¾
Brook's.....	0 12¾
Pipe Vise, Hinge, No. 1	3 50
" " " No. 2.....	5 50
Saw Vise 4 50	5 00
Blacksmiths' (discount) 60 per cent.	
" parallel (discount) 45 per cent.	

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅝ and smaller..	60, 10 and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	50
Machine Bolts, ⅝ and less	60 and 10
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 10
Blank Bolts.....	55
Bolt Ends.....	55
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, coin point.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

CHAIN.

Proof coil, per 100 lb. 3-16 in., $7; ¼ in., $5.85; 5-16 in., $4.45; ⅜ in., $3 75; 7-16 in., $3 50; ½ in., $4 25; 9- 6 in., $3 20; ⅝ in., $3.20; ¾ in., $3.10; 1 in. $3; ⅞ in., $3.00.
Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain iron, discount 35 p.c.
Jack chain, brass, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.15

NAILS.

	Cut.	Wire.
2d.....	3 70	3 20
3d.....	2 85	2 85
4 and 5d.....	2 60	2 60
6 and 7d	2 50	2 50
8 and 9d	2 35	2 35
10 and 12d	2 30	2 30
16 and 20d.....	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 20

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p c.
Copper Burrs only, discount 15 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent.
" R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 5
" " tinned.....	80 and 10
" " (in kegs).....	40
Cut tacks, blued, in dozens only	75 and 10
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85 and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	40
Copper tacks.....	45
Copper nails	50
Trunk nails, black	65
Trunk nails, tinned and blued ..	65
Clout nails, blued and tinned ..	65
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

CUTLERY AND SPORTING GOODS.

AMMUNITION.

B. B. Caps Dominion, 50 and 5 and 25 per cent
American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000

CARTRIDGES.

Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent., American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent., American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign 25, 10 and 10; Regal 25, 10 and 5; Imperial 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.; American $2 05

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8 50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Lewis Bros ' "Klean Kutter'	8 50	10 50

Clauss Razors and Strops, 50 and 10 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

No Waste Circulation *in HARDWARE AND METAL. Try the "want columns" and see.*

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy 40 and 5 per cent.

SHEARS.

lauss, nickel, discount 60 per cent.
lauss, Japan, discount 67½ per cent.
lauss, tailors, discount 40 per cent.
eymour's, discount 50 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Mic Mac hockey sticks, per doz 4 00 5 00
New Rex hockey sticks, per doz 6 25

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 30 per cent.
Copper pitts, 33⅓ per cent.

ENAMELLED WARE.

London, White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.....
Canada, Diamond, Premier, 50 and 10 p c.
Pearl, Imperial Crescent, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN NOVELTIES.

Can openers, per doz	0 40	0 75
Mincing knives, per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 0, $1; No. 1, 1.15.		

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head "	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished...per set	0 75
" No. 50, nickle-plated, "	0 80
Common, plain	4 50
" plated	5 50
Asbestos, per set	1 25

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated, per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

LANTERNS.

No. 2 or 4 Plain Cold Blast ..per doz.		50
Lift Tubular and Hing. Plain "		75

Better quality at higher prices.
Japanning, 50c. per doz. extra.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, discount 45 per cent
Flaring pattern, discount 45 per cent.
Galvanized washtubs discount 45 per cent.

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent
Copper bottom tea kettles and boilers, 35 per cent.
Creamery cans, discount 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, discount 75 per cent. off revised list.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00	
7 inch..... " "	7 50	

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32	
7-inch..... "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

WIRE GOODS.

BRIGHT WIRE

Discount 62½ per cent.
Brass wire, discount 45 per cent.
Copper wire, 45 per cent. f.o.b factory.

CLOTHES LINE WIRE.

7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $1.70; 8 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2 55, No. 11, $3.20; No. 12, $2.80.

FINE STEEL WIRE.

Discount 30 per cent List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7.65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.70 — Nos. 6, 7, 8, $3.15 — No. 9, $2.50 — No. 10, $3.20 — No. 11, $3.25 — No. 12, $2.65 —No. 13, $2.75—No. 14, $3.75—No 15, $4.30 —No. 16, $4.30 from stock. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland. In carlots 12½c. less.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0. 0	$1 75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2 50
12 to 14	1 50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.15; No. 10 gauge, 6c. extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge 40c. extra; No. 15 gauge, 5c. extra; No 16 gauge 7 c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2 in. mesh 19 w. g., discount 50 and 10 per cent. All others 50 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.62½, per 00 sq. ft.; in 50-ft. rolls, $1.67½, per 100 sq ft.
Terms, 2 per cent. off 30 days.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 80
Galvanized barb, f.o.b. Cleveland, $2.55 for small lots and $2.45 for carlots.	

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St Marys, 30 and 30 per cent; f o b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"90" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style .....per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS

Royal Canadian, 11 in., per doz	3 00
Royal American 11 in.	
Eze, 10 in., per doz	

Terms, 2 per cent 1 days.

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 per cent.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	4 25	
Small heel "	4 50	

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins .....per gross		7 80
" " "		9 60

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

ROPE AND TWINE.

Sisal	0 10½
Pure Manilla	0 15½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21 0 25
" 5-32 inch	0 25 0 27
" ¼ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

SCALES.

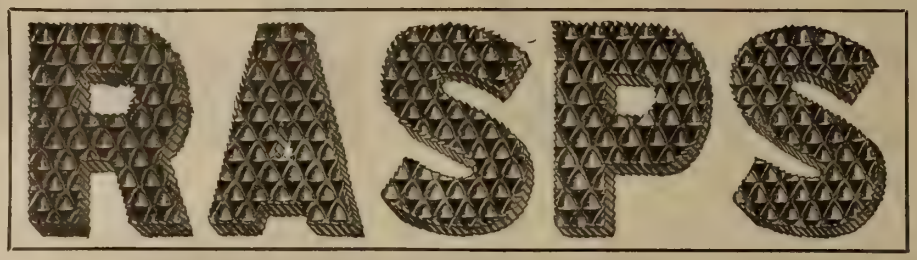
Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 40 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

SHARPENING STONES.

Washita .....per lb.		0 25	0 37
Hindostan "		0 06	0 10
" slip "		0 18	0 20
" Axe "			0 10
Deer Creek "			0 10
Deerlick "			0 25
" Axe "			0 15
Lily white "			0 42
Arkansas "			1 50
Water-of-Ayr "			0 10
Scythe .....per gross		3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "			24 00
lb. and over			00

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Alabastine Co 15
American Shearer Mfg. Co..... 57
Armstrong Mfg. Co 60
Armstrong Bros. Tool Co 11
Atkins, E. C., & Co..... 17
Atlas Mfg. Co..... 53

B

Barnett, G. & H. Co....outside back cover
Batty Stove Co. 43
Bell Telephone Co..... 22
Bell, Thomas, Sons & Co 45
Belleville Foundry Co. 42
Belleville Rolling Mills 10
Benjamin Moore, & Co..... 49
Berry Bros 49
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co. 24
Brandram Henderson 46
Brantford Cordage Co..... 15
Brantford Roofing Co. 9
British America Assurance Co..... 22
Burr Mfg. Co 12
Business Systems..... 22

C

Cameron & Campbell. 24
Canada Foundry Co 12
Canada Horse Nail Co..... 16
Canada Iron Furnace Co..... 43
Canada Metal Co. 61
Canada Paint Co..... 43
Canada Paper Co 12
Canada Smelting Works 47
Canadian Bronze Powder Works..... 45
Canadian Fairbanks Co..... 60, 64
Canadian Heating & Ventilating Co.. 21
Canadian Oil Co..... 14
Canadian Sewer Pipe Co..... 43
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 1
Clauss Shear Co..... 67
Cluff Bros..... 65
Confederation Life Association 22
Consolidated Plate Glass Co..... 50
Consumers' Cordage Co..... 10
Copeland-Chatterson 23
Copp, W. J..... 39
Covert Mfg. Co 9
Crain, Rolla L..... 1
Cumming Mfg. Co..... 4

D

Davenport, Percy P..... 12
Davidson, Thos., Mfg. Co..... 4
Dieckmann, Ferdinand..... 51
Dominion Cartridge Co. 11
Dorken Bros. ..... outside front cover
Dowswell Mfg. Co 9

E

Eadie, H. G..... 43
Emlyn Saw Bench 14
English Embrocation Co..... 72
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 49
Findlay Bros..... 18
Forman, John 62
Forwell Foundry Co 60
Fox, C. H..... 16
Francis-Frost Co..... 53
Frothingham & Workman 6

G

Galt Art Metal Co..... 53
Gibb, Alexander..... 16
Gibsone, J. B..... 18
Gilbertson, W., & Co..... 43
Glauber Brass Co..... 60
Grautoff, B. A..... 53
Greening, B., Wire Co..... 72
Guelph Spring and Axle Co. 24
Guelph Stove Co..... 21
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Rifle Co..... 54
Hanover Portland Cement Co..... 13
Harris, J. W., Co..... 62
Heinisch, R., Sons Co..... 17
Henderson & Potts Co 44
Heney, E. N., & Co..... 68
Hobbs Mfg. Co 14
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 21
Hyde, F. & Co 13

I

Imperial Varnish and Color Co..... 41
International Gas Appliance Co..... 64
International Portland Cement Co.... 13

J

Jamieson, R. C., & Co..... 45
Jardine, A. B., & Co. 43
Jenkins Bros..... 13
Johnson's, Iver, Arms and Cycle Works 52
Joy Mfg. Co..... 21

K

Kemp Mfg. Co..... 24
Kerr Engine Co..... 62

L

Lamplough, F. W. & Co..... 22
Leslie, A. C., & Co. outside front cover, 43
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 9
London Foundry Co..... 11
Lucas John 47
Ludger Gravel Co 52
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McCaskill, Dougall & Co..... 45
McClary Mfg. Co..... 18
McDougall, R. Co..... 64
Macfarlane, Walter..... 72

M

Maple Leaf Harvest Tool Co 8
Martin-Senour Co 47
Maxwell David..... 72
Merrell Mfg. Co..... 58
Metal Shingle and Siding Co..... 11
Metallic Roofing Co 41
Metropolitan Bank..... 22
Millen, John & Son ....outside back cover
Mitchell, H. W 16
Montreal Rolling Mills Co 57
Moore, Benjamin, & Co. 13
Morrison, James, Brass Mfg. Co..... 54
Morrow, John, Machine Screw Co 17
Mueller, H., Mfg. Co 62
Munderloh & Co..... 65

N

Newman, W., & Sons 53
Nicholson File Co.. 70
North Bros. Mfg. Co..... 7
Nova Scotia Steel and Coal Co..... 43
Novelty Mfg. Co 20

O

Oakey, John, & Sons..... 43
Ontario Tack Co..... 42
Orford Copper Co..... 43
Oshawa Steam & Gas Fitting Co..... 60
Owen Sound Wire Fence Co..... 11

P

Pearce, Frank, & Co 16
Pelton, Godfrey S 49
Penberthy Injector Co..... 65
Peterborough Lock Co..... 24
Peterborough Shovel & Tool Co. 23
Phillips, Chas. D 57
Phillips, Geo., & Co..... 53
Pink, Thos 2

R

Ramsay, A., & Son Co..... 47
Recard, Emile 43
Reid David 39
Robertson, James Co.....inside back cover
Rochester Lamp Co. 61
Roper, J. H 7
Round, John, & Son..... 10

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 20
Scott, Bathgate & Co..... 16
Sells Commercial 24
Seymour, Henry T., Shear Co..... 17
Shantz, I. E., & Co..... 61
Sharratt & Newth 60
Sherwin-Williams Co..... 42
Shurley & Deitrich 8
Silica Barytic Stone Co..... 17
Stairs, Son & Morrow..... 70
Standard Ideal Sanitary Co..... 54
Standard Paint and Varnish Works.. 45
Standard Sanitary 53
Starr Mfg. Co. 12
Stephens, G. F., & Co..... 39
Sterne, G. F., & Son 60
Stewart, Jas., Mfg. Co..... 13, 19

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co outside back cover
Toronto and Belleville Rolling Mills... 9
Turner Brass Works 62

V

Vickery, O..... 60

W

Western Assurance Co 22
Western Wire Nail Co 9
Whitaker Stove Co 21
Winnipeg Paint and Glass Co 39
Wright, E. T., & Co 1

CLASSIFIED LIST OF ADVERTISEMENTS.

Ash Sifter
Cutts, C. M., & Co., Toronto Ju tion.

Auditors
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
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J. N. Warminton, Montreal.

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Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stanley Works, New Britain, Conn.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.
Winnipeg Paint & Glass Co., Winnipeg.

Carriage Accessories.
Carriage Mountings Co., Toronto.
Covert Mfg. Co., West Troy, N.Y.
Loughead, J. S., & Son, Sarnia, Ont.

Carriage Springs and Axles.
Guelph Spring and Axle Co., Guelph.

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Churns.
Dowswell Mfg. Co., Hamilton.

Clippers—All Kinds.
American Shearer Mfg. Co., Nashua, N.H

Clothes Reels and Lines.
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Howland, H. S. Sons & Co., Toronto.
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Door Hanger Co., Hamilton, Ont.
Wilcox Mfg. Co., London.

Electric Fixtures.
Canadian General Electric Co., Toronto.
Forman, John, Montreal.
Morrison James, Mfg. Co., Toronto.
Munderloh & Co., Montreal.

Electro Cabinets.
Cameron & Campbell Toronto.

Engines, Supplies, etc.
Kerr Engine Co., Walkerville, Ont.

Files and Rasps.
Barnett Co., G. & H., Philadelphia, Pa.
Nicholson File Co., Port Hope.

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Bradstreet Co.

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Hamilton Rifle Co., Plymouth, Mich.
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Canada Metal Co., Toronto.
Montreal Rolling Mills Co., Montreal
Ontario Wind Engine & Pump Co., Toronto.

Glaziers' Diamonds.
Gibsone, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg.

Glue.
Winnipeg Paint & Glass Co., Winnipeg.

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Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Maple Leaf Harvest Tool Co, Tillsonburg Ont.

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Welsh Tinplate and Metal Stamping Co., Llanelly, Wales.

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J. N. Warmint n, Montreal.

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Heney, E. N., & Co., Montreal.

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Erie Specialty Co., Erie, Pa.
North Bros. Mfg. Co., Philadelphia, Pa.

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Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Copeland-Chatterson Co, Toronto.
Crain, Rolla L., Co., Ottawa.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co. Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Deseronto Iron Co., Deseronto, Ont.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Henderson, J. A., Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Summers, John, & Son, Stalybridge, Eng
Thompson, B. & S. H. & Co. Montreal.

Metal Lath.
Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

Metal Polish, Emery Cloth, etc
Oakey, John, & Sons, London, Eng.

Mops.
Cumming Mfg. Co., Refrew.

Mouse Traps.
Cumming Mfg. Co., Renfrew.

Oil Tanks.
Bowser, S. F., & Co., Toronto.

Paints, Oils, Varnishes, Glass.
Bell, Thos., Sons & Co., Montreal.
Canada Paint Co., Montreal.
Consolidated Plate Glass Co., Toronto.
Fenner, Fred., & Co., London, Eng.
Francis-Frost Co., Toronto.
Henderson & Potts Co., Montreal.
Imperial Varnish and Color Co., Toronto.
Jamieson, R. C., & Co., Montreal.
McArthur, Corneille & Co., Montreal.
McCaskill, Dougall & Co., Montreal.
Queen City Oil Co., Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens & Co., Winnipeg.
Martin-Senour Co., Chicago.
Winnipeg Paint and Glass Co., Winnipeg

Perforated Sheet Metals.
Greening, B., Wire Co., Hamilton.

Plumbers' Tools and Supplies.
Borden Co., Warren, Ohio.
Canadian Fairbanks Co., Montreal.
Cluff, R. J., & Co., Toronto.
Glauber Brass Co., Cleveland, Ohio.
Gurney Foundry Co., Toronto.
Jardine, A. B., & Co, Hespeler, Ont.
Jenkins Bros., Boston, Mass.
Lewis, Rice, & Son, Toronto.
Merrell Mfg. Co., Toledo, Ohio.
Montreal Rolling Mills Montreal.
Morrison, Jas., Brass Mfg. Co., Toronto.
Mueller, H., Mfg. Co., Decatur, Ill.
Oshawa Steam & Gas Fitting Co., Oshawa
Robertson Jas., Co. Montreal.
Stairs, Son & Morrow, Halifax, N.S.
Standard Ideal Sanitary Co., Port Hope,
Standard Sanitary Co., Pittsburg.
Stephens, G. F., & Co., Winnipeg, Man.
Turner Brass Works, Chicago.
Vickery, Orlando, Toronto.

Portland Cement.
Grey & Bruce Portland Cement Co., Owen Sound.
Hanover Portland Cement Co., Hanover, Ont.
Hyde, F., & Co., Montreal.
Thompson, B. & S. H. & Co., Montreal.
Winnipeg Paint & Glass Co., Winnipeg.

Potato Mashers.
Cumming Mfg Co., Renfrew.

Poultry Netting.
Greening, B., Wire Co., Hamilton, Ont.

Roofing Supplies.
Brantford Roofing Co., Brantford.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.
Paterson Mfg. Co., Toronto & Montreal.
Winnipeg Paint & Glass Co., Winnipeg

Saws.
Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

Screw Cabinets.
Cameron & Campbell, Toronto.

Screws, Nuts, Bolts.
Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

Sewer Pipes.
Canadian Sewer Pipe Co., Hamiltor
Dominion Sewer Pipe Co., Toronto
Hyde, F., & Co., Montreal.

Shelf Boxes.
Cameron & Campbell, Toronto.

Shelf Brackets.
Atlas Mfg. Co., New Haven, Conn

Shellac
Bell, Thos., Sons & Co., Montreal.

Shovels and Spades.
Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co, Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Novelty Mfg. Co, Jackson, Mich.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Valve Cups.
Barrett, Jos., & Sons, Petrolia, Ont.

Wall Coating.
Winnipeg Paint & Glass Co., Winnipeg.

Washing Machines, etc.
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howden, D., & Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Henderson, J. A., Montreal.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Banwell-Hoxie Wire Fence Co., Hamilton.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
McGregor-Banwell Co., Walkerville.
Montreal Rolling Mills Co., Montreal.
Munro Wire Works, Winnipeg.
Western Wire & Nail Co., London, Ont
Wilcox Mfg. Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

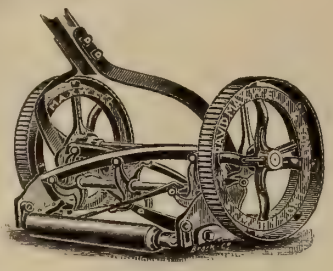


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More sold in the Dominion than all others combined

In 8 sizes, churning from ½ to 30 gallons.
IMPROVED STEEL FRAME. **PATENT FOOT and LEVER DRIVE.**
PATENT STEEL ROLLER BEARINGS
Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish. **No other just as good. Accept no substitute.** If not offered by your jobber write direct to us.

MAXWELL LAWN MOWER



Made in 4 different heights of wheel and widths, ranging from 8 to 25-in. in plain or ball bearings as required. Improved for coming season. Not equalled anywhere for clean cutting, durability and finish.

DAVID MAXWELL & SONS
ST. MARY'S, ONT.



Trade Mark

"LION" BRAND

PUTZ TRIPLE EXTRACT
METAL POLISH
LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,
Montreal, Quebec



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GEO. PEATT & CO., P.O. Box 466, Winnipeg, Man.
BAXTER, PATERSON & CO., 102 St. Antoine St., Montreal.

WIRE ROPE

GREENING

"ACME" Brand

Highest grade of hoisting rope made.

Extra Tensile strength for heavy work.

Use Greening's Rope Grease for Lubrication.

The B. GREENING WIRE CO.
LIMITED

Hamilton, Ont. **Montreal, Que.**

FOR A CHEAP SAW MILLS
AND GENERAL FACTORY

BABBITT

THERE IS
NOTHING TO BEAT

Fleur de Lis

ANTI-FRICTION METAL



PRICE 15c. PER LB.

Equa to imported sold at 25 cents.
Try it and save money.

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PFLUEGER'S
Fishing Tackle



Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.

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The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.

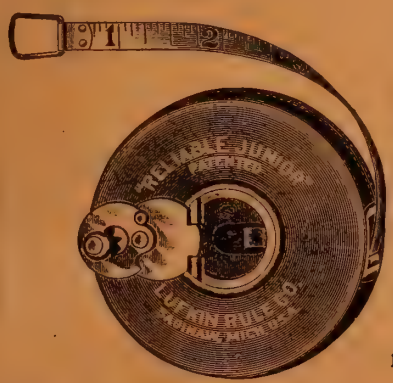


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are good holiday souvenirs and live sellers the whole year. Are made well and are made out of good material. That is why we guarantee every one that we put out. When ordering Cork Screws try **Walker's**

Manufactured only by **ERIE SPECIALTY COMPANY,** ERIE, Pa. U.S.A.





LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bend Leather, Etc.

**ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.**

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. **New York City Branch**—260 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1909. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

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Twelve Medals



Awarded

By **JURORS** at

International Exposition

Special Prize

Gold Medal at Atlanta, 1895

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"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

Sheet Zinc

Zinc Spelter

Ingot Tin

Now arriving ex last direct steamers via the St Lawrence.

We will be pleased to make you favorable prices from stock. Send us your enquiries.

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

Do You Stock

SPARK PLUGS
BATTERIES
LUBRICATORS

and other Automobile and Motor Boat Accessories?

It is a good line. Pays well. Increasing demand.

We keep the largest wholesale stock in the Dominion.

Write for our Catalogue and trade discounts.



JOHN MILLEN & SON, LTD.

321 St. James St. **MONTREAL**

132 Bay Street **TORONTO**

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Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, DECEMBER 1, 1906 NO. 48.

BUTCHERS' KNIVES
JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS

Canadian Agents: DORKEN BROS. & CO, MONTREAL

UNIFORMITY

in quality, finish, flatness and weight.

The Secret of our Success

Every sheet of "Queen's Head" and "Fleur-de-Lis" galvanized iron fully guaranteed.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers, Canadian Branch.





A Radiator of Latest Design
That's the "Sovereign"

A Radiator with Screwed Nipples
That's the "Sovereign"

A Radiator with Large Connections
That's the "Sovereign"

Isn't the **"SOVEREIGN"** the Radiator to carry?

We are also manufacturers of the well-known **"SOVEREIGN"** Boiler.

GET PARTICULARS AT ONCE

TAYLOR-FORBES COMPANY, Limited

TORONTO—1088 King St. West.
MONTREAL—122 Craig St. West.
Head Office and Works, GUELPH, ONT.

AGENTS:
Mechanics' Supply Co., Quebec.
Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 71.

TABLE CUTLERY
AND
POCKET KNIVES

SCISSORS



FISH EATERS



FISH CARVERS



CARVER IN CASES

RAZORS



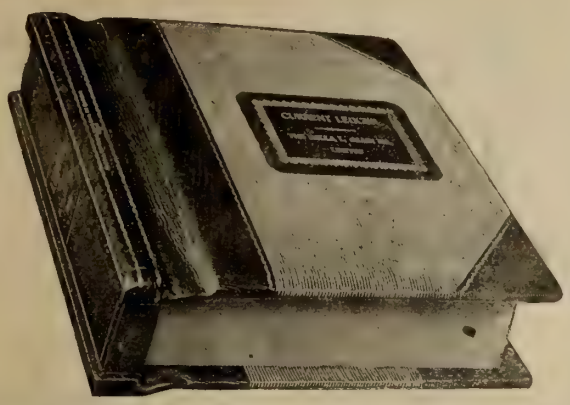
DESSERT KNIVES

WITH STAG—PEARL—IVORY HANDLES

WRITE FOR PRICES

RICE LEWIS & SON
LIMITED

TORONTO.



THE BATTLEFIELD OF BUSINESS

is usually in the office or counting house. The successful business man to-day is not the man who burns the midnight oil toiling over his books It is the man who is putting system into his business and applying it at every turn.

THE CRAIN CONTINUOUS SYSTEMS

are up-to-the-minute for the wholesaler, manufacturer or retail trader. Can you get a statement in an hour's notice, or does some clerk have to stay up all night to dig it out of antiquated records?

Before placing your order for next year's books write us. It will pay you.

The Rolla L. Crain Co., Limited

OTTAWA, CANADA

TORONTO: 18 Toronto Street MONTREAL: 74 Alliance Bldg
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OUR LINES FOR XMAS ARE SELLERS

BOKER'S SKATES
Single and Double Enders.

Dominion Perfect, Rover, King Fisher, Crescent
HOCKEY STICKS

GILLETTE SAFETY RAZORS
No stropping; no honing.

GILLETTE EXTRA BLADES
BOKER'S KING CUTTER RAZORS
RODGER'S PEN AND POCKET KNIVES
CARVERS IN CASES
SCISSORS IN CASES

QUALITY HIGH PRICES LOW

THOS. BIRKETT & SON CO.,
Wholesale Hardware LIMITED
OTTAWA, ONT.

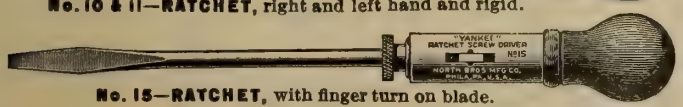
Other Tools are very Good Tools, but **"YANKEE TOOLS"** ARE BETTER

SCREW DRIVERS

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.



No. 10 & 11—RATCHET, right and left hand and rigid.



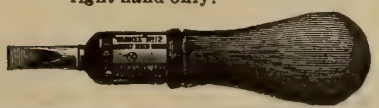
No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " " (heavy pattern)
No. 20— " " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade

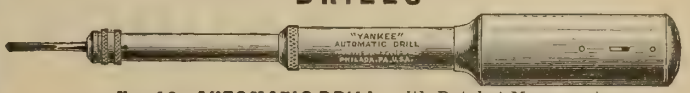


No. 60—POCKET SCREW DRIVER.



Countersink, for spiral ratchet screw driver.

DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



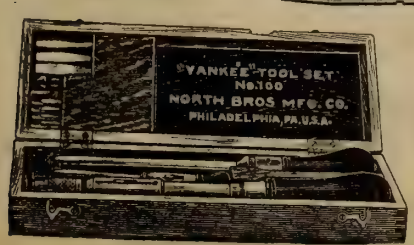
No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No 50—RECIPROCATING DRILL, for wood or metals.

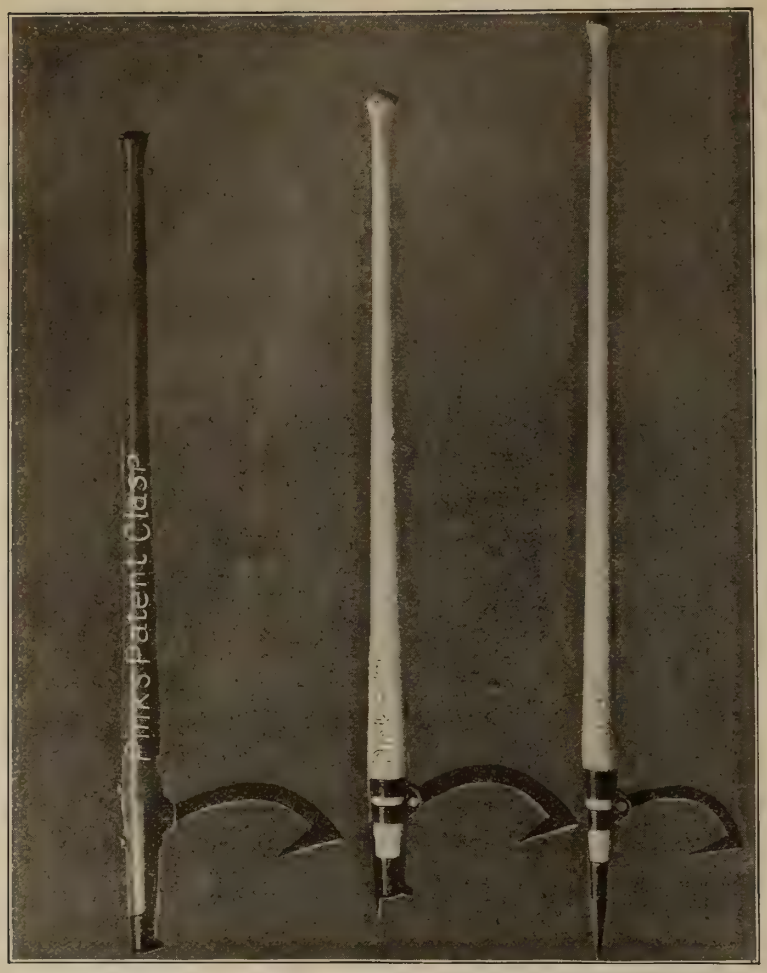


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SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

ESTABLISHED 1855

HEADQUARTERS FOR

PIG IRON

ENGLISH and SCOTCH

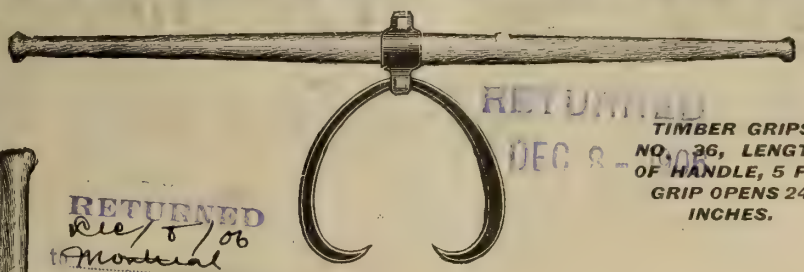
Prompt and forward delivery. Interesting prices.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

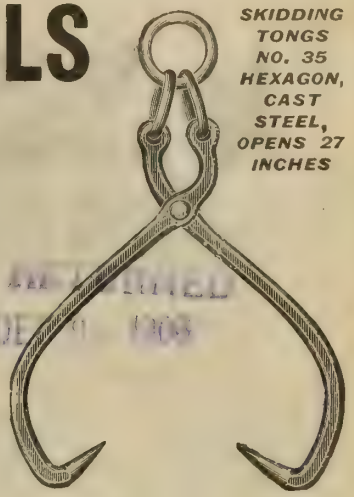
M. & L. Samuel, Benjamin & Co.

TORONTO

PINK'S LUMBERING TOOLS

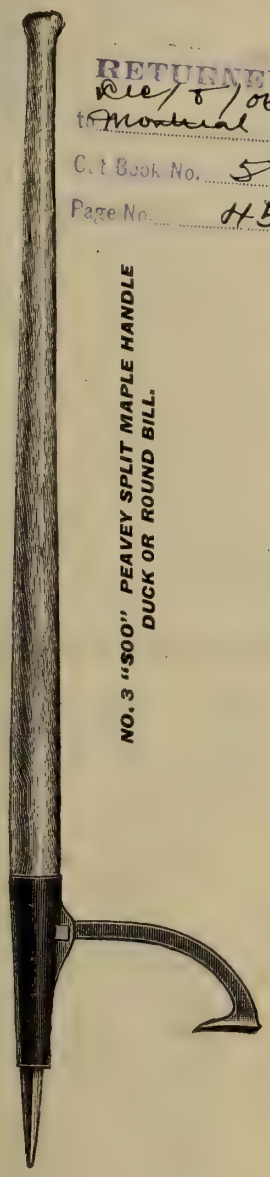


TIMBER GRIPS NO. 26, LENGTH OF HANDLE, 5 FT. GRIP OPENS 24 INCHES.



SKIDDING TONGS NO. 35 HEXAGON, CAST STEEL, OPENS 27 INCHES

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to Montreal
Cut Book No. 58
Page No. 45



CUT OF DUCK BILL

NO. 3 "SOO" PEAVEY SPLIT MAPLE HANDLE DUCK OR ROUND BILL.

ORDER NOW, SAVE MONEY

In view of the unusal heavy advances in all lines of Hardware, it would not be a bad idea for you to speculate on your entire requirements of Lumbering Tools for the coming winter. Orders that are sent to us at once, we guarantee to fill at present prices.

Pink's Tools are as well known to a lumberman, as a Rodgers Knife is to a butcher—they stand for quality.

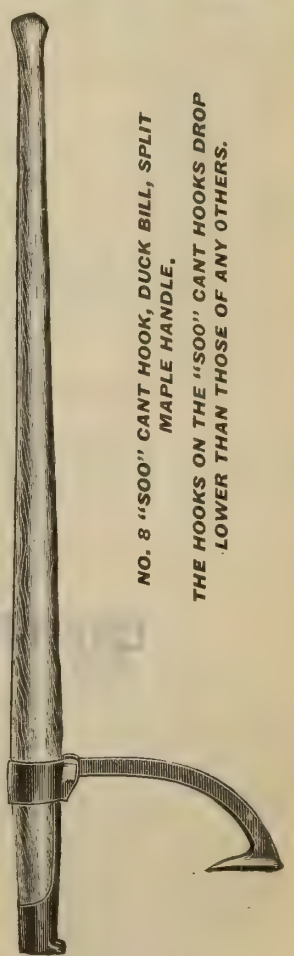
If you want to save money, send us your orders **now** for anything in the lumbering line including :

Logging Chains, Chain Dogs, Binding Chains, Cant Dogs and Peavy Handles, Log and Chain Hooks, repairs for Pearies and Cant Dogs, Axe and Saw Wedges, loading blocks, etc., and everything in Lumberman supplies.

BOOTS CALKS



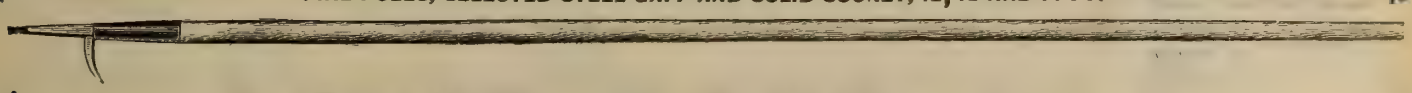
SMALL BALL ALL SIZES IN STOCK



NO. 8 "SOO" CANT HOOK, DUCK BILL, SPLIT MAPLE HANDLE.

THE HOOKS ON THE "SOO" CANT HOOKS DROP LOWER THAN THOSE OF ANY OTHERS.

PIKE POLES, SELECTED STEEL GAFF AND SOLID SOCKET, 12, 13 AND 14 FT.



LEWIS BROS. Ltd.

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OTTAWA
TORONTO

WINNIPEG

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ALL DEALERS AGREE THAT THE



H. & R. is the Greatest Revolver Value for the Money



Because of the minute care in manufacture. Every piece of material must be the highest quality; the workmanship and finish the best; and every weapon must be perfect to pass the most rigid inspection before leaving the factory. If you are not carrying them in your stock, it will pay you to put in a line at once. Our catalog will interest you. Postal brings it.

HARRINGTON & RICHARDSON ARMS CO.

314 PARK AVE., WORCESTER, MASS.

DAVIDSON'S GALVANIZED PAILS



The "Alberta"

Strongly made with heavy Pressed Hercules Bottoms and supplied with substantial bail handle.

DIMENSIONS

Top Diameter	14 inches
Bottom Diameter	9 "
Depth	10½ "

The most suitable pail yet made for farm and stable work

Note the extra width across the top. Horses with their bridles on can drink with ease.

The "Minto"

Made very strong and rigid and supplied with heavy Hercules bottom.

Ears reinforced on the inside.

Just the pail required for Contractors, Railways and Corporations.



We can also supply Dufferin and English pattern pails, all sizes, and can make prompt shipment

Write for prices

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

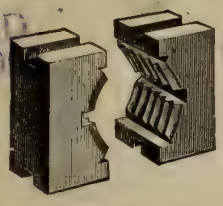
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Only Wholesale

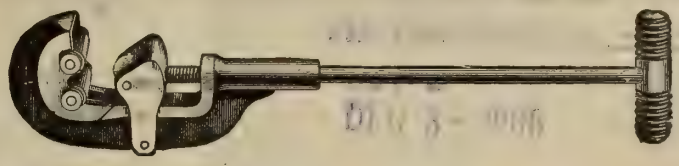
138-140 WEST FRONT STREET, TORONTO

Wholesale Only

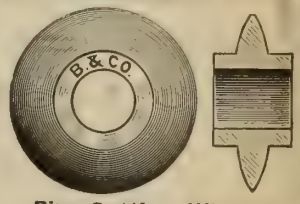
RETURNED DEC 3 - 1906



Blacksmith Dies



Pipe Cutters—Two Rollers and one Cutting Wheel.



Pipe Cutting Wheels.

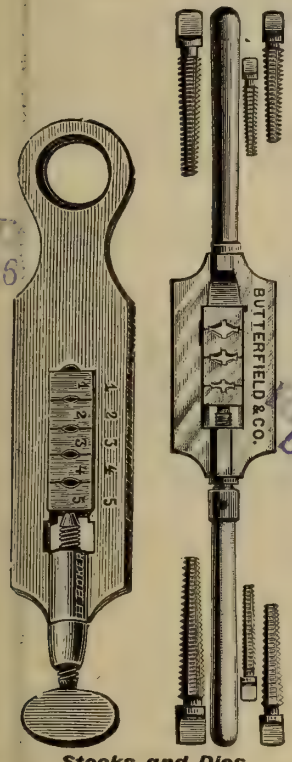
RETURNED Dec/3/06 to Quinn Cut Book No. 58 Page No. 16 aqw.



Silver's Portable Forges.



Adjustable Reamer Wrench.



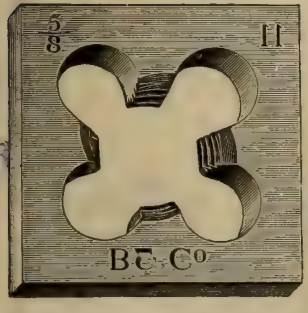
Stocks and Dies.



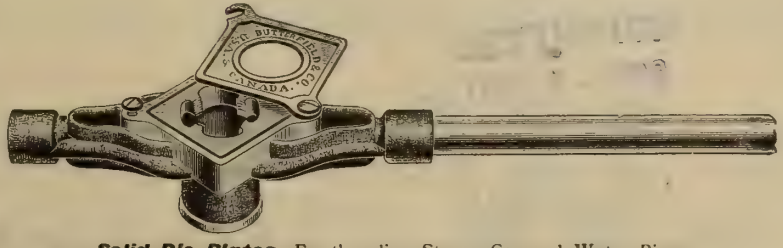
Stock and Dies.



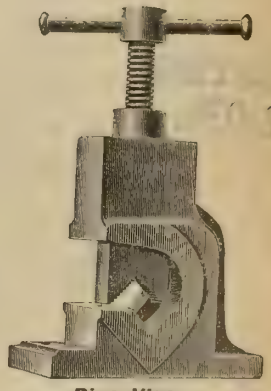
Anvils—Blacksmiths' and Prospectors.



Solid Pipe Die.



Solid Die Plates—For threading Steam, Gas and Water Pipes.



Pipe Vises.

For other lines of Plumber and Blacksmith Tools see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

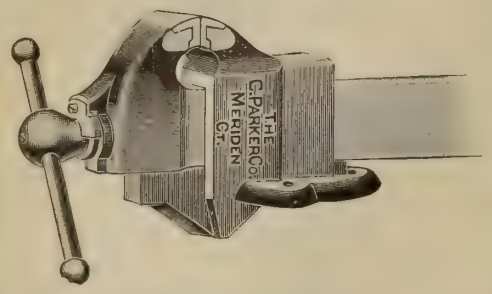
Opposite Union Station.

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

We Ship promptly

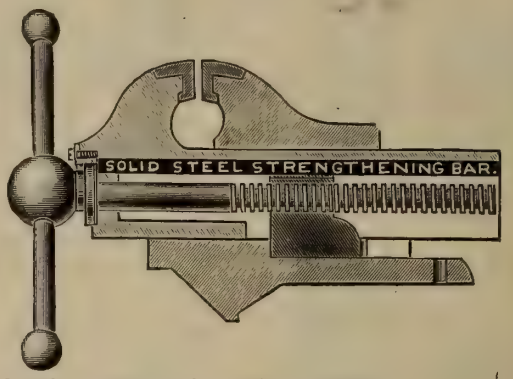


Stationary Machinist Vise, made in 6 sizes with jaws 3¼-in. to 6¼-in.

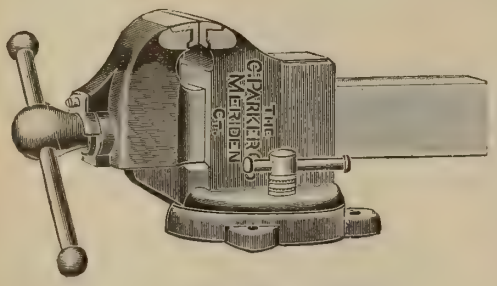
Semi-Steel has a strength several thousand pounds greater than cast iron.

That is why it is used in Parker Vises.

The Parker Vises are made stronger in the weak part of all vises than any other vises are made.



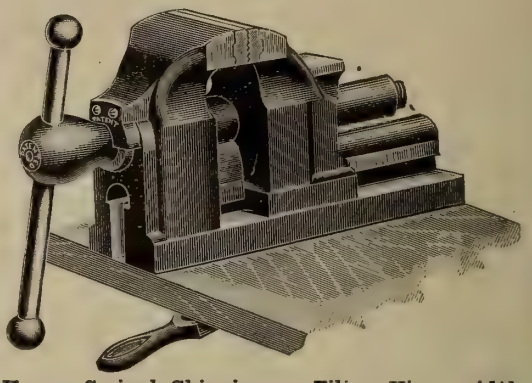
Showing manner in which Parker Vises are strengthened by a solid steel bar.



Same as above only made to swivel in any direction.

The sliding or moving jaw is the part most liable to break in any vise.

The Parker Company has provided against that danger by casting in the sliding jaw a solid steel bar strengthener. This improvement makes the jaw practically unbreakable. It is found only in Parker Vises.



Heavy Swivel Chipping or Filing Vise, width of jaws 5 inches.

Parker Vises are made in all approved shapes and sizes for machinists, pipe fitters, wood workers, etc.

We keep a full line of Parker and other makes of vises.

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA.

REECE'S NEW SCREW PLATES

are fully warranted, and have features which sell them readily

---

The Dies are easily adjusted and are so constructed that stripping of threads is impossible.

Adjustable Tap Wrenches furnished with each set.

No expense is spared by makers to secure the highest quality and greatest accuracy.

All Reece Taps are made from the best steel procurable, properly relieved.

Each set is put up in a neat hardwood box.



No. "CC"

4 small Collets, cutting $^1/_4$, $^5/_{16}$, $^3/_8$, $^7/_{16}$, Stock 14 in.

3 large Collets, cutting $^1/_2$, $^5/_8$, $^3/_4$, Stock 26 in.



No. EE

4 Small Collets, cutting $^1/_4$, $^5/_{16}$, $^3/_8$, $^7/_{16}$, Stock 14 in.

5 Large Collets, cutting $^1/_2$, $^5/_8$, $^3/_4$, $^7/_8$, 1, Stock 26 in.



No. G—Cuts $^1/_4$ to $1^1/_4$.

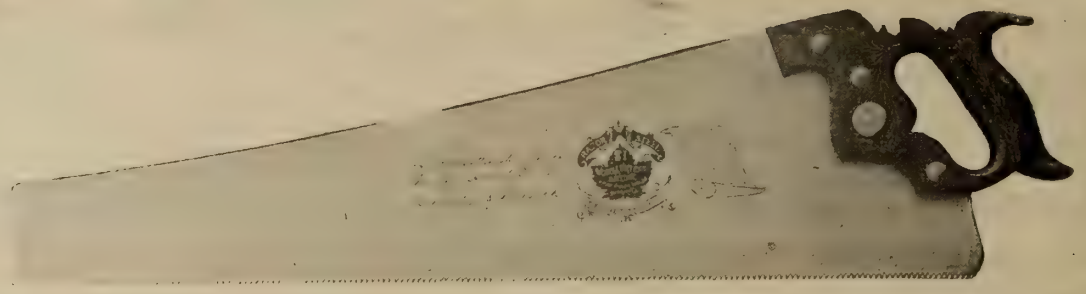
Wholesale Distributors

Caverhill Learmont & Co

MONTREAL and WINNIPEG

Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

Brantford—Roofings

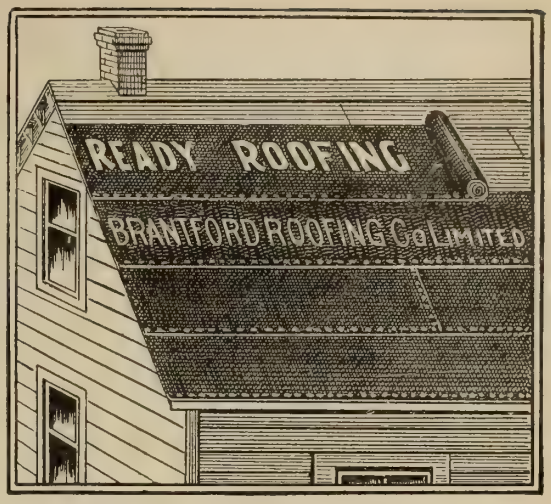
This Represents Our



"ASPHALT"
No. 1, 2, 3
"RUBBER"
No. 1, 2, 3

Each Roll is complete with Nails and Cement to lay. Best selling goods in the market.

BRANTFORD ROOFING CO.
LIMITED
BRANTFORD, ONTARIO



SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

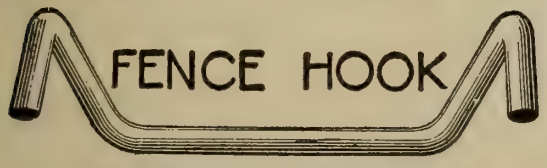
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

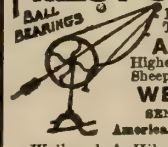
GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

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Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

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A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is **cheap**, **easily applied**, and of **uniform** and **durable** quality. Its sales are constantly increasing.

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LOCKERBY & McCOMB, 65 Shannon St., Montreal

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

SILVER PLATED LIST $22.30

BEST NICKEL SILVER LIST $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

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Cutlers and Silversmiths

Factories SHEFFIELD, *Eng.*

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Established 1847

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
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Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

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TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

Mr. Warranty, our Sponsor, is a Little Fellow, but he Stands for a Big Lot

WARRANTY

This saw is made of CRUCIBLE CAST STEEL of the FINEST QUALITY, is tempered in Oil, carefully tested, and is

FULLY WARRANTED

If found defective upon reasonable trial the purchaser may return it to the Ironmonger from whom he bought it and who is hereby authorized to replace it free of charge or to refund the price paid.

If returned, this label, properly filled in on the reverse side, must be attached to the saw.

SPEAR & JACKSON
ÆTNA WORKS, **SHEFFIELD**

Just read what he has to say — read every word twice.

Now, this Mr. Warranty is the travelling companion of every **Hand Saw** we manufacture.

You will notice from his own statements that, should such a thing happen (it never has happened) as one of our saws going wrong, Mr. Warranty **re-imburses,** first, **your customer,** then **you.**

Things go pleasantly for the Spear & Jackson dealer, because things are done honestly by the Spear & Jackson people.

SPEAR & JACKSON ÆTNA WORKS Sheffield. England

Telegraphic Address: "Spear," Sheffield

Bone Cutters

This is a favorite size. We make other sizes, from

Small Hand

to

Large Power Machines

These are Fall and Winter goods. A sample kept in your store will sell many of them.

Send at once for catalogue and prices.

Manufactured by



Fig. 377

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LONDON, CANADA



SAFE LOCK SHINGLE

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Our "Safe Lock" shingle has helped many a dealer to make and hold trade. It's construction appeals to anyone as being superior, and when put on a roof they give lasting satisfaction and makeneighbors want them.

ROCK FACE BRICK & STONE.



SIDINGS

There is nothing else so suitable as our steel sidings to dress up old buildings with and make them warm—They are also useful for a low priced building where attractive appearances are desired.



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When you sell and erect one of our classified designs you can always count on a well pleased customer—These designs do not get out of date same as patterns carrying out no idea. Give a customer a selection and he will invariably turn to our classified ceilings. They cannot get away from their richness.

The Metal Shingle & Siding Co., LIMITED

PRESTON, Ontario

TRADE MARK
This design a guarantee of quality.

Manilla Paper
SMOOTH, TOUGH, BRIGHT, CLEAN
ALL SIZES AND WEIGHTS

Fibre Paper
THE TOUGHEST OF THE TOUGH
ALMOST WATERPROOF

SAMPLES AND PRICES GLADLY SENT.

CANADA PAPER CO.
TORONTO LIMITED MONTREAL



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

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Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Some Points About C. G. E. Meridian Lamps

Simplicity	*Efficiency*	*Low Cost*	*Quality*
Easy renewal	Perfect light distribution	Inexpensive to install	Brilliant
Lights instantly	Average downward efficiency	No repairs	Soft and uniform
Burns on any standard circuit	Exceeds 1 watt per candle	Cheap renewals	

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Scrap Iron for Re-working

Better bars for re-working are obtained from selected scrap than from pig iron—have more life and strength.

London Bars are made from selected scrap and come in Flats, Rounds, Squares, Ovals, Half-Ovals, Half-Rounds and Bands.

Large stock always on hand, insuring prompt shipment. 61

London Rolling Mills
London, Canada.



WRIGHT'S
NO. 10 TRACTION ENGINE HEAD LIGHT

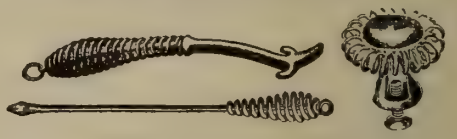


Best of its kind on the market. Brass Nickel Plated conical Burner, Heavy Copper Nickel Plated Reflector, throws a strong brilliant steady light over a large area. Supplied with or without Brackets, as required. Full stock of wicks, chimneys, etc., always on hand.

Write us for illustrations and prices.

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E. T. WRIGHT & CO., - HAMILTON, CAN.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



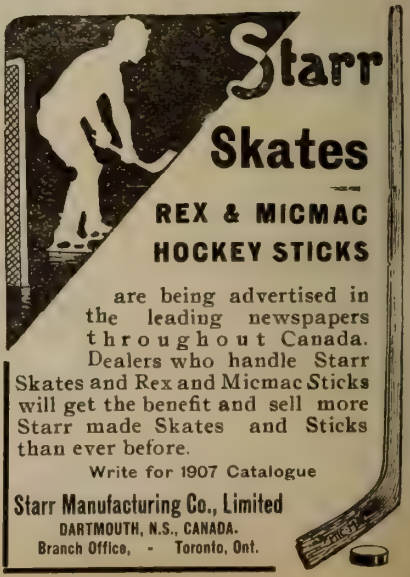
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Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT
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Square your accounts



REX & MICMAC HOCKEY STICKS

are being advertised in the leading newspapers throughout Canada. Dealers who handle Starr Skates and Rex and Micmac Sticks will get the benefit and sell more Starr made Skates and Sticks than ever before.

Write for 1907 Catalogue

Starr Manufacturing Co., Limited
DARTMOUTH, N.S., CANADA.
Branch Office, - Toronto, Ont.

Let us Help You Increase Your Business

Why not **go after and get** the fire brick trade in your locality.

Our expert information is at your command and will enable you to make this a paying line.

Make this one of the New Year resolutions and KEEP IT.

Francis Hyde & Co.

Contractors and Foundry Supplies

31 WELLINGTON ST.

MONTREAL



Your Customers Get Them For a Mere Bagatelle

Yes, its true that

Model 15, Hamilton Rifle sells at $2.00
" 19, " " " $2.50
" 23, " " " $3.50

Just think of the business you can do with rifles selling at such " way down " prices.

The jobbers carry a stock.

Speak to your man.

HAMILTON RIFLE CO.

Dept. 71. **PLYMOUTH, Mich.**

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ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

$ $ $ $ $ $ $ $ $ $

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
$2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS " SUPERIOR " ***FARLEY WORKS, SHEFFIELD, ENG***

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

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It Pays to Sell "STERLING" Paints



It costs no more than ordinary brands.

Your customer gets all paint—no sand in the bottom of can.

It spreads more easily—more smoothly.

The job when completed has a finish, a beauty about it which delights the customer and adds to your reputation and business.

It wears splendidly—will last at least a year longer than the ordinary brands.

Stock "Sterling" Paints for your Spring trade—a trial will convince you that you cannot afford to handle any other if you wish RESULTS and are anxious to get the BEST.

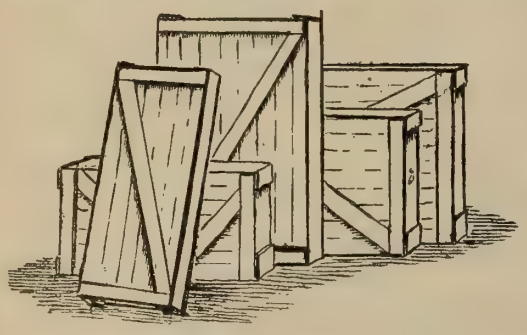
"STERLING" IN NAME. **"STERLING" IN QUALITY.**

Manufactured by

CANADIAN OIL COMPANY LIMITED, TORONTO

MONTREAL ST. JOHN HALIFAX WINNIPEG VANCOUVER

WINDOW GLASS FOR IMPORT



We have Special Prices for Import for Spring Delivery.

Do not place your order before seeing our prices. They will interest you.

Save money by importing direct.

We offer special Strong Cases, thus ensuring delivery in good order.

Send us your specification. We are always pleased to quote prices.

The Hobbs Manufacturing Co., Limited

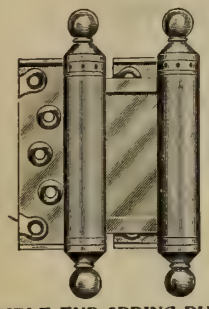
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CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

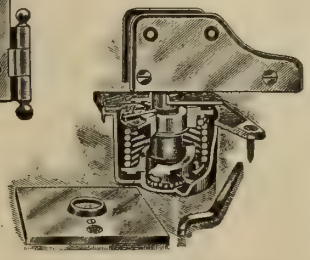
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

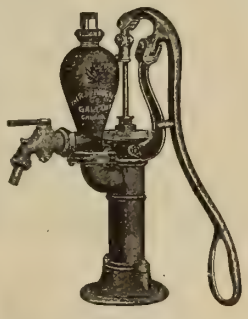
Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

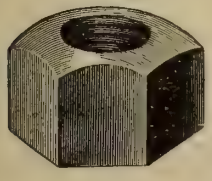
Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

GALT, - CANADA

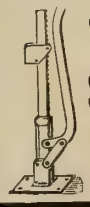


The John Morrow Screw, Limited

MANUFACTURERS OF

Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



COVERT MFG. CO.

Troy, N.Y.

Steel Carriage and Wagon Jacks

Harness Snaps, Chain, Rope and Web Goods, etc.

SOLD BY ALL LEADING JOBBERS.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.

OF ONTARIO, Limited.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Head Office

Ingersoll, Ontario.

Walter Mills, General Manager

Ask for quotations for Septic Tanks.

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.

NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N Francisco Ave., CHICAGO, ILL.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

HAVE BEEN THE

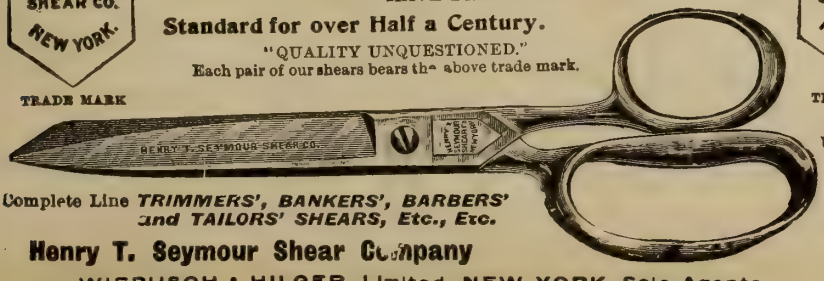
Standard for over Half a Century.

"QUALITY UNQUESTIONED."

Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK



Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Latest Catalogue will be sent in exchange for your business card.

Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents

GALVANIZING AND TINNING

THE CANADA METAL CO.
TORONTO, ONTARIO.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

No Horse Nails in the World

are made of better material than is used for the "C" brand. It is a special quality of Swedish Charcoal Steel Nail Rods, which have the highest tensile strength combined with great toughness. This is demonstrated by the average tests, which shows that test pieces of these rods will stretch over one-third of their length, and require a pulling force equal to 55,000 pounds per square inch before breaking.

No Horse Nails in the World

have ever, or do now excel the "C" brand in any test of quality impartially and scientifically applied. We challenge comparison with the product of any maker.

No Horse Nails in the World

will drive easier, or make better clinches, or hold the shoes on longer. The fine hardened bevel points, penetrate the hardest hoofs easily. You will never bend or buckle a "C" nail in driving, or find split or crooked nails.

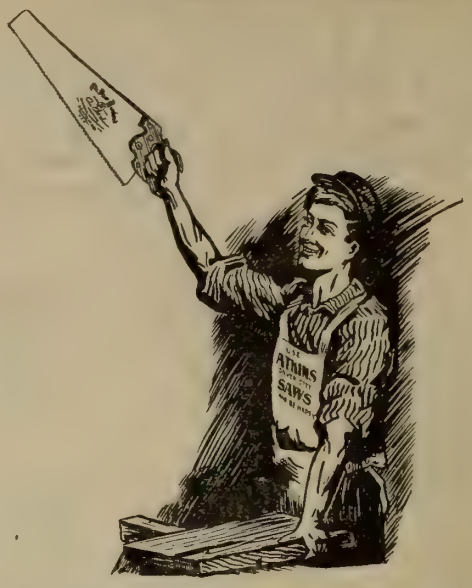
No Horse Nails in the World

are better entitled to the preference of the Canadian merchant for reasons of quality and fair price. They may be obtained on order from all the leading Hardware Merchants in Canada. If not obtainable on request, we shall supply you direct. Samples and quotations furnished on application.

CANADA HORSE NAIL CO.

MONTREAL

Established 1865



ATKINS SILVER STEEL SAWS

make merchandising easy. The Quality in them, backed by our enthusiastic publicity, has made them popular—we create the demand—you supply it. Easy to buy them—at your jobbers--or nearest branch.

E. C. ATKINS & CO., Inc.

Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 77 Adelaide St. E., TORONTO

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited

WOLVERHAMPTON

FUSE

White Countered, Gutta Percha Safety, Single and Double Tape, Etc.

Sole Canadian sales agents for
WM. BRUNTON & CO., Wrexham, England

INSIDE PRICES TO THE TRADE

JAMES BARBER, Era Works, Sheffield

Best quality only,
TABLE AND POCKET CUTLERY,
RAZORS, CARVERS, Etc.

J. H. ROPER

Canadian Representative
82 St. Francois Xavier Street, MONTREAL

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

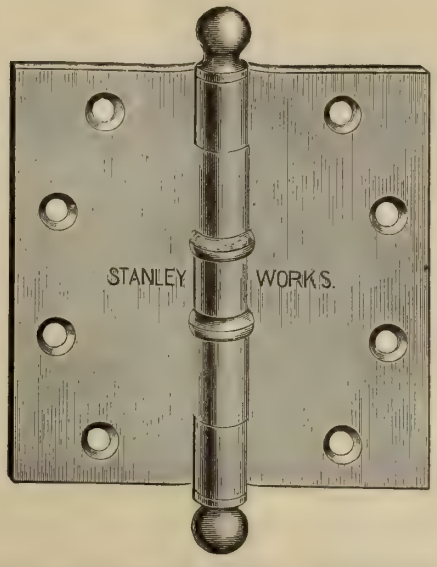
Stanley's Ball-Bearing Hinges

FOR ALL THEIR IMPORTANT WORK. DEALERS SHOULD HAVE THEM IN STOCK.



CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE

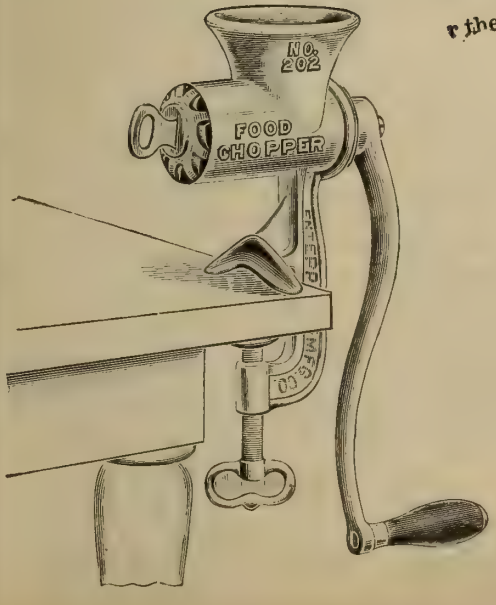


MADE IN WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION.

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.



this year.

PERSONAL. — The hardware dealer who is not making a handsome profit selling Enterprise Meat and Food Choppers will learn something to his advantage by addressing the undersigned.....

We are breaking all records in sales of Meat and Food Choppers. If you are not selling more

Enterprise Meat AND Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

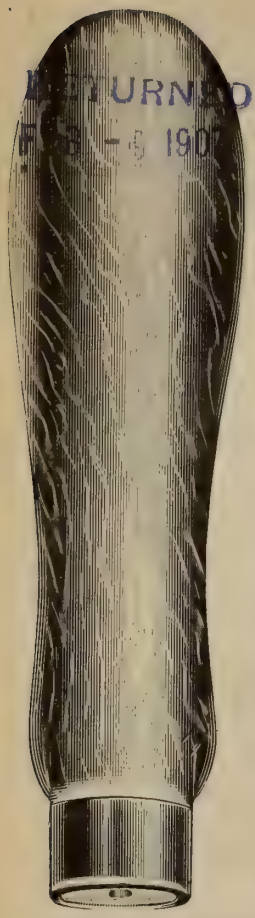
People are afraid now of packing house products.

They want to chop their own meats.

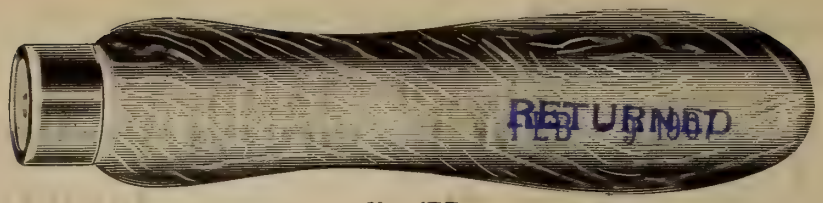
They are buying Meat Choppers from the dealers who are pushing them. Get in line!

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA, U. S. A.

NEW YORK BRANCH: 10 Warren Street. SAN FRANCISCO BRANCH: 318 Market Street



No. 176



No. 175



No. 177

CUMMING'S FILE HANDLES

ARE KNOWN
ALL OVER CANADA
FOR QUALITY

A high-grade handle made from selected material and sold at the same price as the poor ones.

WRITE FOR CIRCULARS AND PRICES.

"Cumming's Goods are Good Goods."

Made by

THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

Winnipeg : 608 Ashdown Building

THE SIGN OF THE TIMES IS THE ARTISTIC HARDWARE SIGN

It tells in a second just what your store is. Just what the man who runs the store is. Just what the goods in the store are.

A Hardwareman tampering with other than the best signs has a check-rein on his own store development.

☞OUR SIGNS "SPEAK OUT."

THE MARTEL-STEWART CO., Limited
NONTREAL, CANADA.



Can. Feb. 27, 1889

Fresh Air is Life

My Patent Cone Ventilator has no equal for ensuring fresh air in all large buildings such as schools, factories, also steamers, amusement houses, stables, private dwellings, in fact for any known structure inhabited by man.

It is authorized by the best architects, and can be made to correspond with any style or material. It is durable, and not costly.

Let us tell you about it. Write for booklet.

Hundreds of Testimonials—here is one :

St. Vincent de Paul Penitentiary, March 2, 1894.

G. D. Pearson, Esq.,

Dear Sir,—This is to certify that your Cone Rotary Ventilators are of great use. We have been using them and we find that they are the best, up to date, to give perfect ventilation.

I have the honor to be, yours, etc.,

T. OUIMET, Warden.

GEO. D. PEARSON & CO., Office and Works : **17 Pontiac St., MONTREAL**

Telephone Bell East 2106



Dana Peerless Freezers

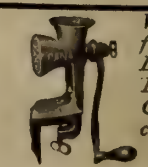
A Force in the Crusade for Pure Food.

The simplicity of the Dana Peerless solved the problem of pure ice cream for women appalled by the revelations of conditions in food factories.

The Freezer Easiest to Sell. Ask Your Jobber.

The Dana Mfg. Co.

10 Warren St., N.Y. **Cincinnati**



Write for Dana Food Choppe catalog.



Takes a woman off her knees

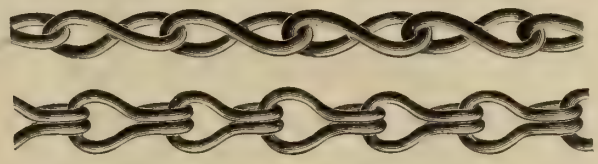
DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

Manufacturers of

Iron and Steel Wire,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Cotters,
Steel Wire Barrel Hoops



WE MANUFACTURE A FULL LINE OF

Steel and Brass Jack Chain

SINGLE AND DOUBLE LINK

***WHEN** MAKING UP YOUR NEXT ORDER*

FOR

Bright Wire Goods or Wood Screws

INCLUDE IN ORDER

YOUR REQUIREMENTS FOR JACK CHAIN

When Ordering PLEASE Specify DOMINION WIRE MFG. CO.'S Goods

DOMINION CARTRIDGES

D.C.CO. 303 SAV.

D.C.CO. 45 COLT

SURE SHOTS

Every dollar spent for

DOMINION AMMUNITION

makes work for Canadian labor—Every dollar spent on imported ammunition means a loss of work for Canadian workmen.

Insist on **DOMINION AMMUNITION,** and if your jobber won't supply you, write us.

Dominion Cartridge Co., Limited

Montreal

We Can Deliver These Stoves



WITH OVEN—230 Series

To be exact, we can ship baseburners the same day we receive your order.

"Famous" baseburners are made in two styles and five sizes.

The No. 230 series is a heavy, durable stove, with a three flue construction which distinguishes it from nearly all other makes. Is made in three sizes, for parlor and two with oven.

Our No. 113 series is a lighter stove, but well made and excellent value for the money. Is made in two sizes for parlor and one with oven.

You can sell either of these lines and feel satisfied that your customers are getting the best that experience and skill can build.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON, CALGARY

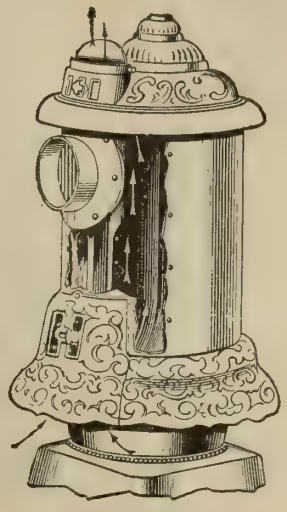
LARGEST MANUFACTURERS UNDER THE BRITISH FLAG OF STOVES, RANGES, FURNACES, ETC.

The "Good Cheer" Oak

NEW SERIES

Single and Double Heater





SECTIONAL VIEW.

Supplied with Feeder if Required



REAR VIEW.

Made in two sizes —either Single or Double Heater

No. 54, 13½ in. Firepot

No. 56, 15½ in. Firepot

This handsome Oak exactly fills the want between the low-priced heater and the more expensive base burner. The double-heater attachment we are able to include at a very small advance over price of a single-heater Oak, and is a feature which will be appreciated. Its construction as illustrated in the Sectional and Rear Views shows what a powerful heating adjunct it is.

Body of Stove is of heavy polished steel, handsomely nickel trimmed. Large feed door with good sized mica lights, making it a very cheerful stove, while screw dampers in both upper and lower doors make it easy to regulate the fire.

A shaking-ring draw centre grate is provided, as also a good sized ash pan.

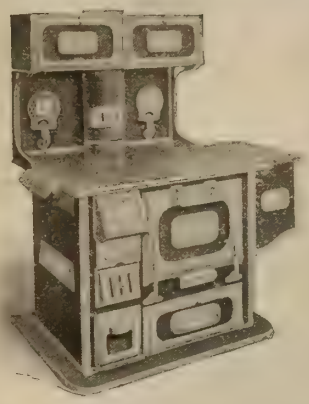
THE JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT.

SURE AS YOU'RE A FOOT HIGH!

YOU ARE LOSING LOTS OF GOOD MONEY IF YOU HAVEN'T

The Joy Malleable Range



You see, it's this way: "**THE JOY**" has many features that are "head and shoulders" above any orher range made in Canada, without mentioning **Malleable Iron** at all; and when these features, and the fact that the Tops, Doors, Door Frames, Drafts, Hinges, Dampers, Damper Rods, Pouch Feed and many other parts are made of malleable iron—well—there's no comparison—that's all there is about it, and wheu one gets into a community the demand instantly begins. The Peddlers have created the demand for **Malleable Ranges** in your territory.

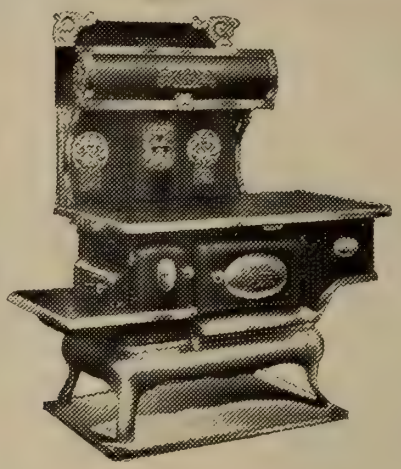
We have made it possible for you to get this business, by making a **Superior Malleable Range** at a lower price. It's up to you now. Will you grasp the opportunity, or by indifference or lack of energy permit this trade—and **good money**—to go to others?

JOY MFG. CO., 32 Humberside Ave., TORONTO, ONT.

TEES & PERSSE CO., - Western Distributors, Winnipeg

CHAS. H. FOX, - Agent for British Columbia, Vancouver

Perfectly Proportioned



Did you ever see a perfectly-proportioned fire-box.

Examine the "Empire Queen Range" and you'll see just such a fire-box.

It is fitted with latest duplex grates and heavy sectional cast iron linings for coal and separate grates for wood.

You realize **something** on every "Empire Queen" you sell.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario, Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.



ee this oven —21 inches.

"HERCULES"

CAST RANGE

is just what the name implies. Heaviest and best mounted stove on the market for the money. Write for weights and prices.

Roomy Flues,
Duplex Grates,
Large Fire Box,
Sectional Linings,

Above All—

A Perfect Baker and a Sure Trade-Winner.

CAN SHIP TO-DAY

Whittaker Stove Works

Windsor, Ont.

SELL YOUR CUSTOMERS THE

ALUMINUM OIL HEATER

and you won't be obliged to send a man out every little while to clean re-wick and put in order.

No money in that, is there?

But there's certain money in the Oil Heater that sells at sight and stays sold—only the Aluminum holds this record.

Join the procession—sell Aluminum Oil Heaters, and to avoid disappointment place order promptly.

A postal will bring full information.



LEWIS BROS., Ltd.

MONTREAL, TORONTO, OTTAWA, WINNIPEG, VANCOUVER, CALGARY

EMERSON & FISHER, Ltd.

Agents for NEW BRUNSWICK, NOVA SCOTIA and PRINCE EDWARD ISLAND.

Increase Your Oil Profits



Oil has long been a source of little profit, if not a loss to all who handle it. This is on account of the losses which eat away the difference between the cost and the selling price.

A Bowser Oil Storage Outfit does increase your oil profits because it stops all losses, such as those resulting from leaks, evaporation, waste, over measurement, etc. It does increase your oil profits because it saves time and labor. It does increase your oil profits because it keeps the store clean and is accurate in measurement, which things please old customers and bring new ones.

Remember too, the Bowser costs you nothing, because it is paid for by the money you are now losing.

If you want to make more money on your oil business, write to-day for catalog V.

S. F. BOWSER & CO., (Inc.)

66-68 Frazer Ave. - - TORONTO, ONT.

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL

TRADE WITH ENGLAND

Every Canadian who wishes to trade successfully with the Old Country should read

"Commercial Intelligence"

(The address is 168 Fleet St., London, England.)

The cost is only 6c. per week. (Annual subscription, including postage, $4.80.)

Moreover, regular subscribers are allowed to advertise without charge in the paper. See the rules.

"QUALITY UNSURPASSED."

TORONTO AND BELLEVILLE ROLLING MILLS LIMITED.

BELLEVILLE, - ONTARIO.

WE ARE IN A POSITION TO FILL ALL ORDERS PROMPTLY FOR

BAR IRON

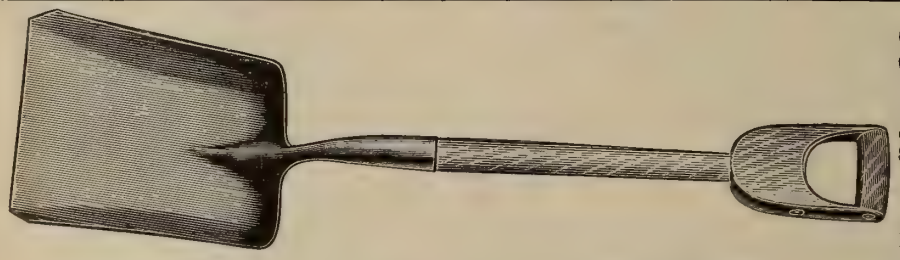
BILL AND CHARGE SYSTEM

You need it as much as the largest manufacturer to handle your business and do it thoroughly, so that you can keep track of your sales and know what you want, when you want to know.

UNIVERSAL SYSTEMS LIMITED

8-10 ADELAIDE STREET W., TORONTO, ONT.

14 BANK OF OTTAWA BLD., MONTREAL, QUE.



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

By getting in touch with us you will become acquainted with the favorite lines:



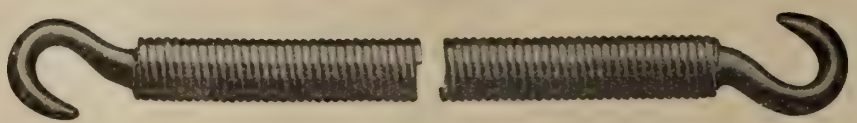
"Peterborough," "Lundy," "Irwin," and "Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

"PERFECTION" and "ECLIPSE"

Door and Gate Springs



Oil Tempered Furniture, Carriage Seat, Agricultural Implement Springs, etc., etc. Wire, Coppered Bronzed, Tinned, etc., etc. Wire Rods.

J. A. HENDERSON, Board of Trade Building, **MONTREAL**

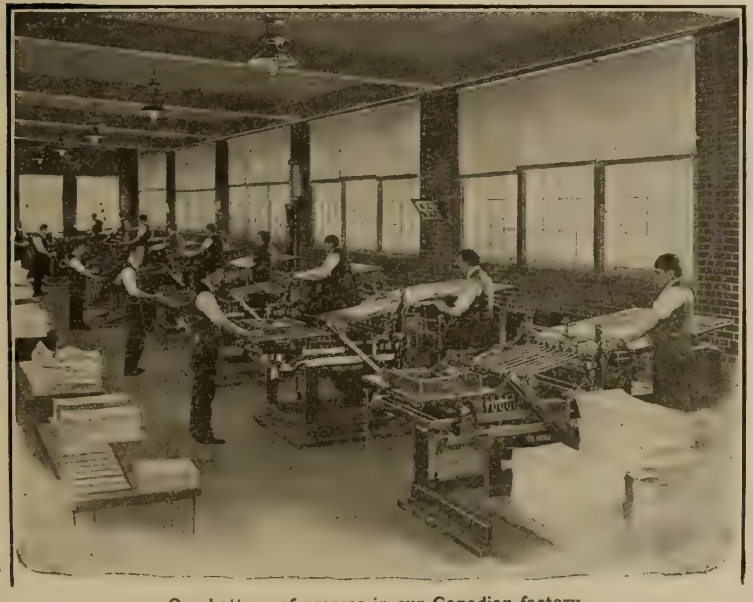
The Making of a System

To be able to design a system that will simplify and expedite the handling of business details is one important item, and to have facilities that will manufacture these designed systems with celerity and accuracy, is another no less important.

We have entirely covered both requirements. Our factory, the largest of its kind in the British Empire, is an ideal one—plenty of air, room and light. It is equipped with the most modern, labor-saving machinery, driven by individual motors, every part of the plant being in the hands of skilled artisans, making possible the quick and unerring handling of any work.



One battery of Ruling Machines in our Canadian factory.



One battery of presses in our Canadian factory.

The staff of experts who design our Systems for Business, have been educated in the great school of Practical Experience, and their work for our ten thousand customers is a guarantee that *your* work will be properly executed if entrusted to us.

It doesn't matter whether it is wholesale, manufacturing, retail, financial, or a professional business, we have systems for any one of them that will simplify and make methodical the accounting, facilitating the general work of handling business details. Write us to-day. One of our experts is somewhere near you, and he knows the systematizing business down to the ground.

The Copeland-Chatterson Co., Ltd.

Devisers and Manufacturers of Systems for Business

General Office: TORONTO

MONTREAL: Liverpool & London & Globe Bldg.
WINNIPEG: 141 Bannatyne Ave. East
OTTAWA: 14 Citizen Bldg.
LONDON, ENG: 43 Cannon St., E.C.
European Factory: STROUD, GLOU., ENG.

Works: BRAMPTON

A SHABBY SALESMAN

belittles the merit of his product. He is actually handicapped in explaining the features of his goods—indeed, he can hardly expect to get a hearing from the man who signs the orders.

Just think over the impression made on you by a traveller when he enters your store. If he is neatly dressed, looks pleasant and appears to have confidence in his goods, the chances are he travels for a good firm.

Goods sampled on your Shelf Boxes are

SILENT SALESMEN

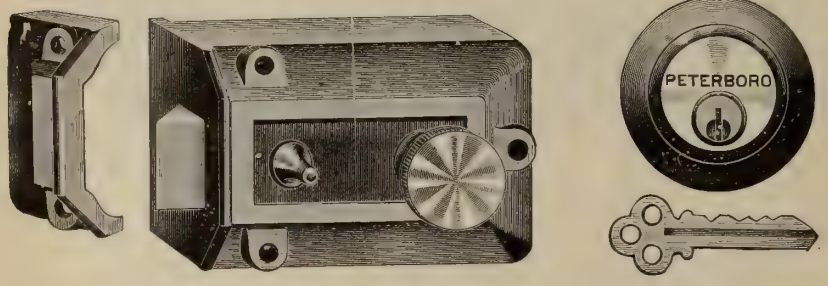
if they have a neat and attractive appearance, they will remind customers of many articles they had not thought of buying. Instal a good system of Shelf Boxes and there will be no more waste time looking for goods; no more dissatisfaction of customers who could not be promptly waited on.

The STRONGEST and NEATEST Shelf Box on the market is **The Bennett Steel Hardware Shelf Box.** It has galvanized steel sides and bottom and oak fronts, hard oil finish. Having steel sides and bottom, it saves 20 per cent. shelf room over the old wooden box. Each box has a price card fitted into a depression on side, so that you can mark the cost and selling price of goods.

New Illustrated Catalogue ready Dec. 1.

CAMERON & CAMPBELL, SOLE MANUFACTURERS **TORONTO**

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

SAVORY ROASTERS

SELF BASTING SELF BROWNING

Now is the time to sell Savorys. Get them in your stock, fill up your windows and make a good display, as every home should have one and this is the season they sell.

Family Size 11½x17½x8¼



Hotel Size 13x20x9½

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

GOSSIP AND SHOP TALK

"You are turning out a very practical trade newspaper," said one of the most experienced trade journalists in Canada about Hardware and Metal a fortnight ago, and this comment, coming about the same time as a friendly criticism from a subscriber in one of the large cities in Ontario, that we were, in his opinion, devoting too much space to our Plumbing and Steamfitting department, set the editor at work comparing the present paper with the one published a year and two years ago.

The growth of the paper has been a steady one, the number of pages having increased from 56 to 60 in 1904, to from 72 to 80 in 1906. It is time that we are devoting additional space to our plumbing section, but the increased size of the paper and the dropping of the Machinery Department when Canadian Machinery was established two years ago, has given plenty of opportunity for improving the plumbing and other sections without in the least curtailing the space devoted to the purely hardware reading matter.

* * *

The truth is, that the Plumbing Department is read with keen interest by the great majority of the hardware merchants in the smaller towns and cities, in every part of Canada, plumbing and steamfitting being a branch of the hardware business everywhere, except in the large cities. That our Plumbing Section is considered both useful and valuable to hardware merchants is illustrated by the fact that the prize-winning answers received in reply to the question recently asked on hot water heating, were written by hardware merchants, who accept plumbing and heating contracts and look to Hardware and Metal for technical information on these subjects.

Rather than considering the Plumbing and Steamfitting Department one which is receiving too much attention, we are arranging to further strengthen it, and expect shortly to announce the publication of a very interesting series of practical articles on heating and sanitation. The author will be a Canadian, and his articles will alternate with those written by Mr. Quinn and others who are now contributing to these pages.

* * *

The enlargement of the paper during the past couple of years, has enabled us to establish many new departments and improve the paper in many ways, and the space devoted to market reports, has also been increased by about two pages during the past two years, and these pages made more valuable by the addition of the "Markets in Brief" on the first page of the reports, and by the better classification of the Current Market Quotations at the back of the paper.

It may not be considered amiss, to mention here, a nice compliment to Hardware and Metal, passed by a well-known hardwareman a few days ago. This gentleman, who is the sales manager of one of the largest jobbing houses in Canada, dropped in for a chat with our Montreal editor, and, happened to pick up a copy of Hardware and Metal, which lay on the desk. "This paper is certainly improving all the time" said he, as he turned over the pages. The features which struck him as being particularly good were, the listing of market changes every week, and the attention which has been given to window and interior displays. Another thing which has been appreciated, is the monthly article on "What to do the Following Month." Many a hardwareman has received inspirations from these hints, and there are few readers who do not adopt from them, ideas which improve their selling, buying and display methods.

* * *

The publishers of Hardware and Metal, are sufficiently human to enjoy the nice things which are said about it. Scarcely a day goes past but what we receive a kind letter from a subscriber or advertiser in some part of the country. We appreciate these, and, far from making us content to rest on our oars, they spur us on to greater exertions. We are constantly bending our energies to improving the paper, and we are glad to know when a new idea in its make-up is approved by our readers. Friendly criticism is another thing which helps us. It always pleases us to receive a letter in this view, and they do come occasionally. Even our best endeavors sometimes fail—whether the fault lie with the writer or the printer—and we feel grateful to those friends who call our attention to the fact. This is especially true of our Current Market Quotations, where we endeavor to give correct quotations on a multiplicity of articles. We try hard to keep them all absolutely reliable, but, in these days of kaleidoscopic market changes, there must be some that escape us. We invite our readers to keep us posted in these matters, and tell us of our mistakes.

* * *

The keen interest taken in our market reports by jobbers, travelers and retailers, and even by clerks is constantly kept before us by the numerous hints we receive from all of these sources, all helping to make the weekly reports correctly outline the existing situation, and allowing us at times to make forecasts of the probable tendencies of the markets, through which buyers can often make large savings. Recent advances in stoves, white lead, mixed paints, metals, shelf hardware and plumbing materials have been correctly forecasted in our reports.

An incident showing how closely our reports are watched occurred last month. Unavoidable circumstances had temporarily disorganized our mechanical department and several errors slipped past the proofreader uncorrected. An advance on white lead was reported in our "Markets in Brief," "Current Market Quotations," and in the introduction to the Paint Markets, but the figures were left unchanged under the white lead heading. The first mail brought a letter from a large jobber, and early Saturday morning a large paint manufacturer telephoned drawing our attention to the error. "It will be hard for our travelers to sell the retail trade at the advanced prices," said he "as the retailers rely largely on the prices you quote.

Neither of these firms were advertisers at the time, but one has since placed a yearly order and the other will probably do so before New Years. A paper which they and their travelers find so valuable in its market reports, is equally valuable as a medium through which to make trade announcements.

* * *

A word about our advertising pages. During the past year marked improvements have been made in the arrangement and grouping of the advertising matter, the publishers aiming to improve the general appearance of the paper and make the advertising pages even more interesting to the retail buyer than the editorial sections.

The "Buyers' Guide," which we are now preparing to send to every buyer of hardware in Canada, in the spring of 1907, will be a valuable reference book for use in connection with the seasonable announcements made from week to week in the advertising pages. The preliminary proof sheets recently issued have brought in many letters of commendation, as well as some frank criticism and pertinent suggestions. Every advertiser or reader is invited to forward information regarding additional firms or articles used on the Canadian market, and not listed in the recent publication.

* * *

The Gurney-Massey Co., Montreal, one of the largest heating firms in Canada's metropolis, wrote a month ago:

" We think that Hardware and Metal is supplying a long-felt want in the hardware and allied trades, and, since you have added your Plumbing and Heating Department, it has made it more valuable than ever to us. We take great interest in reading your heating problems, and think they cannot fail to be of great benefit to the trade at large."

* * *

Leroy J. Chown, formerly of Belleville, but who with his father recently purchased a hardware business at Edmonton, Alberta, recently wrote:

"We have always taken your paper in the east, and I feel lost here without it. Every hardwareman should be a subscriber."

* * *

W. G. Pow, who is again managing W. R. Hobbs' retail hardware store, at Tillsonburg, but who was on the road for the Hobbs Mfg. Co., London, during the past summer, wrote a few weeks ago:

"Although now a traveler and no longer engaged in window dressing, I still appreciate the usefulness of Hardware and Metal, and as surely as it is an absolute necessity amongst hardwaremen, so is good window dressing an absolute necessity for prosperity, and, in my opinion, the cheapest method of advertising."

AMONGST THE SALESMEN

A TRAVELER'S GOOD SHOOTING.

William Linton, 50 Colborne street, Toronto, who represents the Standard Ideal Sanitary Manufacturing Co., the Star Iron Co., and the J. C. McLaren Belting Co., in Western Ontario, brought back the fine souvenirs shown in the illustration with him on his return from a hunting tour a fortnight ago. Mr. Linton, along with a cousin of the same name from Aurora, and A. Poynton, of the Toronto Water Works, visited the region to the south of Lake Wahnapitae, about 100 miles northwest of North Bay, two of the party going in by wagon over long unused pole roads, while Mr. Linton and one other went up the Wahnapitae River in a canoe having to spend the night in the woods owing to the delay of the wagon party in reaching the rendezvous. Arraving



Wm. Linton, a Western Ontario Traveler and his Hunting Trophies.

in camp about noon no time was lost in going after big game as by 3 o'clock the big bull moose, whose light colored hide can be seen in the photo, was to the credit of the hunters, Mr. Linton taking the meat and body but giving the head to his cousin, W. Linton, of Aurora. The moose was four years old and weighed about 1,000 pounds. Other game falling to the party's marksmanship included the large lynx shown in the photo, several deer and numerous small game. The four bears were trapped, but the large 7-foot one provided some excitement before giving up the fight. The loss of two valuable dogs, handicapped the hunters, but Mr. Linton says he is going back again next year after a larger head, and if it wasn't for the existence of hunting laws would promise to provide all his friends with moose heads or choice cuts of roast venison or moose.

TRAVELER RESTED IN PEACE.

A traveling salesman died suddenly in Pittsburg, Pa., and some of his friends telegraphed the undertaker an order to make a large wreath. Investigation showed that the telegram ordering the wreath read as follows:

"'Rest in peace,' on both sides of the ribbon; if there should be room: 'We shall meet in heaven.'"

The undertaker was out of town, and the new assistant handled the job. It was a startling floral piece which turned up at the funeral. The ribbon was extra wide, and it bore the inscription:

"Rest in peace on both sides, and if there is room we shall meet in heaven."

CLERKS SHOULD STUDY MARKETS

"An intimate knowledge of the ruling prices of the wholesale market is an invaluable aid to the training of every ambitious hardware clerk," writes a clerk in a retail hardware store in Northern Ontario. "Even though he may be filling a subordinate position such knowledge will still be a lasting benefit in that it serves as a guide in the placing of orders with the wholesale house, makes him more valuable to his employer, and enables him to discuss the relative cost of wares as well as the rise and fall of prices with prospective buyers and give them the advice born of close study of the subject. The clerk possesing such knowledge is thus enabled to speak with a confidence that cannot help but impress his listeners and will prove a better salesman than one whose knowledge of the business is limited to the shelves and counters of his employer's store. This is especially true in a country such as Canada, offering such a wide scope for the operations of business men who are not afraid of an up-hill fight."

"There are a few hardware clerks who do not look forward to starting business for themselves. It is when thus thrown upon their own resources (possibly with strong opposition), that an intimate knowledge of the market quotations in his particular line will be of lasting benefit and may often save him from serious losses. He will be able to exercise better judgment in his dealings with the representatives of the wholesale house. Good fellows as a rule but not always too scrupulous in pushing sales. It will not be long after starting in business of his own that the young hardwaremen will thank his stars that he was seized of the idea to keep close tab on the markets and thus fit himself for a scuccessful career as a hardware merchant.

VALUE OF APPEARANCES.

I used to be a clerk in a shoe store, said a hardware traveler the other day. One day the proprietor stepped up to me and said: "If a customer should come in and ask if we sold shoe blacking, you'd say yes, wouldn't you?"

"Yes, sir, of course."

"Well, do you know what I'd say if I were that customer?" he asked.

I said I didn't know.

"I'd ask you," the proprietor replied, "why in the world you don't advertise the fact on your own shoes?"

I "tumbled" immediately, and after that I kept a brilliant polish on my shoes and began to pay much more attention to my personal appearance during business hours, and I soon saw it paid to do so.

TRAVELERS ELECT OFFICERS.

Hardwaremen will see the names of many old friends in the list of names of candidates for office in the Commercial Travelers Association. The annual meeting will be held in St. George's Hall, Toronto, on Dec. 27, when the results of the ballot will be declared. The following were elected by acclamation:

President, Lewis A. Howard; First Vice-President, Geo. West; Second Vice-President, R. Gemmell. Two nominations were made for the treasurership, viz., E. Fielding and John H. Kenney. Brantford Board—Directors, Messrs. J. S. Hamilton, D. J. Waterous. Kingston Board—Directors, Messrs. W. H. Graham, W. S. R. Murch. Winnipeg Board—Vice-President, Mr. Hyman Miller; director W. M. Jackman. Vancouver Board—Directors, Messrs. R. Martin, J. A. McMaster. Brockville Board—Director, M. Moore.

The above boards were elected by acclamation and the following nominations were made:

Directors for Toronto Board—Messrs. J. P. Balfour, William Boone, James G. Cane, W. A. Cockburn, W. M. Fielding, J. M. Fairfield, P. M. Gloff, J. H. Lumbers, W. J. Micks, George W. Moore, Donald Morrison, James McLaughlin, A. C. Rogers, S. M. Sterling, C. J. Tuthill, J. H. Wildfong. Nine to be elected.

Hamilton Board—First Vice-Presi-

dent, John H. Herring, Second Vice-President, Messrs. E. J. Fenwick, and R. M. Stuart, one to be elected; Directors, Messrs. George G. Austin, W. H. Dean, Arthur F. Hatch, E. E. W. Moore, George A. Matheson, George M. McGregor, P. H. Sommerville, J. Stoneman, J. R. Stewart, H. G. Wright, six to be elected.

Guelph Board—Vice-President, C. Auld; Director, Messrs. F. C. Burn, A. Hill, Adam Taylor, one to be elected.

Montreal Board—Vice-President S. O. Shorley; Director, Messrs. D. Adair, Wm. Cauldwell, Wm. Creighton, one to be elected.

Berlin Board—Director, Messrs. Henry Brown, Fred Doering, A. Foster, J. Knauff, W. J. Moody, one to be elected.

N.-W. C. TRAVELERS MEET.

The Northwest Commercial Travelers' Assoication held their annual general



J. E. McROBIE
President, N.W.C. Travellers' Association.

meeting in Winnipeg on the evening of Saturday, Nov. 24th. President, D. J. Dyson, presided and there were present about 40 travelers.

Officers were nominated as follows:

President, J. E. McRobie, acclamation; Vice-President, Geo. Wilson, acclamation; Treasurer, L. C. MacIntyre, acclamation. Vice-President for Calgary, H. W. White, E. Dagg, A. McKillop; Vice-President for Edmonton, F. M. Morgan; Vice-President for Regina, P. Cooper; Vice-President for Victoria, F. A. Richardson; Vice-President for Victoria, C. W. Bishop, M. H. Dobie, one to be elected. Directors for Vancouver, T. J. Stephens, G. W. Adams, F. C. Harris, H. W. Duncan, W. I. Linton, Two to be elected. Director for Victoria, H. Erb, F. J. Hall. One to be elected. Director for New Westminster, Fred. J. Lynch. Director for Kootenay, Geo. Munn. Auditor, T. Harry Webb. Directors for Winnipeg (11 to be eleced), A. S. Lock, F. H. Nesbitt, T. Montgomery, C. Holden, E. L. Thomas, Geo. Barrett, A. E. Wayte, E. Nicholson, H. J. Clare, J. Perry, J. E. Holland, W. W. Bole, F. W. Adams, W. Stitt. Eleven of the above and D. J. Dyson will comprise the board of directors for 1907 for Winnipeg.

The annual meeting will be held on Dec. 15th, when the results of the elections will be announced.

KEEPING SALESMEN WAITING.

A St. Paul traveling man recently stated that a good buyer never keeps a salesman waiting if it is possible not to, and yet it is true that every salesman losses on an average of two and a half hours each day waiting on buyers. The cost of selling goods is figured in making the selling price and buyers have to pay for it, so that if a salesman's time is lost some one has to stand the loss, and although most buyers would be very much surprised to hear that they pay for it, it is nevertheless true. There are over 100,000 salesmen on the road, whose salary and expense average $10 per day, and their lost time is therefore valued at least at $250,000 a day, which enormous sum must be paid by the buyers, although they get absolutely nothing for it.

BE CORDIAL TO CUSTOMERS.

Clerks should always be polite and discreet. An aggregation of clerks who are "flip" with customers and talk about them behind their backs, will soon queer any business. The atmosphere of a store should always be genuinely cordial towards customers.

ACCEPTED NEW POSITION.

D. Gunn, of Manitou, Man., has accepted a position with Wilson and Wilson, hardware merchants, Balgonie, Sask.

CALL ATTENTION TO DISPLAY.

One of the largest of the Chicago retailers recently placed a large card in the newspapers calling attention to his windows. The idea is an excellent one. The card stated that it was to the interest of everyone who was at all interested in good goods at low prices to watch the windows, as there were many goods shown there all the time that were not advertised in the newspapers. Attention was also called to the fact that the store devoted a large amount of care and money to the decoration of its windows, and that they were well worth looking at. This is a good idea to put into practice when it is desired to call particular attention to some article or line of goods which you wish to push, or when there is a special sale on. Make the window, the newspaper advertising and the interior of the store all join forces in booming the special event, whatever it may be.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 31.

F. W. S. Davis, whose portrait appears this week is a man who has run the gamut of hardware and paint experience, beginning as a youth in his native town, Mitchell, Ont., in the employ of J. G. Jones. Mr. Davis believed in getting experience and after serving his time in Mitchell, went to Parkhill where he was employed with H. Bishop. He spent a little time in Arthur and then went with T. J. Morton, of Brantford, for three years. Tillsonburg was the next place, where for three years he worked for what was then the firm of Foster & Hobbs. From Tillsonburg he came to



F. W. S. DAVIS, Toronto.

Representing Sanderson Pearcy & Co. in Western Ontario.

Sanderson, Pearcy & Co., Toronto, with which firm he has spent the last twelve years.

Mr. Davis' retail experience has stood him in good stead on the road, and it, together with his traveling experience, has made him a most successful salesman. When the Sanderson, Pearcy Co. was incorporated some months ago, Mr. Davis was taken into the company so that he has now a further incentive to spur him on in the work he has so long been associated with. Mr. Davis' present ground is the Niagara Peninsular, up to Owen Sound, Wiarton and Southampton lines, and the district east of Port Hope and Tweed.

WANTED to buy a good hardware business about $4,000 stock. Nothing but an A1 business considered. Box 10 HARDWARE AND METAL, Winnipeg. [51]

EFFECTIVE ADVERTISING

WELL WRITTEN—POOR DISPLAY.

A. A. Hunt, of Hunt & Ross, Abernethy, Sask., has sent a five-inch double column ad for criticism by us. This firm shows good judgment in the matter used, in the size of the space paid for, and in the position on the top of column on the corner of a page, a medium sized black border adding strength and attracting attention.

The body matter is an effective talk about pumps. The ad writer did his work well, but he evidently turned it over to the printer without sufficient instructions, as the face of the ad is almost entirely lost by the lack of strength in the heading, "A Little Talk About Pumps." The firm name at the bottom is in good strong type, but it would be strengthened by the addition of an address line above the motto: 'A square deal guaranteed to all who trade here." As it stands, there is nothing to show where the store is located.

The talk on pumps is educative and interesting, and should sell goods. Too few ads of this kind appear—possibly for the reason that most manufacturers do not set a good example by using the trade paper to explain the merits of their goods. Such talks might well supplant many of the ads made up largely of cuts to good advantage, and the retailer learning something practical about the goods, would be better able to "talk quality" over the counter and in his local newspaper advertising.

Hunt & Ross' pump talk is as follows:

"The dealer who selects a first-class article with real merit and pushes it, invariably succeeds, our success in the pump business has proved this to us. In selecting the celebrated Myer's pumps as our selling line we found that they had many special patented features which their competitors and imitators could not provide in their pumps, for instance the Myers people are the originators of the Glass valve seat, one improvement which has gained them a world-wide distinction, unlike the iron valve seat this is absolutely non-consoive and adds many years to the life of a pump, and, without it no pump is perfect.

"The material used in the construction of the Myer's pumps is the very best that can be procured for the purpose, the stand is of the best cast iron and steel, the cylinder of seamless drawn brass or brass-lined iron, and the leathers which are the life of a pump, of selected oak tanned leather. 'Not how cheap but how good' is the motto of the Myers people, and considering the amount of wear a pump is subjected to, is not this motto a good one.

When buying why not get the best?"

HOW ORILLIA MERCHANTS ADVERTISE.

Three prominent hardware merchants of Orillia advertised stoves last week in one of their local papers. This is a timely line to put before the people at this time, as stoves should sell well with a little encouragement at this season, and as the hardware merchants need all possible floor space for their Christmas display.

The first of the three hardware ads. in the Orillia Times, is a striking advertisement made by the Orillia Hardware Company, which starts off with the head line, "Now is your chance," and goes on to say what the chance is, "250 stoves and ranges to choose from," and further explaining:

"These stoves we bought before the advance took place and we will give our customers the advantage of the largest assortment and lowest prices north of Toronto. We take old stoves in exchange. Don't delay in making your choice, etc.

Their different branches, hardware, plumbing, heating, and metal work, are merely referred to above the firms name at the bottom. The only drawback to their ad., which is 7 x 9 inches in size, is that too much room is taken up with two cuts of interior and exterior views of their store. These cuts would have been more effective used with a reading matter write-up on one of the reading pages.

Gilpin Bros., also, have a very effective ad. of 9 x 13 inches with several cuts of stoves arranged very attractively. Starting off with the head line, "Stoves—some very special bargains," continuing to state why sale is being made.

"We are making a clearing sale of stoves to give the needed room for our immense Christmas stock, which will soon be pressing for space. Buy now and save money. Here are some particulars to help you judge the unusual values."

This ad. on the whole is very attractively displayed, good use being made of large space covered by it. Their ad. should bring good results.

Another is that of Messrs. MacNab Bros., which is 5 x 7 inches, with a large cut of about 4 x 5 inches. The cut used was much too large, making the reading matter appear insignificant. "The Happy Though Range Has Every Good Quality" is brought out in large display type followed by the paragraph:

"If every housewife knew how easy cooking is made by the use of the Happy Thought; how much time, trouble, and labor saved, she would use no other. The evenly heated oven, answering instantly to the action of the dampers, makes cooking a delight and not a labor," etc.

While the reading matter is very good it would have been much better had a smaller cut been used and more display given the body matter with some catchy head line such as "Struck with a Happy Thought," followed by the arguments as set forth above.

PUSHING STOVE SALES.

Keep on booming stoves in the advertising columns these busy days, where the returns are so quickly evidenced. In retail advertising the dealer should not have to question the value of this or that advertisement very long. In a town where papers are issued weekly ads. should be changed every issue. Use cuts freely, but not to overcrowd the reading matter, leave the arrangement of the cuts and general matter to the printer, unless you are an experienced ad. writer.

Another good way to advertise is by sending post cards telling when some special sale of seasonable goods will take place. Mention special inducements, calling attention to some article in stock absolutely new and desirable, that will be placed on sale on a certain day, that prior to the date set the complete stock of goods referred to will remain intact for inspection, but that orders will be booked for delivery after the opening sale. This plan should only be worked with something very attractive. If careful in making the selections, good results will be obtained.

One of the strongest plays in advertising is to attract the attention with something that is so cheap that it creates a desire on the part of the shopper to have a look at it. Then the merchant gets in his fine work and turns attention from the cheap article to some higher priced article and makes a much larger profit. This is one reason why every advertisement should have leaders in it. All that you can possibly expect from an advertisement is that it will bring customers to your establishment, that it will bring inquiries as to goods advertised. The rest will depend upon the salesman to display his art.

When there is little doing, the merchant should get out among the trade. This is another way of advertising that costs but little money and brings the best possible results. Also do not forget the word of mouth advertising which will come only from satisfied customers, who have bought goods at right prices.

In towns where a lot of farm trade is handled, the chief desire among farmers is to procure goods at a fair price, quality not appearing to him as strongly as dollars and cents, and quantity, counting in a great many cases, over quality. So in your advertising in local papers, which will no doubt have a good circulation throughout the rural districs, you must always remember to have seasonable goods very prominently mentioned and bring out any special features of the sale.

WINDOW AND INTERIOR DISPLAYS

A TRAVELLING WINDOW.

In the field of advertising and display it might seem that up-to-date merchants had exhausted the possibilities in the way of electric light, signs, etc. It remained, however, for an ingenious and enterprising Cleveland merchant to discover a way of multiplying his available window display space by four—a seeming impossibility. This is how he did it.

The window floor was arranged so that it revolved like an endless chain over two drums at either end; the window floor extending back into the store the depth of the window and being separated by a black velvet cloth. The different aluminum articles—some 200 in number—were wired to the moving window floor, and thus produced such a unique and striking effect as to challenge the attention of large numbers of pedestrians. Before this device was installed, but fifty pieces could be shown, and that in the old-time stationary style.

This enterprising merchant has "blased a new trail" in the window display line, which merchants in many other lines of business may find it to their advantage to employ. The device was home-made, simple in design, inexpensive and driven by a small electric motor concealed below the floor.

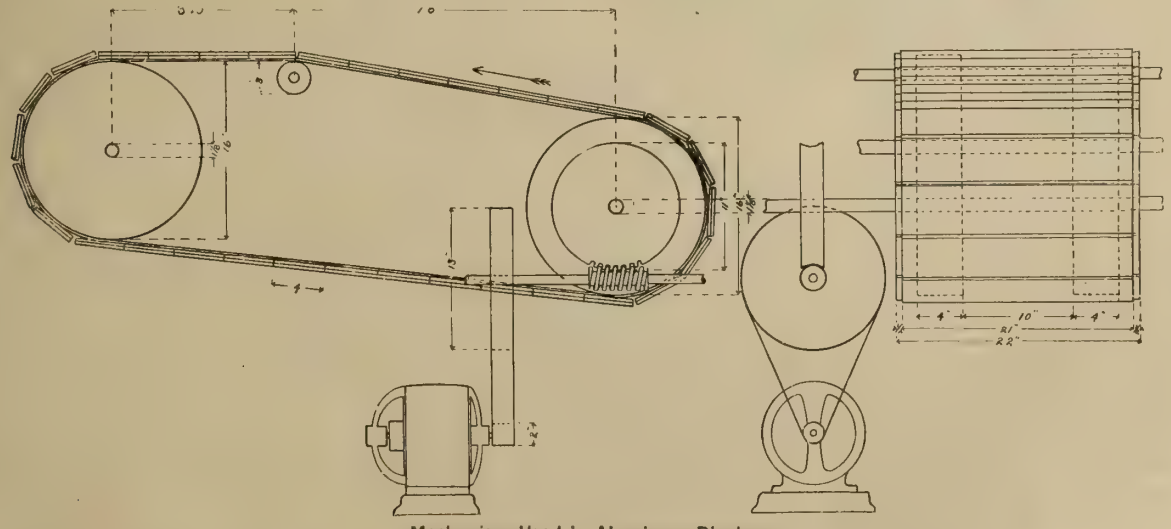
The accompanying photographs, secured under adverse reflecting conditions, show the general appearance of this novel arrangement. The detailed sketches show accurately the mechanism.



Small Window Space Doubled.



Endless Chain Moving Display.



Mechanism Used in Aluminum Display.

LIGHTING DISPLAY WINDOWS.

How to light the show window to the best advantage is often a difficult problem. In former times, before the incandescent electric lamp came into general use and before the various modern systems of gasoline, kerosene and acetylene lighting had been perfected, the store keeper hung in the centre of his window a big kerosene lamp, and everybody was satisfied. To-day the modern show window is a perfect blaze of light, which shines on the goods displayed and not in the eyes of the window gazer.

One of our exchanges recently published two photographs showing right and wrong methods of lighting windows. In one case the lights affected the eyes and instead of being encouraged to look at the display in the window were forced to look the other way. The second illustration showed shaded lights, the rays of which were cast in a flood upon the articles in the window, the effect on observers being to attract their attention and, as not a light glare was visible, to hold it for an indefinite time.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

Officers Retail Hardware and Stove Dealers' Association of Western Canada:

President—A. J. Falconer, Deloraine.
First Vice-President—J. B Curran, Brandon.
Second Vice-President—W. M. Gordon, Winnipeg.
Secretary-Treasurer—J. E. McRobie, Winnipeg.
Executive—Alberta, A. E Clements, Olds; C. F. Comer, Calgary; A. R. Auger, Okotoks.
Manitoba—H. S. Price, Boissevain; A. P. Macdonald, Winnipeg; O. Gilmer, Winnipeg.
Saskatchewan—G. K. Smith, Moose Jaw; S. A. Clark, Saskatoon; J. R. Fox, Weyburn.
Officers Western Board (elected by general merchants and hardwaremen in joint session): President, W. G. McLaren, Souris, Man.; vice-president, G. K. Smith, Moose Jaw, Sask.; H. C. Hamelin, Winnipeg, Man.; sec etary, W. A. Coulson, Winnipeg, Man.; treasurer, J. E. McRobie, Winnipeg, Man.; auditor, J. A. Lindsay, Winnipeg. Man.
Association offices, 53 Scott building, Main street, Winnipeg.

Officers Ontario Retail Hardware and Stove Dealers' Association:

President—A. W. Humphries, Parkhill.
1st Vice-President—W. G. Scott, Mount Forest.
2nd Vice-President—J. R. Hambly, Barrie.
Treasurer—John Caslor, Toronto.
Secretary—Weston Wrigley, 10 Front St. East, Toronto.
Executive Committee—The officers and J. W. Peart, St. Mary's; M. R. Marshall, Dunnville; D. Brocklebank, Arthur; F. W. Jeffery, Midland; E. P. Paulin, Goderich, and Frank Taylor, Carleton Place.
Auditors—J. W. Peacock and C. F. Moorhouse, Toronto.

GET READY FOR CONVENTIONS.

Are the Association members in Ontario, and in the West, taking advantage, as they should, of the influence which their respective trade organizations can exert in their behalf?

A case in point. Some time ago, a hardware dealer in the far west, a member of the Western Retail Hardware Association, wrote to Mr. McRobie, complaining that a wholesale house in Winnipeg had sold hardware direct to one of his customers. He was willing that the Association should mention his name if it would be of any advantage in dealing with grievances of this kind. But he gave no information in addition to what is given in this paragraph.

Now the Association exists for the purpose of protecting the interests of its members, and the Secretary was anxious to deal with this complaint, make a thorough investigation, and secure justice for the dealer in question. But until he had been supplied with the name of the offending wholesale house. the name of the customer, and, at least, the approximate date of the sale, together with a description of the goods he could not possibly take any action in the matter. Accordingly, he wrote the dealer who made the complaint, and asked him for the necessary particulars. To this letter he has received no answer, and he has been able to take no action in this particular case. Members cannot expect the Secretary to deal with matters of his kind, unless they furnish him with the necessary details.

It is not too early to remind Western Association members of the semi-annual meeting to be held in Winnipeg, next February. In other years the February meeting has been most successful, and with the rapid growth in the influence and membership of the Association, there is every reason to expect that the next meeting will surpass all previous ones in attendance and enthusiasm. Previous meetings have been productive of great benefit to those attending, as dealers have realized as they never were able to realize before, that the interests of hardware merchants are common. They have also discovered what good fellows opposition dealers are, after all, and have come to a better understanding with them. The February and July meetings are also the clearing houses for grievances, for it is at these meetings that trade grievances can be most advantageously discussed.

All Manitoba dealers should be able to attend; dealers in Saskatchewan and Alberta towns, should meet and decide to send one of their number, in order that their town may be represented It is not too early to take this matter up.

FIRE INSURANCE RATES.

Hardware dealers in Ontario who feel that they are paying too much for their fire insurance, should write the Secretary of the Ontario Retail Hardware Association, or J. Walton Peart, St. Marys, Chairman of the Mutual Insurance Committee, giving the rates they are now paying on buildings and stock and expressing their opinion as to whether they would take out a small policy in. the Mutual Fire Insurance Company, composed entirely of retail hardware dealers, whose stocks and buildings would be greatly isolated, and the risk of loss very low. Mr. Peart is making an investigation, and expects to be able to report that lower rates can be procured. But it will help him greatly if Ontario hardware men send him the information asked for.

Here are the questions again:

What insurance do you carry on (a) Buildings, $. (b) Stock, $.

What are stock company rates on (a) Buildings, per cent. (b) Stock, per cent.

In the event of our organizing for Mutual Insurance, would you insure to the limit of policy ($3,000)? If not, state what amount you would carry with the Association.

In the event of an arrangement being made on a preferential basis with an existing company, upon the lines outlined at Convention, would you be inclined to place your insurance up to the limit of $10,000 with one company?

Have you any general suggestions to make regarding Fire Insurance?

SEVENTY-FIVE PER CENT. BELONG.

The membership of the Retail Hardware Association in South Carolina now embraces 75 per cent. of all the dealers in that State. As yet they have no State Mutual Fire Insurance Company, but an institution of this kind is in the course of formation, and, it is hoped to have it in operation inside of a year. In the meantime some of the already established mutuals are writing fire insurance for the members in North and South Carolina, and mutual insurance is growing in popularity, the saving therefrom enabling the dealers to carry their stocks more fully protected against fire.

CHEAP MUTUAL INSURANCE.

Secretary C. A. Peek, Berlin, Wisconsin, writes: The Eleventh Convention of the Wisconsin Retail Hardware Association, will meet February 6, 7 and 8, 1907, at Milwaukee, and hold sessions in the forenoon only of each day. In this way members will have a part of each day to visit their jobbers, see the sights, etc., and we think it will result in an almost total attendance of all members. The exhibit feature in charge of the local Association will be held in the same hall. The Mutual Insurance feature is growing nicely, having written $1,000,000 so far in 1906, or $220,000 more than all we wrote in 1905. with an expense account of less than 13 per cent. Losses paid this year number only 11, and total less than $10,000."

SAVINGS ON MUTUAL INSURANCE

Secretary A. R. Sale, Mason City, Iowa, states that the Iowa Hardware Mutual Insurance Association now has in force $1,400,000 of insurance, the policies averaging $1,500. All profits and savings, except a cash balance to protect policies, are returned to policy holders in cash rebate checks. In 1904, the company saved 20 per cent. on stock company rates. In 1906, the rebate is 35 per cent. Cash rebate paid, $6,127.14. Paid since January 1, 1904, $4,170.11. Total losses in three years, $9,736.30. Cash balance September 1, 1906, $12,293.55.

WESTERN EXECUTIVE MEETING.

It has been decided by President A. J. Falconer, of the Western Retail Hardware Association, to call a meeting of the Executive in Winnipeg during Christmas week. The probable date is December 26 or 27, and notices will be sent to the members of the Executive in good time. Important business will come up for discussion.

RICE LEWIS TO ENLARGE.

Rice, Lewis & Son, Toronto, have purchased a site on Pacific Ave., near the King St. subway, where they will establish a warehouse for storing metals. For a long time it has been known that their present metal warehouse in the rear of their wholesale and retail building has been too small, and at last the looked for change is to be made. The change will allow the firm to re-model and enlarge their present wholesale quarters.

"There is not a word of truth in the daily newspaper reports," said Mr. A. Burdette Lee, president of the company, to Hardware and Metal on Thursday, "with the exception of the statement that we had purchased the property on Pacific Ave."

DISASTROUS FIRE AT TORONTO.

A fire took place Wednesday night in the office of the United Factories, 80 York Street, Toronto, two upper flats being completely gutted, and a stock of brooms, brushes, and woodenware, burned, the loss being estimated at $30,000. No interruption in business is expected, since all orders will be filled from Newmarket and London.

The warehouse of Messrs. Stewart & Wood, to the north of the United Factories building, was damaged to the extent of $2,000, the damage being mostly confined to the stock of paints, oils and glue.

DAMASCUS GUN BARRELS.

United States Consul J. C. McNally writes that the Damascus gun-barrel manufacturers of Liege, have tried from time to time to influence legislation to compel the manufacturers of the imitation brand to mark on their barrel the nature of their design. The consul continues:

The firearm manufacturers, who, in the make-up of their guns use both the genuine and imitation, opposed such legislation, with the result that one must distinguish for himself whether he is purchasing the real or imitation article. I have been asked from time to time by American firearm manufacturers regarding the manufacture of the imitation Damascus barrel, and if the local manufacturers could supply them with a certain number, etc.

When the gun is manufactured in Liege and not having a genuine Damascus barrel attached, it goes to the proof station with a plain barrel. If, after the test, the manufacturer desires to have an imitation barrel, he calls into use some silk paper and takes the design of an original Damascus barrel. By means of a decalcomania transfer it is attached to the plain barrel by the use of certain acids, which are held as a secret. No separate barrels are ever covered with the imitation design, but only when attached to a gun. Double-barreled shotguns are usually the only sort thus decorated. It is quite a difficult matter to distinguish between the real and imitation Damascus barrel, and to make a test it would be necessary to erase the design. If an imitation, no acid in the world will restore it, but if the Damascus is genuine, the application of sulphuric acid will immediately bring out the original design.

The gun manufacturers say that the trade demands both sorts of Damascus, and while it is certain that the importer will know which article he is buying, the retail dealer could easily be imposed upon unless he were an expert in the business. No doubt the ordinary person has been often under the impression that he possessed a genuine Damascus, while the opposite was true.

It is impossible to obtain statistical information as to the number of guns of the imitation Damascus barrel exported from Belgium, for while an accurate account is kept at the proof station of all guns and barrels undergoing the test, the same being compulsory before the gun can be sold, the barrel being designed after the test, no intelligent estimate can be made. One of the dealers, however, informed me that no less than 200,000 annually of these barrels bore the imitation mark. Most of the imitation Damascus barrel guns are sent to the United States and South America. Of the latter section, Brazil is the largest buyer, while Argentina is a close second. The steel imitation Damascus barrel can be bought as cheap as 50c., while the most ordinary of the genuine will command from $1 to $1.25.

FISHING TACKLE FACTORY.

Machinery is now being installed in the new factory of the E. A. Pfleuger Company, Akron, Ohio, and it is expected that the plant will be producing fishing tackle by March 1, 1907. The factory is a brick building, three storeys and basement, 60 x 140 feet, equipped with 100 horse power boilers and engine, also electric lighting plant, making it probably the largest plant in the United States devoted exclusively to the manufacture of fishing tackle. The business will be under the direct management of the President of the company, E. A. Pfleuger, who is well known all over the United States and Canada, through his connection with the fishing tackle trade for the past twenty-five years.



E. A. Pfleuger Co.'s Fishing Tackle Factory.

RETURNED
DEC 13/06
to OWNER
Cut Book No. 58
Page No. 18
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CHANGE IN DOMINION WIRE.

A change in the management of the Dominion Wire Manufacturing Co., Montreal, has been effected, and the new regime will be ushered in to-day. At a meeting of the Board of Directors held recently, the resignation of W. F. Fairman, as president and general manager, was accepted, and W. H. Farrel was appointed to the vacancy.

Mr. Farrell was formerly superintendent of the American Steel Manufacturing Co.'s Bonora works, in the Pittsburg district. He will have complete control over the Dominion Wire Manufacturing Co.'s affairs.

NEW WINNIPEG AGENCY.

As mentioned in another column, Lennox & Butt, retail hardware dealers of Winnipeg, have dissolved partnership, the business being continued by Mr. Lennox.

W. J. Butt, the retiring member of the firm, is commencing a manufacturer's agency business, his office being located at 90 King Street, Winnipeg. He has secured the agencies for the Stimpson Computing Scale Company, and the Bridgeport Hardware Manufacturing Company. As Mr. Butt has had long experience in the hardware business, both wholesale and retail, he should be able to make things hum in the agency line.

PRIZES FOR XMAS DISPLAYS.

Last year Hardware and Metal awarded prizes for the three best displays made during the Xmas season. This year we will give five prizes, but the displays must be of goods sold in hardware stores and suitable for Christmas presents, such as silverware, razors, cutlery, sporting or house furnishing goods, hardware specialties, etc. The prizes are:—

1st prize. $6 00
2nd prize. 4 00
3rd, 4th and 5th, a year's subscription to Hardware and Metal.

All protographs of displays must be mailed to us not later than December 31, 1906, and they should be accompanied by a short description of how the display was constructed, the display artist's name and, if possible, samples of the Christmas advertisements in the local papers backing up the window display advertising.

In addition to the above we offer a special prize of a handsome fountain pen for the best Xmas advertisement in a local paper pushing the goods shown in the window displays.

HARDWARE AND METAL

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COMMERCIAL DISHONESTY.

During the past year there has been quite an epidemic of petty thieving amongst employees of Canadian jobbing houses, clerks in wholesale hardware houses stealing razors, cutlery, tools, and other small articles, and teamsters for plumbing supply firms and stove foundries, appropriating quantities of lead and copper, the articles being disposed of to outsiders for a fraction of their value. In some cases the accused were convicted and sentenced to terms of imprisonment, in others the culprits were let off with a warning, while in at least one case, which came up in a Toronto court last week, a conviction was registered, but instead of a sentence being imposed, forgiveness was expressed, and the employee again given his old position with an opportunity to live down the mistake.

Long hours, low wages, discouraging home conditions and the omnipresent saloon, may account for teamsters going wrong, but there seems to be little excuse for clerks to blast their careers by petty thieving from their employers, particularly at this time, when wages are high and clerks in such demand that they are frequently far more independent than their employers.

Clerks in either wholesale or retail houses should look forward to the time when they will be going into business for themselves, and with this object before them, should so mold their character, that they will become upright business men. Expenses should be limited in accordance with one's income, and warning taken from the unfortunate experiences of those who, on a salary of $8 or $10 per week, indulge in stock gambling, "follow the races," get into debt and commence stealing to cover up their financial shortcomings. Once thieving has commenced it is only a short jump to a prison cell, and then its good-bye to home and friends, as well as to the hope of a successful business career.

The measure of mercy meted out to the unfortunate clerk by the Toronto wholesale house last week, is commendable, and in sharp contrast to an experience related by an American traveler recently. A hardware dealer who ran his business in a very loose manner, accidentally discovered that the old style had been an easy mark for his clerk, and had tempted him to steal. The clerk was promptly discharged, convicted, and sentenced to a term in jail. His term over, he moved to another town in the next county and tried to commence life over again. Before long, however, his former employer discovered his whereabouts, and in revenge for his losses, exposed the clerk's record to every merchant in the town, the clerk being dismissed and finding it impossible to get another job, had to move farther away. The merchant forgot that he was partially to blame by his loose business methods and lack of progressiveness, in not providing a modern cash register. Then he proceeded to kick the clerk when he was down, possibly encouraging the clerk to believe there was little use of trying to live down his mistake.

Merchants and clerks alike can learn lessons from the incidents related. While in some cases clerks may steal and be forgiven, continued thieving is bound to lead behind prison bars, and once down, the forces of fate seem to conspire to keep one there. Much responsibility rests upon merchants who employ help. They must recognize that innumerable temptations surround young men to-day, and it devolves upon business men to adopt every modern device to facilitate the keeping of the books and cash, and remove temptation from those who look after this end of the business as well as to keep records of the sales of stock, so that speculations can be promptly detected. This done, wages should be in keeping with the cost of living, and a fatherly care taken in the class of companions and styles of amusement and recreation selected by the young man.

THE METAL SITUATION.

Ingot tin has strengthened during the week, and jobbers' prices have been forced up about a half cent. Stocks are very light both in Montreal and at the leading markets of the world, so that the outlook for the next couple of months is for high prices and slow deliveries. It is generally believed that the record of a few months ago will again be touched.

Copper is also stronger than for some time past, but no actual increase in price has, as yet, resulted. The figures we are quoting are considered cheap for the quantities usually ordered by smaller dealers, and a revision is expected. Lead keeps as high as ever, and antimony is also strongly held. The recent advance in zinc spelter has been maintained and the market is firm at the same figures as were quoted last week.

It would appear that pig iron consumers will be in a difficult position before the winter is over. The large Montreal importing interests inform us that, although they tried to put in sufficient quantities of iron to permit their selling from stock as usual, during the winter months, the demand has been so great that already their stores are almost wiped out. Orders for carload lots are coming forward all the time, and some consumers are covering for from six to nine months ahead. The market is in such a condition that even the most experienced consumers own themselves at a loss to know what is best to be done. The English and Scotch markets have not shown any material change this week, but, so long as the abnormal American demand for British iron is maintained, it will be difficult to obtain reasonable deliveries of many leading brands. Even the Montreal market depends, to a large extent, upon American conditions. Should the export of British iron to the United States fall off larger quantities will be available for the Montreal dealers, and the situation here will be relieved.

Under the circumstances, it is only natural to expect that more finished products should be going up. Machinery steel, iron finished, has advanced, and it is announced that higher prices for cold rolled shafting will be asked next week.

CANADA'S NEW TARIFF.

It is too early to comment at length on the new tariff which was announced by Finance Minister, Fielding in Parliament on Thursday and went into force on Friday, Nov. 30. As we go to press several matters are still in doubt and comment will, therefore, be reserved until our next issue.

Briefly, the new tariff is arranged in three columns. The British preferential, which was formerly on a flat 33 1-3 per cent. basis, is now readjusted, each item standing by itself. The average preference is probably increased slightly, an effort being made to still further promote trade in metals with Great Britain. The second column is a new intermediate tariff not yet in force with any country, but to be used in case a reciprocity arrangement is made with any foreign country in future. The third section is the general tariff applicable to all foreign countries and colonies not covered by the British preference.

The grouping of the tariff has been entirely changed, the idea being to place articles together or in the same group, according to their nature and composition so as to make interpretation easier. The old tariff had a separate free list, but the adoption of a three-column tariff has rendered it necessary that the articles entitled to free entry should be classified along with the dutiable articles.

The new dumping clause provides that the dumping, or special duty, shall be the difference between the selling price to the importer in Canada of an article of a class or kind made in Canada, and the fair market value of such article as sold for home consumption in the country of export, but not to exceed 15 of such fair market value for home consumption in the country of export.

The hardware trade does not appear to be affected greatly by any of the changes. The iron and steel bounties have been extended for another four years and these industries will continue to develop with this assistance. There will be no tin plate duty as asked for by the Morrisburg promoters. A few changes of interest to the hardware trade include: The duty on windmills is reduced from 25 to 20 per cent. The duty on axes, sycthes, sickles or reaping hooks is reduced from 25 to 22½ per cent, and the duty on spades and shovels is cut down from 35 to 32½ per cent.

The anti-combine clause is left in the same indefinite position as before, it being practically impossible to understand the meaning of the clause. An interpretation of the clause should be given by the Ministers of Finance and Justice in order to allow men engaged in commerce to clearly understand what they can and cannot do. The present law gives certain classes of the community the right to organize associations and is unfair to merchants and manufacturers.

On the whole, the new tariff is an improvement on the old one. The general effect should be to increase importations of metals from Great Britain, and to aid Canada's manufacturing industries. It would of course be impossible to please all sections of the people, but the new tariff should meet with the approval of the great majority of the business and manufacturing interests.

WESTERN POSTAL SERVICE.

Complaints of inadequate and inefficient postal service in Western Canada, are more numerous than ever, and apparently, the Post-office Department does not yet realize the gravity of the situation. These complaints are loudest perhaps from the newer districts, but even in the older towns, along the main line of the C.P.R,. there are constant complaints, and a little investigation or a little actual experience, will show that these complaints are well founded. The Department at Ottawa is so far removed from the scene of the trouble that the officials do not understand the situation, and they fail to realize that special attention is required to ensure an adequate service in the newer Canada that is so rapidly springing up in the country west of the Great Lakes. Western business men say that there will be no permanent relief until another deputy minister is appointed, who will be given a free hand in the opening of new offices in the new towns and in making radical and sweeping changes in the method of handling the mails in some districts. There is no sympathy in the West with a policy which piles up a surplus each year, while the service is becoming more unsatisfatcory every day. The slow workings of a red tape official system compel new towns to wait weeks and months, before new post-offices are opened, and the meagre salaries paid the postmasters are responsible for the fact that the service is miserably inefficient in all parts of the West. Officials cannot be expected to do more than they are paid for.

In an effort to reform the service, some business houses and newspapers are trying a new plan. A letter received the other day from the Camrose Mail, Camrose, Alberta, bore the following inscription:—From the Camrose Mail, Camrose, Alberta, Canada. We are working for better freight service. Telegraph service and Postal Facilities on the C.P.R., will you held us? This letter was mailed November 21, when did it reach you? Tell the Camrose Mail."

We do not agree with the suggestion that the C.P.R. is at all to blame for the poor postal service whatever may be the case in regard to the telegraph and freight service. The C.P.R. trains run with fair regularity in the West, giving a service which, taken as a whole, is much superior to the service in Eastern Canada. When letters are delayed for weeks, as they very often are, the fault lies with the Post-office Department, and not with the C.P.R.

REVIVALS AND EARLY CLOSING.

A Brandon, Man., dealer, in conversation recently with Hardware and Metal said a good word for Crossley and Hunter the well known traveling evangelists.

"I can't say that I am much in love with the revival methods," he said, "but I must say that I noticed one good effect after the Crossley and Hunter meetings held a while ago. Mr. Hunter gave the people some plain talk about the injustice and imposition in making the stores keep open on Saturday night until long after midnight attending to late deliveries of goods that might just as well have been ordered earlier in the day. You know some people order goods at 11 o'clock that might just as easily have been ordered in the morning, and they want delivery that same night. Mr. Hunter's plain talk on this subject had a big effect at first but things are getting as bad as ever again."

"No Brandon isn't any worse in this respect than other towns, but its bad enough. People are thoughtless that's all."

Perhaps if dealers in Brandon and numerous other towns where store keeprs are similarly troubled would ask their local papers to take the matter up there would be a change for the better. A few paragraphs in the local paper should be as effective as an evangelist's address in reminding people of the injustice their thoughtlessness entails.

HARDWARE TRADE GOSSIP

Ontario.

J. M. Winters, King, called on Toronto jobbers last week.

G. B. LePan, hardware merchant, Jarvis, Ont., has assigned to J. Y. Murdoch.

J. W. Allen, Newmarket, has completed an eighteen foot extension to his hardware store.

Neil McArthur, plumber and tinsmith of Sturgeon Falls, suffered loss by fire this week.

Cyrus Birge, President of the Canada Screw Company, Hamilton, visited Toronto on Tuesday.

John Bales, hardware merchant, Oshawa, called on the wholesale hardware trade in Toronto this week.

R. Summerfelt, hardware merchant, Mt. Albert, called on the wholesale hardware trade in Toronto this week.

A. Hamilton, hardware merchant, Warren, Ont., called on the wholesale hardware jobbers of Toronto this week.

J. Scollan, manager of the Toronto Foundry Company, Port Arthur, has been in Toronto this week on a business trip.

C. A. Godson, of the Robertson-Godson Company, Vancouver, left Toronto for the Terminal city on Wednesday night.

Mr. Connor, Jr., of Connor & Sons, hardware merchants, Madoc, called on the wholesale hardware trade of Toronto, this week.

Geo. Ecclestone, hardware merchant, Bracebridge, was a visitor in Toronto this week, calling on the wholesale hardware trade.

H. Parr, of Parr Bros., hardware merchants, Blackstock, was in Toronto last week, calling on the wholesale hardware trade.

Breuer & Harrison, hardware merchants, Parkhill, have opened for business in their new premises, lately occupied by Magladery Bros.

John Brooks, President of the Brooks-Sanford Company, builders hardware, Toronto, was in New York several days this week on a business trip.

Thomas Black, at present employed with Geo. Earlstone, hardware merchant, Bracebridge, will open a hardware store in Orillia, Mr. Black's old home.

T. F. Monypenny, Vice-President of the Imperial Varnish Company, Toronto, is being asked to run as an aldermanic candidate in the coming municipal elections.

Mr. Delaney, representative of the McClary Manufacturing Company, at Calgary, was a visitor in Toronto during the week. He reports stocks of metals in the West as very low.

A. T. Harland, Goderich, late with J. B. Hawkins, has taken some territory for the Pitner Gasoline Lighting system, and starts on the road at once. He will cover Essex and Kent counties.

The hardware store of A. N. Fenn, Parry Sound, was partly destroyed by fire, November 26. Fire was discovered in the basement, but was gotten under control before any serious damage was done.

F. Wagg, general merchant, Mindemoya, who was drowned in the wreck of the tug Jones, on Georgian Bay, last week, was a brother of W. I. Wagg, hardware merchant, Providence Bay, both places being on Manitoulin Island.

E. C. Atkins & Company, saw manufacturers, have moved their Toronto offices and sample rooms from 56 King Street, East, to 77 Adelaide Street, East. C. D. Ten Eyck, the Canadian representative, reports a very large demand for saws, especially the higher grades.

L. R. Greene, the former Toronto hardware clerk, who is now manager of the publicity department of the Sherwin-Williams Company's head office at Cleveland, has fully recovered from the recent illness which prevented him from attending the travelers conference at Montreal.

Quebec.

D. Carrol, of Ormstown, was buying supplies in Montreal a few days ago.

Hugh Russell, metal importer, Montreal, is in England, on a business trip.

The assets of the St. Lawrence hardware company, Montreal, will be sold this week.

J. Charbonneau, general merchant of St. Jovite, paid a visit to Montreal this week.

C. A. Phaneuf, general merchant of St. Cesaire, was noticed in Montreal this week.

E. Crepin, of H. E. Crepin & Frere, general merchants, Chateauguay, visited the metropolis on Wednesday.

Mr. Griffin, representing the J. S. Stevens Arms Co., called on the Montreal wholesale trade this week.

E. Dolph, general manager of the Metal Shingle & Siding Co., Preston, was a visitor in Montreal this week.

Charles Beard, of C. Beard & Co., general merchants, Perce, was in Montreal on a buying trip a few days ago.

Decatin, Bull & Co., manufacturers' agents, Montreal, have removed their warehouse and offices to 23 Jurors St.

Mr. Akin, of Akin & House, general merchants, Beebe Plain, called on some of the Montreal jobbers a few days ago.

C. L. Devitt, of Lewis Bros.' traveling staff, was at the firm's headquarters this week getting pointers on new lines.

J. H. Roper, manufacturers' agent, Montreal, has returned from a very successful business trip in the Maritime Provinces.

Amiot, Lecours & Lariviere, Montreal, are enlarging their premises, which, when completed, will occupy 23,350 feet of ground.

L. Haney and J. L. Johnston, of Caverhill, Learmont & Company's western traveling staff, are spending a short time at the head office in Montreal.

H. N. Watson, of McLennan, McFeely & Co., Vancouver, was in Montreal this week. He was accompanied by Mr. Green of the British Columbia Electric Company, New Westminster.

E. M. Fulton, president of the Consumers Cordage Co., Montreal, died last week in New York. Mr. Fulton formerly lived in Montreal, but has, during the past few years been in New York.

Western Canada.

A new hardware store has been opened in Lamont, Alta, by Thomas Wallas.

J. J. Storey, hardware merchant, of Wawanesa, Man., has sold his business to M. Fraser.

D. McKenzie & Son, Hardware Merchants, Strathmore, have sold out their business.

Heath & Howard have bought the hardware and furniture store of H. Hiscox, Vermilion, Alta.

W. H. Pain, hardware merchant, of Milestone, Sask., has diposedl of his business to the Evans Hardware Company.

J. Skelding of Skelding & Jackson, Neepawa, was in Winnipeg last week, and called at several of the wholesale houses.

C. D. Waldon, of the Pease-Waldon Company, Winnipeg, has returned to his desk after an illness of about three weeks' duration.

McCosh & Pringle, who opened a hardware store about three months ago in Lashburn, Sask., are reported by the commercial travellers as doing a big business.

Messrs. McFarland & Northcotte, newly established hardware merchants, Calgary, have received from Rice Lewis and Son, Toronto, two carloads of goods completing their stock.

T. L. Waldon, Secretary of the Marshall Wells Company ,Winnipeg, is visiting Eastern points, and enjoying a month's vacation. Mr. Waldon is accompanied by his wife and family.

W. J. Butt, of Lennox & Butt, Winnipeg, has sold his interest in the business to his partner, Bert Lennox, who will continue the business under his name. Mr. Butt is opening an office as a manufacturers' agent.

A. J. Falconer, of Deloraine, Man., President of the Retail Hardware Association of Western Canada, was in Winnipeg on Saturday of last week. Mr. Falconer purposes calling a meeting of the Executive of the Association in Winnipeg, during the Christmas week.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Forged Iron—Now $2.40.
Refined Iron—Advanced to $2.55.
Horseshoe Iron—Quoted at $2.55.
Machinery Iron Finish Steel—Up to $2.40.
Ingot Tin—Raised ½c.
Copper Nails—Now quoted at 42½ per cent.
Copper Tacks—New discount 37½ per cent.
Sherwin-Williams Paints — Now $1.40, in gallon cans.
Pig Iron—Summerlee No. 2 selected, $24 50; Summerlee No. 3 soft, $23.50; Londonderry, $24; Middlesborough, $23.50.

TORONTO.

Iron Pipe—Higher prices asked on some sizes.
Refined and Horseshoe Iron—Advanced.
Boiler Plates and Tubes—Prices revised.
Old Materials—General advance.
Copper Nails and Tacks—Advanced.

WINNIPEG.

Sherwin-Williams Paints — Now $1.55, in cans.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Nov. 30, 1906.

Jobbers report that the sale of Christmas goods is picking up very strongly, and a good volume of all seasonable lines is going forward to dealers.

Owing to the repeated advances in ingot copper, we are now called upon to give new discounts on copper nails and tacks. On the former, the present discount is 42 1-2 per cent. while, on tacks, only 37 1-2 per cent. is now given.

AXES. — We quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen. follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS. — Business continues good at the same prices. We quote: "Prism" globes, $1.20; Cold blast, $6.50; No. 0, Safety, $4.00.

COW TIES AND STALL FIXTURES — We still quote: Cow ties discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS — Our prices are: Back Straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS — Business conditions in this line are the same as last week. Following are the discounts: Best iron rivets, section, carriage, and wagon box black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 27½ per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 15 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—We still quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Our discounts remain as follows: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.. Felisterhead, brass, 25 per cent.

BOLTS AND NUTS. — Conditions are unchanged. Discounts still remain as follows: Carriage bolts, 3-8 and under 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—Manufacturers and jobbers of horse nails are doing a large business. Discounts are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Nails are still firm at $2.20 per keg base, f.o.b. Montreal.

CUT NAILS—We still quote: $2.20 per keg base, f.o.b. Montreal.

HORSESHOES.—The quotations are: P. B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs extra.

BUILDING PAPER—With the close of navigation, the demand has eased slightly. Prices are unchanged.

CEMENT AND FIREBRICK—Quotations remain as follows: "Lehigh" Portland in wood, $2.54, in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—Stocks are light, and a good demand is evident. The following prices are firm: 5-16 in., $4.30; 3-8 in. $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT.—We quote as follows: Shot, packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION — Quotations remain: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

GREEN WIRE CLOTH — We quote: In 100 ft. rolls, $1.62½ per hundred square feet, in 50 ft. rolls, $1.67½ per hundred square feet.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Nov. 30, 1906.

Business continues brisk in all branches of Christmas and seasonable goods, such as cutlery, skates, hockey sticks and boys' tool sets. A large demand has been evidenced for horse blankets, and sleigh bells, of which their are still large shipments being made.

A shortage is reported on some lines of hockey skates, as wholesale houses have been unable to procure them fast enough for the demand. In a great many cases orders have been shipped half filled.

The repeated advances in ingot copper have caused the advances on copper nails, and tacks, which are now quoted at 47½ per cent. is now given.

Nails are still very scarce at $2.10 base, as some sizes such as 2½ and 4 inch can hardly be procured at any price. Snow horseshoes are very largely in demand, particularly in Northern Ontario.

AXES AND HANDLES—Still a large demand as with the woods opening up large quantities are required.

CUTLERY AND SILVERWARE—A brisk demand still exists and shipments are still very large.

SPORTING GOODS—All winter lines are still selling very brisk, but short-

ages are reported on some lines of hockey skates.

CHAIN—We continue to quote: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

RIVETS AND BURRS.—Copper rivets remain as quoted, 27½ per cent. and copper burrs, 15 per cent.

SCREWS—Prices unchanged with many lines very scarce.

BOLTS AND NUTS—Stocks are very low with prices as before.

TOOLS—Trade is slack except in boys' outfits for holiday trade.

SHOVELS.—A great demand exists in snow shovels.

LANTERNS—Cold blast are still selling at $6.50 per doz., large shipments still the order of the day.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote: 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING — Barb and plain twist fencing, galvanized and coiled spring wire are all firm at the advanced prices.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS.—Market still very firm, as quoted, $2.10 base.

CUT NAILS—We quote: $2.20 base, f.o.b. Montreal. Toronto, 20c. higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—A very large demand continues for these lines and large shipments are the order of the day.

BUILDING PAPER—Not as brisk as formerly but large orders are being booked for spring shipments.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30; American low-grade, $23 to $25; high-grade, $27.50 to $35.

HIDES, WOOL, FURS.—The market is steady. Tallow is slightly lower. From this on the quality of hides will be lower.

Hides, inspected, cows and steers, No. 1		0 11½
" " " No. 2		0 10½
Country hides, flat, per lb., cured		0 10½
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	0 95	1 00
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb.	0 05½	0 05½
Pulled wools, super, per lb.		0 25
" " extra		0 27
Wool, unwashed fleece		0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon		1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red		3 00
" cross	3 00	5 00
Lynx		5 50
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white		0 60
Badger		1 50
Fisher, dark	5 00	6 00
Skunk, black		1 25
" " short striped		0 90
" " long striped		0 50
Marten,	3 50	20 00
Muskrat, fall		0 16
" winter		0 20
" spring		0 23
" western	0 12	0 15

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 30, 1906

Advances in price are not quite so numerous as they have been in other weeks, recently, but, at any rate, there are no drops, and the whole market is maintaining, in a wonderful manner, the high tone which has so long prevailed.

Another jump in tin is the only important development in unfinished metals. Quotations are a half cent higher, and very firmly held at the new figures.

In view of the continued advances in raw materials, it is not surprising that finished iron and steel goods also keep on the rise. We are this week, reporting an advance in machinery iron, finish steel, from $2.27 1-2 to $2.40. Forged iron, refined iron and horseshoe iron, also, have each advanced 5 cents per hundred pounds.

COPPER.—This metal is even firmer than last week and our prices are very close. We quote ingot copper 24 to 24 1-2c.; sheet copper, base sizes, 31c.

INGOT TIN.—Importers say that tin will be very scarce, and dear for December. Prices this week are up a little, and we are now quoting 46 1-2 to 47c. per lb.

ZINC SPELTER.—We are still quoting according to last week's advance: $7.25 to $7.50 per hundred pounds.

PIG LEAD.—The market is still firm at $5.40 to $5.50 per hundred pounds.

ANTIMONY—Unchanged conditions prevail. We still quote 27 1-2 to 28c. per pound.

PIG IRON.—We still quote as follows: Londonderry, $23; Carron, No. 1, $24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES—We still quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6½c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL.—Our prices are as follows: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05; machinery iron finish, $2.40 ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING.—An advance is expected to occur almost immediately. Meanwhile, we are quoting: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON. — Our prices are firmly held. We quote as follows: Queen's Head, 28 gauge, $4.60 to $4.85; 26 gauge, $4.45; 22 to 24 gauge, $3.90; 16 to 20 gauge, $3.75; Apollo, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 and 20 gauge, $3.60; Comet, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30 to $4.45; 22 and 24, gauge, $3.75 to $4.00; $16 to 20 gauge, $3.60 to $3.85; Fleur-de-Lis, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 to 20 gauge, $3.60; Gorbals "Best Best," 28 gauge, $4.45; Colborne Crown, 28 gauge, $4.45; 26 gauge, $4.30; 24 gauge, $3.75. In less than case lots, 25c extra.

CANADA PLATES. — We again quote: 52's, $2.70; 60.'s, $2.75; 75's, $2.85; full polished, $3.85; galvanized 52's, $4.35; 60's, $4.60.

BLACK SHEETS. — The market is strongly maintained. We still quote as follows: 28 gauge, $2.60; 26 gauge, $2.25; 22 and 24 gauge, $2.45; 20 gauge, $2.40; 18 and 18 gauge, $2.40: 8, 10, 12 and 14 gauge, $2.60.

TIN PLATES.—Jobbers quote: Cokes, base size, IC. 14 x 20, $4.25 to $4.35; charcoal, base size, I.C., 14 x 20, $4.40 to $4.50.

TERNE PLATES.—Quotations have been modified to $7.10.

STEEL SHEETS. — We quote: 10 gauge, $2.60; 17, 18 and 20 gauge, $2.40; 22 and 24 gauge, $2.45; 26 gauge, $2.55; 28 gauge, $2.60 per hundred pounds.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Our prices remain: 2½lbs., 6¼c. by the roll; 3lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

BAR IRON.—The price remains $2.15 base, f.o.b. Montreal.

OLD MATERIAL. — We quote; Light copper, 17c.; heavy red brass, 16c., yellow brass, 12 1-2c.; light brass, 9c.; lead, 4c; zinc, 4c; machinery cast scrap, $16.00; wrought scrap, $15.00; stove plate scrap, $12.00; mixed rags, $1.00 to $1.20 per 100 lbs.; old rubbers, 8 1-2c. to 8 3-4c.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Nov. 30, 1906.

No advances have been made on the leading metals this week, but without exception they are firm and our quotations are close. Revisions of our quotations on boiler plates and tubes and old material, show sharp advances on several lines.

The scarcity of pig iron shows no signs of relief, and we expect to see some stove foundries close down for extended periods during the winter on account of the lack of iron. While stocks can be secured by rail, via St. John or Portland, during the winter, the large amount of first and second-class freight available, will discourage the ocean boats bringing over much pig iron, which is rated at sixth class. Machinery cast scrap has sold as high as $19.50 and $20, and sales of Summerlee iron have been made for spring delivery at $25, during the past week. Londonderry is sold up for the third quarter of 1907, and Hamilton and Midland are off the market entirely.

Bar iron, bolts and nuts, etc., are still very scarce, and prices firm. Forged and horseshoe iron are being advanced five cents.

Copper and lead hold steady with jobbers selling at very close figures, but experiencing some difficulty in getting the high prices. Indications point even higher, however, and buyers are likely to continue stocking in small quantities only.

Local importers of metals have received word that makers of galvanized iron sheets cannot fill any of the orders for March or April delivery, and very likely will be unable to supply anything before June. Travelers have been instructed not to accept any further orders for delivery earlier than June. Customers booked for delivery in March, April and May, will be asked to substitute other lines or agree to accept deliveries later than specified. This situation which exists with several makers is likely to become universal, and if so will disorganize next season's trade, as customers who have booked for early spring delivery, will be bound to have precedence over those who have booked for delivery in summer months.

Orders for tin plate sent in September and October, for immediate delivery have just been received at Montreal, but are being held up there by the tremendous congestion of freight which has followed the closing of navigation. The situation this year appears to be worse than usual, and no date can be set as to when the tangle at Montreal will be straightened out and deliveries of the tin plate orders made.

Prices of all sheet metals are very firm, and the present outlook is for even stiffer conditions throughout 1907.

PIG IRON.—Hamilton, Midland and Londonderry are off the market, and Radnor is quoted at $33 at furnace. Middlesborough is quoted at $23.50, and Summerlee, at $25, f.o.b., Toronto

BAR IRON.—Owing to the scarcity of billets, bar is still hard to get. We still quote: $2.25, f.o.b., Toronto, with 2 per cent. discount.

INGOT TIN—Outside markets have firmed up considerably We still quote 46 to 46 1-2 cents per pound.

TIN PLATES. — Deliveries are slow and prices firm at recent advances.

SHEETS AND PLATES. — Prices steady, with present stocks light, and little prospect of replenishing them before next June.

BRASS.—Still difficult to obtain deliveries. We quote: Sheets, 23c. to 24c. per lb.

COPPER.—Stocks are very low, and prices very firm. We continue to quote Ingot copper, $24 per 100 lbs., and sheet copper $30 to $31 per 100 lbs.

LEAD—The market continues firm and prices unchanged. We quote: $5.25 for imported pig and $5.75 for bar lead.

ZINC SPELTER.—Local prices are very firm with buying brisk. We quote: 7 1-2c. per lb. for foreign and 6 1-2c. per lb. for domestic. Sheet zinc is quoted at 8 1-4c. in casks, and 8 1-2c. in part casks.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. and up, $2.45; heads, per 100 lbs., $2.65; tank plates, 3-16 inch, $2.55; tubes, per 100 feet, 1 1-2 inch, $8.50; 2, $9.00; 2 1-2, $10.75; 3, $12; 3 1-2, $16; 1, $21, Terms, 2 per cent. off.

ANTIMONY—The market is very active, and stocks scarce. Prices firm at 27c. to 28c.

OLD MATERIAL — Dealers' buying prices show no change this week. We quote: Heavy copper and wire, 18c. per lb.; light copper 15c. per lb.; heavy red brass, 15c. per lb.; heavy yellow brass, 13 1-2c. per lb.; light brass, 9 1-2 per lb; tea lead, $3.70, per 100 lbs.; heavy lead, $3.90 per 100 lbs.; scrap zinc, 4½ per lb.; iron No. 1 wrought, $12.50; No. 2 wrought, $6 to $8; machinery cast scrap, $16 to $20; stove plate, $11 to $16; malleable and steel, $6; old rubbers, 8c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—We quote the following prices: well as to the hopes of a successful

Standard Hocking, soft coal, in cars, f.o.b. at mines: Lump, $1.50; ¾ inch, $1.40; run of mine, $1.30; nut, $1.25; N. P. and S., $1; slack, 75c.; box cars, 10c. per ton additional.

Youghiogheny soft coal in cars, bonded at bridges: 1¼ inch, $2.55; ¾ inch, $2.45; mine run, $2.35; slack, $2.05.

London, Eng., Metal Markets

From Metal Market Report, Nov. 29, 1906.

Cleveland warrants are quoted at 60s. 1½d. and Glasgow standard warrants at 59s. 4d., making prices as compared with last week 7½d. higher on Cleveland warrants and 4d. higher on Glasgow standard warrants.

TIN—Spot tin opened steady at £197 5s., futures at £198 and after sales of 160 tons of spot and 180 tons of futures closed firm at £197 10s. for spot, £198 5s. for futures, making price compared with last week £2 5s. higher on spot and £1 10s. higher on futures.

COPPER—Spot copper opened firm at £101 10s., futures £102 15s., and after sales of 100 tons of spot and 300 tons of futures, closed quiet at £101 10s. for spot, and £102 15s. for futures, making price as compared with last week 17s. 6d. higher on spot and 15s. higher on futures.

LEAD—The market closed at £19 7s. 6d., making price as compared with last week 6s. 3d. higher.

SPELTER—The market closed at £28, making price as compared with last week 5s. higher.

United States Metal Markets

From the Iron Age, Nov. 29, 1906.

The pig iron markets are buoyant, and prices are advancing, both for domestic and foreign irons. Some good sales are still being made for delivery during the first half of 1906, and inquiries are now appearing in increasing volume, and in improving character, for delivery during the second half of the year, in spite of the present high level. The majority of sellers decline to commit themselves so far ahead.

The most interesting transaction during the week has been the purchase by the International Harvester Company of about 20,000 tons of Middlesborough iron for delivery via New Orleans. It is reported that this iron was sold at close to $21, ex-ship, New Orleans, the freight rate to Chicago being $2.09. To what extent this iron will be applied to export work, with drawback of duty, does not appear. A short time since a cargo of Scotch iron was also sold for the Chicago district, via New Orleans.

Foreign iron is coming into tidewater markets steadily, and in the case of Scotch makers' brands, are now difficult to secure for shipment prior to the middle of January.

The scarcity of Bessemer pig is very pronounced, and is most keenly felt in the malleable iron industry, where some large inquiries are at hand. The big steel makers are simply out of the market and try to worry along as best they may. Recently pig iron has been shipped from the Chicago plants of the steel corporation to works in the Valley and Pittsburgh, to help out. This is reversing the movement which took place earlier in the year.

Recent developments in the cast iron pipe industry indicate the position of consumers of pig iron. Their customers are appearing in the markets at a surprisingly early date. Thus the New England water companies, who usually wait for placing their orders until March, are even now making inquiries for next season's requirements. Among the recent sales are 5,000 tons to the Great Northern Railroad, close to 5,000 tons for Norfolk and 3,000 tons for the Brooklyn Union. The Consolidated Gas Company is in the market for 6,000 tons.

The rail mills have taken only minor contracts lately. It is estimated that they have now on their books orders for 1907 delivery aggregating 2,000,000 tons. The quantity of unfilled orders to be carried over from this year will probably not be as large as at one time estimated, since the mills have been doing some very heroic work in the way of production during recent months.

The advance in the price of steel plates of $2 per ton is now practically universal.

Specifications for bars, wire, sheets, tubes and tin plate are rolling in, and the mills are under heavy pressure. Some good additional orders are being booked. One mill took 120 miles of 10 to 12-inch pipe for a new gas line. The Burmah order does not appear to have been definitely placed.

Scrap materials are in a very strong position, some important sales having been effected in the Pittsburgh district up to $20 per ton for melting scrap. Material of this character is being drawn from eastern Pennsylvania to New England and the west, the attitude of eastern steel makers being adverse to the rising prices.

The ore situation is creating some concern, since it is possible that the full quantities required for the winter may not be brought down. The steel corporation has thus far brought down 20,400,000 tons. The programme called for 21,500,000 tons, so that 1,100,000 must still be carried down the lakes before the close of navigation. If weather proves favorable it may be done.

From the Iron Trade Review, Cleveland, Nov. 29, 1906.

While considerable iron is being sold for delivery during the last half of next year, there is apparent a growing feeling of dissatisfaction on the part of producers who are meeting with much embarrassment through the failure of certain furnaces interests to keep up with contracts. This, it is explained, is largely due to the pronounced shortage of both cars and motive power, one southern producer, reported as being 20,000 tons behind on deliveries, having enough iron on its yards to square all accounts, were transportation facilities adequate. On the other hand, considerable spot iron is coming out, and consumers are wondering over retarded shipments of low priced iron. As a result, there has been a general tendency toward caution in placing contracts for northern irons for the second half of the year and for southern iron for the second quarter, and also in the action of the International Harvester Co., in purchasing 3,500 tons of Scotch and English iron for use in the manufacture of machinery for exporting, on which the drawback privilege will be exercised, making the delivered cost several dollars below that of American iron. The same company will make further purchases, and its policy may be followed by other manufacturers who engage in export business.

The readjustment of prices on finished materials in accordance with the higher cost of raw materials continues, the latest advance being on plates, for which leading independant firms are now asking 1.70c. Pittsburgh, or $2 a ton over previous prices, with one mill which can furnish prompt deliveries holding at 1.90c. Pittsburgh. Specifications are heavy on steel bars and sheets are difficult to obtain. Rails and other track materials are selling more readily than for some time past, and increased activity is noted in most other lines.

The cold weather and lake gales of the past week have practically marked the end of the ore shipping season, with a total movement of about 37.000,000 tons, 3,500,000 tons more than last season.

N.S. Hardware Trade News

Halifax, N.S., Nov. 27

The hardware jobbing trade in the province at the present time is very good, and dealers are well satisfied with the outlook. There is a good movement in nearly all lines. The spring supplies ordered by the fishermen have about all been delivered. and the volume of trade this year in this class of goods was far above the average, though the prices were considerably higher than last year. The good prices obtained for the catches of fish this year very materially aided trade. All metals continue firm and in good demand. Prices show no change since last report. Jobbers here have been advised by the manufacturers, that there will be 70 per cent off the 1907 list of brushes of all kinds. Last year it was 66 2-3 off the list. The jobbers here have not yet received the catalogues for 1907.

The lumbermen in Nova Scotia expect to make large cuts this season, and are making every preparation for the same. In some parts of the province the cut it anticipated will run up into the millions. There has been a good demand for saws, axes and general supplies, used by the lumbermen. Notwithstanding the fact that the season is somewhat advanced, there is a lot of building going on in this city at the present time, and as a result, builders' materials are in very good demand. Sales of tarred paper have been quite heavy.

* * *

The Sydney Gold Mining Co., was organized at Glace Bay last week. The board of directors of the new company are all prominent business men of Sydney. The areas of the company are in the vicinity of Country Harbor Narrows in the Stormont gold district. The company owns 36 gold mining areas besides prospecting leases, and already have considerable mining equipment on the ground. The capital stock of the new company is $50,000, in shares of a par value of $5 each. The directors of the company are: Messrs. J. C. Larder, L. A. Henniger, Michael Shanahan, F. S. De Young, F. J. Mahar. The company will operate the areas on an extensive scale, and a new mill and other equipment will be purchased at once.

* * *

The Nova Scotia Brush and Broom Co. has been incorporated with a capital of $50,000, divided into 500 shares of $100 each. The incorporators are George Elliot, of London, Eng., and David Roche, J. Frank Crowe and W. E. Thompson, of Halifax. A site is said to have been selected, and the work of getting into shape for manufacturing will be pressed forward rapidly.

* * *

Work at the Eastern Coal Company's mine at Maccan is progressing most satisfactory. Sinking is going on steadily, and the outlook is promising. Large boilers have been received from Montreal and are now being installed, and in a short time the company will be raising coal for the market.

* * *

The resumption of operations at the plant of the Dominion Iron and Steel Company, is welcomed by the business men of Sydney, as trade had been considerably hampered during the period that the mills were closed.

USES OF BISMUTH.

The uses of bismuth are fairly numerous, and recently the German and French Governments adopted this metal in place of lead for the cores of rifle bullets. The alloys of bismuth with lead and tin are well known for their easy fusibility, and their property of expanding on solidification. Their fusibility can be increased by adding cadmium. Usually alloys contain from 20 to 50 per cent. bismuth, 25 to 50 per cent. lead, 4 to 20 per cent. tin, and occasionally a little cadmium. There has been further research work on copper-bismuth alloys to determine their physical characteristics, and to decide what percentage of each metal will make the best eutectic mixture. The structure of copper alloys containing 98 per cent. or more bismuth resembles pure bismuth. Alloys generally are valued by the market conditions of their constituent metals.

Bismuth salts have been in some demand, and their market prices have been lowered by the change in the position of the metal. Bismuth oxide with boric and silicic acids is used for optical glasses, and to a larger extent for making porcelain colors; and boric nitrate is a good cosmetic, and is also utilized in the compounding of medicine. For medicinal purposes bismuth must be absolutely pure.

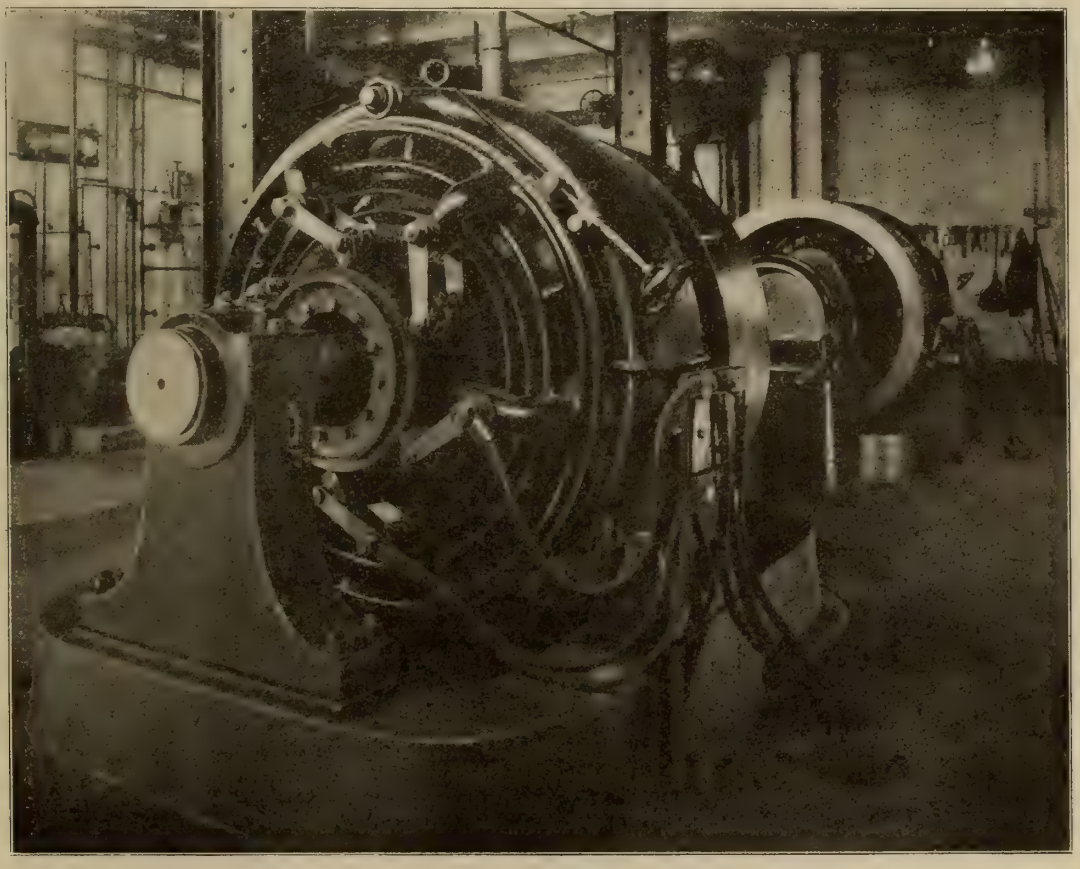
TURNING WASTE INTO MONEY.

In a discussion of waste utilization it is customary to begin with that shining example of what can be accomplished along these lines—the coal-tar industry. A few years ago the thick, black, viscid liquid which condenses in the pipes during the distillation of gas from coal, was not only waste and useless, but its removal was a positive nuisance and a source of trouble and expense. To-day this tar on further distillation yields a series of products each of which is the basis for a valuable chemical manufacture. Among these products are paraffine, naphtha, benzol, creosote, anthracene, carbolic acid, naphthalene, and pitch. Basic oil of coal tar is the source of the splendid aniline colors, the various hues of which are due to the oxidation of aniline by means of acids or other chemicals. The utilization of some of these products has called into being entirely new industries in the manufacture of dyes, perfumes, medicaments, antiseptics, paving materials, and fuels.

The use of furnace slag, in former years not only usless but expensive to remove as well, is becoming more general for various commercial purposes, and the field for further development is excellent. At present, quantities of this material are made into bricks, paving stones, cements, and used as fertilizer. Slag wool, made by blowing steam through a stream of melted slag, is a splendid heat-insulating material. The heat in the slag as it runs from the furnace has also been used in various ways. A good example of metallurgical waste utilization is found in the production of pure tin, good weldable iron, ammoniac, and Prussian blue, from the waste clippings of white iron. The introduction of the gas engine offers excellent means for employing waste blast furnace gases, though these have previously been made use of in other ways.

Few indeed are the industries which have developed utilization of by-products to such a state of perfection as has the slaughtering industry. It is no exaggeration to say that the animal slaughtered is used from the tip of the horn to the hair at the end of the tail. The quantity and variety of the products from formerly useless portions of the carcasses are almost incredible.

RETURNED
Dec/3/06
to Montreal
Cut Book No. 58
Page No. 11



Power Equipment at Lewis Bros. Wholesale Warehouse, Montreal.

FINE POWER EQUIPMENT.

Onr illustration, on this page, will give an idea of the power equipment in the splendid wholesale warehouse of Lewis Bros., Montreal. This building, which is admittedly one of the largest and finest, for the purpose, in the country, requires considerable electrical energy to light the entire premises, and also run the passenger and freight elevators.

The plant for supplying this power, was installed by Allis-Chalmers-Bullock, Montreal, and consists of a 75 K.W. direct current generator, and auxiliary apparatus, illustrated herewith. It is situated in the basement, adjoining the boiler room, and visitors are always struck with the complete manner in which this, as well as the rest of the building, has been equipped.

SPADE HANDLES WANTED.

A well known manufacurer informs J. B. Jackson, Canadian trade agent at Leeds, England, that there is a very large market there for Canadian spade handles. The handles must be turned and finished off to requirements in every minute detail: what is required by one firm may not suit another. Eaeh manufacturer's article differs in some point or other from that of his competitors. An everyday 'T-shaped' handle generally averages 32 inches by 1 1-2 inches in diameter and the size of the popular 'D' from 30 inches to 32 inches long by 1 1-2 inches in diameter.

Wood handles are also required for numerous other implements. Sheffield is the best market in the north of England for these goods, followed by Leeds and Hull respectively. Several important inquiries have been made for wheel spokes and trap shafts. The spokes should average 28 inches long and from 2 inches to 3 inches in width. The trap shafts should be bent in the usual way, and should average 9 feet to 12 feet in length, and from 2 1-2 inches x 1 1-2 inches, 2 3-4 inches by 1 3-4 inches and 3 inches x 2 inches in width and thickness.

Business men who cling to ancient methods are apt to be left at the post.

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Nov. 30, 1906.)

Room 511, Union Bank Building, Office of HARDWARE AND METAL, Winnipeg, Man.

Values are steady this week, and there are no quotable changes of importance. There is a good movement of all general lines of hardware.

LANTERNS — Quotations are as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS—As noted last week the price has been advanced to $2.70 per keg.

CUT NAILS—As was noted last week the price has been advanced to $2.80 per keg.

PRESSED SPIKES — Prices are quoted as follows since the recent advance: ¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Discounts are quoted as follows since the recent advance in the price of copper rivets: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES—Business is particularly active at present in axes and handles. Prices are as follows: Bench axes, 40; broad axes, 25 p.c. discount off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—As noted last week there has been a general advance in galvanized ware, the discount on pails being now 37½ per cent and other galvanized lines 30 per cent.

CORDAGE—We quote: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Quotations are as follows: Cartridges, Dominion R.F. 50 and 5; Dominion, C.F., 33½ C.F., pistol, p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL—Bar iron is steady at the advance noted last week. Quotations are:—Bar iron basis, $2.70. Sweedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—Quoted a $5.85 per cwt.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

IRON PIPE AND FITTINGS— Revised prices are as follows:—Black pipe, ¼ inch, $2.65; ⅜, $2.80; ½, $3.50; ¾, $4.40; 1, $6.35; 1¼, $8.65; 1½, $10.40; 2, 13.85; 2½, $19.00; 3, $25.00. Galvanized iron pipe, ⅜ inch. $3.75; ½, $4.35; ¾, $5.65; 1, $8.10; 1¼, $11.00; 1½, $13.25; 2, inch, $17.65. Nipples, discounts 70 and 10 per cent.; Unions, couplings, bushings and plugs, 60 per cent.

LEAD PIPE—The price, $7.80, is firmly maintained in view of the advancing lead market.

GALVANIZED IRON—Quoted as follows:—Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65, 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.50; 26, $4.65; 28, $5.00.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Quoted as follows: Canada plate, 18 x 21, 18 x 24, $3.40; 20 x 28, $3.65; full polished, $4.15.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

We have been fortunate enough to secure the Western Agency for **BERRY BROS.** celebrated **VARNISHES** and are carrying a full stock from which all orders will be shipped promptly.



THE

WINNIPEG PAINT AND GLASS CO. Limited

Warehouses ***CALGARY*** ***EDMONTON*** ***WINNIPEG***



SUPERB EMPIRE

The Perfect Cooker

We draw the attention of the **Western Trade** to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a Western stove factory for Western people only.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

Everything for the Painter



Wire Glass

This is the season of the year when buildings are being completed—Wire Glass will be needed for Skylights, Metal Frames, etc.

Wire Glass is now almost universally used instead of Rough Rolled Plate on account of the ultimate economy. It may crack but the wire mesh keeps it intact and just as serviceable as ever.

Wire Glass is practially indestructible.

Special prices in case lots—write for them. Samples furnished on request. You may have an enquiry any day, better be prepared.

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA

PETROLEUM AND GASOLINE—A decline in petroleum will be noted in prices below. We quote:—Silver Star in barrels, per gal., 20c.; Sunlight in barrels, per gal., 21c.; per case, $2.30; Eocene in barrels, per gal., 23c.; per case, $2.50; Pennoline in barrels, per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c. Engine gasoline in barrels, per gal, 28c., f.o.b. Winnipeg, in cases, $2.75.

PAINTS, OILS AND TURPENTINE—Turpentine has advanced. We quote: White lead, pure, $7; bladder putty in barrels, 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg, $1.01; Calgary, $1.08; Lethbridge, $1.08; Edmonton, $1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

DAVID REID & CO.

Hardware Commission Merchants

Room 22 Stanley Block, - Winnipeg, Man.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents throughout Western Canada.

BEST OF REFERENCES

SHEAR, PUNCH AND BAR CUTTER.

During the past three years quite an extensive line of armor plate punches, shears and bar cutters, comprising in all some 32 machines, have been brought out by the Canadian Buffalo Forge Co., Montreal, Que.

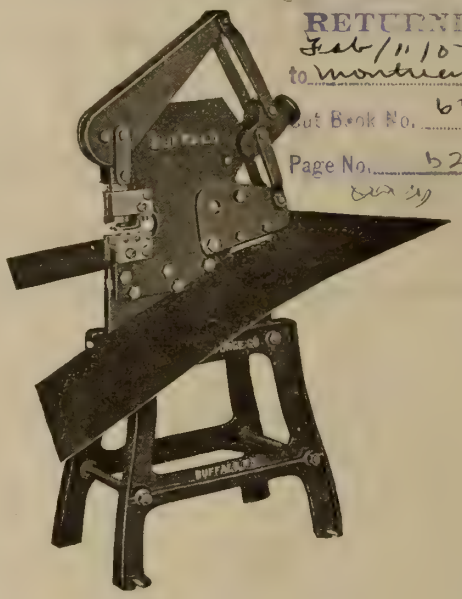
The machine illustrated in the act of shearing a plate is a new addition to this line which has just passed through several months of practical use to test the various points of merit claimed for it. One special feature is the provision for shearing any length without binding or crimping by placing an ingenious device between the top and bottom plate to prevent any tendency in this direction.

The machine is built in three sizes, known as Nos. 2½, 3½, and 4½ weighing respectively 150, 320, and 460 pounds. The smallest will punch ¼ inch holes in ¼ inch plates, split plates of No. 12 gauge, cut round iron up to ½ inch in diameter and ¼ x 1 inch flat stock. The intermediate size punches ⅜ x ⅜ inch, splits No. 10 gauge and cuts ⅝ inch round and 5-16 x2 inch flat bars, and the largest punches ½ x ⅜ inch, splits No. 8 gauge and cuts ¾ inch round and ⅜ x 2½ inch flat bars.

The frames are made of armor plate and the other parts consist of drop forgings and crucible steel, with the exception of the stand, which is of cast iron. The bearing surfaces are machined and carefully fitted to eliminate lost motion. The jaws of the shears are of tempered crucible steel, and it is claimed will not give at the ends or spring and will not break under continual use at the rated capacities.

The use of much sheet metal in the company's works led to the development

RETURNED
Feb/11/07
to Montreal
Cut Book No. 60
Page No. 52



Shear Punch and Bar Cutter.

of these tools, where lightness, strength and indestructibility were important qualifications. Originally they were offered to the blacksmith trade only, but they have proved to be very convenient for workers in structural iron, and are now presented to the metal working trades in general.

The complete line includes machines for almost every use that may arise in these trades.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1420. Grindstones. — A Yorkshire manufacturer of grindstones desires to get into direct communication with Canadian engineers, timber merchants and other users of these goods. Inquirants are also manufacturers of pulp stones for grinding wood pulp of all descriptions; inquirants are also open to appoint a good Canadian wholesale firm to handle these goods.

1423. Machine tools, etc.—A Yorkshire firm, manufacturing all kinds of machine tools and lathes, with latest labor-saving devices, would be pleased to correspond with Canadian buyers.

1424. Iron castings.—A Yorkshire firm manufacturing all kinds of high-class iron castings to any weight or size, would be pleased to quote to Canadian buyers.

1425. Machine tools, etc.—A Yorkshire firm, manufacturing all classes of machine tools and lathes, for ordinary and other requirements, also rock drills for prospecting, and water-boring drills and machinery, invites correspondence with Canadian buyers.

Announcement to the Trade

The Fire at our York Street, Toronto, Warehouse, on the 28th inst., will not interfere in any way with our regular business, as we have complete stocks at our Montreal, London and Newmarket Warehouses, and at our Clarence St. Warehouse, Toronto.

Further, our Manufacturing facilities will not be affected, our Toronto Factories being located on Adelaide St.

UNITED FACTORIES, LIMITED

Temporary Office:—Nordheimer Building, TORONTO, Can.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

1907 Calendars.

Ferdinand Dieckmann, 1180-84 Harrison Ave., Cincinnati, Ohio, manufacturer of conductor elbows and shoes, announces that he is now preparing the trade mailing list, to whom he will send copies of his artistic calendars for next year. Readers of Hardware and Metal who handle this line, should drop Mr. Dieckmann a card giving their business address and asking for a copy.

Browning Automatic Pistols.

A. Macfarlane & Co., Montreal, Canadian agents for Browning automatic pistols, have sent us a small illustrated catalogue of about 5 x 7 inches, with 24 pages and cover, containing an illustrated description of the latest model of the Browning automatic pistol, which is of minature size, adapted for carrying in pocket. As in automatic rifles and shotguns, the pistol of that design will fill a long felt want. An arm possessing so many advantages is sure to become a great favorite, and it is safe to predict that the success of the model 1906 cal. 6.35 (equal to 25 calibre) Baby Browning will not be less than the model 7.65. The catalogue gives full information regarding all parts, loading, cartridge, etc., of the pistol, which in itself is very interesting and goes to show the wonderful mechanism of their arm. Copies of the booklet can be procured from Macfarlane & Co.

Richardson Skates.

A neatly bound and printed booklet of 24 pages, 4 x 8 inches, has been issued by the Richardson Ball Bearing Co., 501 Wells St., Chicago, describing the superior mechanism of these modern roller skates and illustrating the various parts. The book contains some very interesting matter, and is worth sending for by any hardware merchant looking for roller skate trade. Mention this paper.

Register Price List.

The Pease Waldon Co., Winnipeg, are issuing to the trade a handsome booklet giving prices on side wall registers. The booklet contains much valuable information as to the capacity of different sized pipes and registers and will on that account be of constant use to the heating trade. A post card mentioning Hardware and Metal will secure a copy for any member of the trade.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

CALIBRE AND BORE.

In reply to a correspondent, the Scientific American explains the meaning of the word "bore" as applied to shotguns; and more particularly when it is used in conjunction with a numeral as in speaking of a 10-bore, 12-bore, or 16-bore shotgun. At the first reading, anyone who is familiar with modern rifles and heavy ordnance might think that the word "bore" here was used as a unit of length, as when we say that a 50-calibre, 16-inch rifle is a rifle 25 feet, or fifty times the calibre (diameter of the bore), in length. But as a matter of fact, the term "bore," when applied to shotguns, is never used to indicate length, but always refers to the diameter of the bore. There is, by the way, quite an interesting scrap of history attached to the use of the term, which carries us back to an early period in the use of firearms.

In the days of our forefathers, when rifle balls were spherical, and long, cylindrical, conical-headed bullets and rifled barrels were undreamed of, the gunsmith adopted a curious but convenient method of designating the gauge or diameter of the bore. He expressed it by stating how many bullets, of a size that would fit a particular musket, would go to make a pound. Thus, a 10-bore musket would be one of such a bore than ten of its bullets would go to make a pound weight; a 16-bore gun would be one whose bullets would run sixteen to the pound, and so on. Hence we get the anomaly, that the larger denomination musket has the smaller bore. Although the day of the spherical bullet has long passed away, and the only smooth-bore remaining is the shotgun, the old method of designation has been retained.

HOLIDAY CONTESTS.

A Schenectady, N.Y., store, held a contest last Christmas in which the prize was a big Christmas dinner. A dinner was offered to every boy who would bring to the store 500 ads. clipped from the local papers. A special prize of $5 in gold was offered to the boy bringing in the greatest number of ads. It was advertised, however, that any deserving poor boy registering his name at the store would be given a dinner ticket whether he secured the requisite number of ads. or not.

FOUNDRY AND METAL INDUSTRIES

The stock of stoves, and heaters, patterns, tools and foundry supplies, also machinery of the Hardware Specialties Manufacturing Company, Chambly, Canton, Que., were sold at public auction this week.

The Dyment Foundry, Barrie, which was recently destroyed by fire are asking exemption from general taxation and a fixed assessment of $12,000 for school purposes for a stated period, free light and water with proper limitations for the same period, and a loan of $20,000 without interest, to be repaid in twenty equal annual instalments. The Messrs. Dyment undertake to build and equip a foundry and machine shop, double the capacity of the former building, by August 1, 1907; to employ at least 50 men continuously for 300 days each year, and to give the town full security for loan by first mortgage on plant and building.

GROWING IRON.

According to a paragraph in Knowledge, the Franklin Institute has awarded a gold medal for a new process by which iron can be made to "grow." The process is said to consist in several times heating the iron to a certain critical temperature and cooling it between times, whereby the astonishing result is obtained of increasing the iron to nearly half as large again. It is reported that two identical castings were made, and one reserved for comparison, while the other was subjected to this new treatment. One side of each was machined and polished so that examination of the grain and structure might be made, but little difference could be discerned except in point of size, which was very marked. The weight of the swelled casting was identical with that of the one with which it was compared, but in all other respects the metal appeared to be of similar character. After this one is surprised to learn that important practical applications have already been found for the remarkable discovery; indeed, new uses suggest themselves instantly to the mind. The story is so extraordinary, however, that it may be accepted with some hesitation until confirmation is afforded.

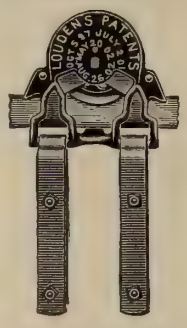
MELTING IRON WITH BRASS.

If metallic iron is melted along with copper or brass, it is said that part enters the alloy and becomes chemically combined, and the remainder separates in pellats or nodules of the hardness of steel. These nodules are the source of much trouble in brass, as they injure tools to an alarming extent.

We would like an opportunity to show you what we can do for you in the paint business, whether you handle a line now or not. Our proposition is so good, it means so much in profit and success to the dealer who takes it up, that we know we can interest you. Our line of paints and varnishes is complete and satisfactory; our advertising helps are strong and produce results; our co-operation coupled with yours builds up a trade that pays dividends year in and year out. And, most important of all, our goods stay sold and make more sales. Let us hear from you today with a request that our representative call and explain our proposition.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS
Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.
1758

Louden's Double Strap Barn Door Hangers
Are the Standard
They Have Case Hardened Bearings, Track Scrapers, Revolving Washers.



They hold the door closer to the track, hang perfectly plumb, and allow the door to hang closer to the wall than other hangers do, while they are just as flexible, and are the easiest running hangers made.
Manufactured by
LOUDEN MACHINERY CO.
GUELPH, ONT.
We manufacture 15 different styles of Hay Carriers, 10 different styles of Barn Door Hangers, also Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.

A. RUDD & CO., St. Helens, Lancashire, England
Manufacturers of highest grade
GLAZIERS' DIAMONDS


IN ALL PATTERNS

Made only by thoroughly experienced workmen. 10 years as glass cutter and 16 years as chooser and setter being the experience of our head setter.
Canadian Agent: J. B. GIBSONE, P.O. Box No. 478, MONTREAL
From whom users of Glaziers' Diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.

Polished Steel Sheets

"DOMINION CROWN" brand, first quality, uniform dark blue finish, unexcelled in value.

A. C. LESLIE & CO.
MONTREAL

HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West, TORONTO

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

ATTENTION

should be paid to the sterling character of manufacturers. I VOUCH FOR THE SOLID RELIABILITY OF MY FIRMS.

LEEDS FIRE CLAY CO., Ltd.
Their fire bricks, glazed bricks, stable bricks, etc., have no superior.

T. JOWITT & SONS, SHEFFIELD,
guarantee the quality of their files, cast steel, hammers, and crucible steel. Try us for prices.

JOS. FENTON & SONS, SHEFFIELD,
serve us with a fine variety and style of cutlery and plated ware. Write for catalogue.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

"PERFECT" GAVANIZED SHEETS

Is a Synonym for

GILBERTSON'S

COMET

Brand

Flat, well selected, soft and smooth, easy to work up

The price—Less than other high-grade brand Get the prices.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Agent: Alex. Gibb, 13 St. John St., Montreal.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

Paint, Oil and Brush Trades

THE PAINT TRADE IN ENGLAND.

Manufacturers of paint, varnish, and kindred products who desire to do trade in Great Britain and Ireland will doubtless be glad to learn something as to the conditions of sale which prevail in those countries, and to have some information as to which goods of American manufacture are most likely to be acceptable, writes an English correspondent of the New York "Oil, Paint, and Drug Reporter." In the first place it should be thoroughly understood that there is no duty charged on any paints, varnishes, or kindred products in the United Kingdom. They are all entered free, so that the American manufacturer has only to add the cost of freight in shipping his goods from the United States into England to the prime cost, in order to ascertain his chances for doing business.

Comparing the United States with the United Kingdom, the most striking difference arises from the great dissimilarity in the extent of territory. In England it is not difficult to cover the whole ground by means of a half-dozen travelers, with perhaps two or three additional in Scotland, and say one or two in Ireland, so that by means of a dozen good drummers the whole of the ground could be thoroughly covered. The custom, therefore, of selling to painters through the wholesalers or jobbers which so largely prevails in the United States, is not usually carried out in England, but the sales are made direct to the painter, or decorator, at least in most cases. The large varnish and paint houses pride themselves upon selling direct in this manner, and there is but little doubt that the system is, on the whole, a good one, because high quality, with its necessary high prices, can be maintained, while it is often sacrificed when sales are made through jobbers. At the same time, a good deal of business is done through agents among the smaller painters and decorators. The large wallpaper houses usually sell also all grades of paints, varnishes, brushes, and other painters' tools, and carry on a general agency, which is, of course, subservient to the paperhanging business proper.

We now come to a consideration of the goods which are most likely to succeed in Great Britain. Until about two years ago there was not a really first-class ready mixed paint on the English market. A good deal of ready mixed paint is put up in 1-lb. or 2-lb. "lever top" cans, but it has always been of a very inferior quality, and the painter and builder could not be persuaded to use it under any circumstances. Some time since one or two English firms took up the manufacture of a really first-class paint, and pushed it vigorously. One of these firms is to be amalgamated with a well-known American firm. Other houses are proceeding on the same lines, and there is but little doubt in a year or so nearly every firm will have on the market a really good ready mixed paint. There will be a good deal of work to be done in getting such paints taken up by painters, in fact the same difficulties which were encountered in America by the writer some fifteen years ago. Still, the price at which they can be produced, and the saving of time, and hence money, in their production is pretty certain ultimately to lead to their more or less general adoption, at least among a certain class of painters.

And here it will be convenient to break off for a moment to explain a condition of the painting trade which does not prevail so far as we are aware, abroad. In Scotland and the north of England the business of painting and decorating are almost invariably carried on as a distinct business in itself, and quite apart from any other; in brief, it is conducted in just the same way as is the custom in New York, Chicago, and Philadelphia, or any other large American town. In the southwest and Midland counties, however, the conditions are entirely different. It is true that there are few painters, of what one may term a superior class, but as a rule painting is done in connection with plumbing or building, hence in London we have many thousands of tradesmen who call themselves "Builders and Decorators." or "Plumbers and Decorators." The former build and repair any class of building in all its branches; the latter finds a combination of the two businesses an advantage, inasmuch as the plumbing keeps them busy in the winter, while the painting tides them nicely over the summer, when plumbing, gas fitting and heating are not very brisk. Now, among this class, and it is an exceedingly large one, there is ample room for pushing ready prepared paints of all kinds, provided they are of good quality. The high

(Continued on page 52.)

KOVERALL RED

Is a red red that stays red, brilliant, bright, durable and permanent, for painting School Houses, Elevators, Bridges, Barns, Roofs, Fences, Iron and Tin Roofs and Sidings, and all Outbuildings.

Put up in

¼-Gal. ½-Gal. 1-Gal. 5-Gal. Barrels

"Wears On the Job, Not Off."

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

STOCKS AT

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

WINNIPEG, MAN., c/o. MASON & HICKEY.

A RAPID SELLER

GRANITE FLOOR PAINT

Made from the purest materials. Has no superior anywhere. Dries quickly and hard and resists the rough usage to which Floors, Piazzas, Steps and kindred surfaces are necessarily subjected. Just the article your regular customers are likely to be in need of. Our catalogue gives full details. Don't miss getting a copy.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

It is Easy to See

Why so great a success has been gained by

JAMIESON'S Floor Enamels

They are **easier to apply, dry quicker, look better** and **wear longer** than any other covering for the floor that has ever been put on the Canadian market.

That's why they are so easy to sell.

Write us for information about our **Floor Enamels** and our famous

Crown and Anchor Brands of Paints

Manufactured solely by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim for them **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied. Established 1815

CANADIAN AGENT
GODFREY S. PELTON
201 Coristine Building Montreal

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The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE***

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.
Small Springs of Every Description.

The White Lead Is The Thing

You may take it for a certainty that the White Lead used in the manufacture of paints is the index to the quality of the product. No manufacturer would use a good white lead and select other materials that were not in keeping with it. On the other hand no manufacturer who selects an inferior lead is likely to be particular about the other ingredients. Know the white lead, and you know the paint.

Now, the bearing of this principle on

"Anchor" and "English"
LIQUID HOUSE PAINTS

is the fact that when you know that the only white lead used in their manufacture is

Brandram's
B. B. GENUINE

(which has been the world's standard for nearly two centuries) you need no other argument to explain the preference consumers show for these paints.

BRANDRAM-HENDERSON
LIMITED
Halifax, St. John, Montreal, Winnipeg,

MARSHALL WELLS CO., Winnipeg
Sole Distributors for Western Canada

PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 30, 1906

Quietness pervades the paint and oil market, as is natural to expect at this season of the year. All lines are firm, however, and from the present appearance of primary markets, there will not be any readjustment tending to lower prices, for a long time to come.

All lead products show an especially strong tone, and it would not be surprising if further advances should materialize shortly.

LINSEED OIL—We continue to quote as follows: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.

TURPENTINE—We still report a firm market, and following prices: Single barrel, 95c. per gal.; two barrels or over, 94c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—The market is constantly adding strength. We quote: Best brand Government standards, $6.75 to $7.00 No. 1, $6.40 to $6.65; No. 2, $6.05 to $6.40; No. 3, $5.80 to $6.05, all f.o.b. Montreal.

DRY WHITE ZINC—V.M. Red seal, 7½c. to 8c. Red seal, 7c. to 8.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY—Orders are large and numerous. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—High prices in primary markets are responsible for firmer conditions. We still quote however: Genuine red lead in casks, $6.00; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

SHELLAC—Our prices are:—Shellac Bleached, in bars or ground, 46c per lb., f.o.b. Eastern Canadian points, Bone Dry, 57c per lb., f.o.b. Eastern Canadian points; T.N. Orange, etc., 48c per lb. f.o.b. New York.

SHELLAC VARNISH—The prices are: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c

BENZINE—Last weeks advance holds good, and we continue to quote 25c. in barrels and 30 cents in smaller quantities.

WINDOW GLASS—We quote: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, November 30, 1906

While paint is practically at a standstill, orders are being taken in large quantities for spring shipments by some firms but others refusing to book orders for shipments later than Dec. 1st, 1906, as the general outlook is that all paint materials will advance on present prices.

All lead products continue strong and a further advance is looked for. Linseed oil remains firm and turpentine remains unchanged with a probable advance to 99c or $1.00 should the demand remain good. The output of turps has been smaller than in former years as labor has been hard to procure and the demand for turpentine much larger.

WHITE LEAD — Ex Toronto, pure white, $6.80; No. 1, $6.42½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $7.00.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.50; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.25.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

A few more of our

TRADE MAGNETS and TRADE RETAILERS

The Martin-Senour Porch and Deck Paint
"Stands the Weather."

The Martin-Senour Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour Carriage Paint
It's "superfine," everything said.

The Martin-Senour Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT
100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited

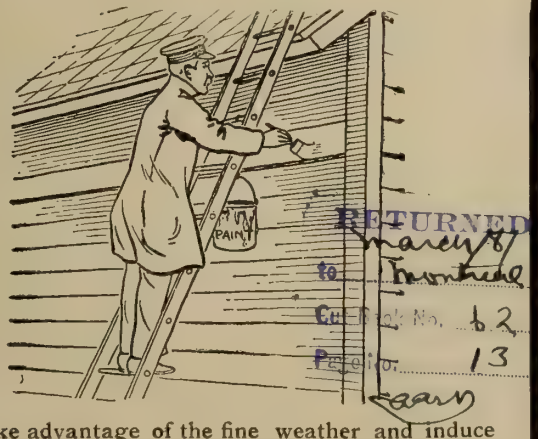
"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited
HALIFAX, N.S.

BARN PAINTS



RETURNED
to Montreal
Cut Book No. 62
Page No. 13

Take advantage of the fine weather and induce your farmer friends to paint their barns.

RAMSAY'S OUTSIDE PAINTS

are made for barn painting, roof painting, fence painting and at a price that suits the farmer and a profit that suits you, with a quality that suits all. Sell Ramsay's Outside Paints at $1.00 per gallon, take your profit and suit your customers.

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover; lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICAGO

PAINTS AND VARNISHES

Why is the name of the CANADA PAINT CO. LIMITED, a guarantee of the contents of every package which bears it?

BECAUSE they are Primary Makers and not merely color grinders, i.e.,

(a) They operate their own deposits of Canadian minerals, which are among the best in the world.

(b) They manufacture their own colors from the primary chemicals.

BECAUSE as makers of their own pigments and colors they have absolute knowledge of the materials they use and assurance of their quality; besides this, they save the first profit and Customs duty paid by other makers who purchase their pigments.

BECAUSE their manufactures are tested by their own practical experts, who know their business in every detail.

BECAUSE by the most improved machinery and manufacturing in large quantities every economy is exercised, and the purchaser gets the benefit of this.

BECAUSE upwards of a million packages of their goods are used every year with complete satisfaction and their trade steadily increases.

YOU ARE SAFE therefore in purchasing any package of Paint or Varnish which bears the name of

The CANADA PAINT COMPANY

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50; gum shellac, bone dry, 63c., Toronto. T. N. (orange) 51c. net Toronto.

LINSEED OIL—We still quote: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic shee., 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75, barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—Gals., 70c. to 80c.

BRIDGE PAINTS—Gals., 75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

PAINT TRADE IN ENGLAND.

(Continued from page 48.)

class decorator must be looked upon as an impossibility as a customer for mixed paints, but the remainder are very likely purchasers. The writer recently had occasion to compute the number of painters in the United Kingdom; by actual count the number of painters, paperhangers, and house decorators carrying on business within the three kingdoms was found to be 20,700. Adding to this the number of builders, we have in round figures 50,000 firms who are possible customers for paints.

As far as can be gathered, American-made varnishes are not imported into England in very large quantities, excepting in the cheap grades. One American firm imports a fair amount of high grade carriage varnishes, but as a rule English manufacturers hold the ground very closely, and it would be difficult to get the trade away from them, especially as a very long credit is the custom. Good, cheap varnishes sell for cash among builders, and no doubt a considerable trade could be done in them. But there is not much chance for colors or "stainers," as they are usually called, the home-made article being generally of excellent quality and reasonable price. In various specialities, however, the field is practically open. During the last few years there has been a great advance made in the sale of what are known as "washable distempers." These may be described as kalsomine, which, when dry, may be washed down. They are made in various ways with the binder, which is often caseine; they are manufactured in a large variety of colors, ranging from the richest reds and greens to pale tints of various hues. Nearly every paint manufacturer in the country now has a washable distemper on the market, and it is doubtful whether there is room for any more. Indeed, a well-known American firm some time since, sent a special representative over to examine the ground, and he, after close study, decided that it would cost more to get the market than the trade would be worth.

The following are some of the goods which are not made in England at all, or at least, if they are, it is to a very limited extent: Liquid wood fillers, floor paints, machinery paints. Either of these are to succeed if a good article be well pushed. There are a dozen or more good paint-removers on the market; the favorite being those which are supplied in paste form, but which are not alkaline in their nature. The English painter claims that for outside work the liquid paint-removers evaporate too quickly. During the last twelve months there have been several "graphite" paints brought out, and these goods appear to be likely to come into favor. As a final word, I would recommend American manufacturers who seek the English market to act upon the following plan: Unless they are prepared to go to the expense of setting up an office in London, with a staff of travelers, it would be well to arrange with several agents to handle their goods, giving them each an exclusive territory.

DISCOVERER OF MURESCO.

Benjamin Moore, of the large New York and Chicago paint company, which bears his name, was a visitor in Toronto during the past week conferring with Mr. Frost, general manager of the Toronto end of the Benjamin Moore Co.'s business. Mr. Moore is the discoverer of "Muresco" wall decorator, and he is enthusiastic about the way his invention has caught on in Canada. Mr. Frost predicts a sale for it of from 500,000 to 1,000,000 in Canada during 1907.

Store service is the best thing upon which the merchant can build. His competitor can buy the same goods as cheaply as he. Price and quality are matters of buying, and in these days one merchant can buy pretty nearly as well as another. Store service, however, is a matter of individuality. Get in close touch with your employees and you can serve the public in a way that will get business coming your way. Good service is always appreciated.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

Coat on Coat

You can Alabastine on **ALABASTINE,** but you cannot kalsomine on kalsomine, nor paper on paper—at least, it is a very unhealthy practice to do so, Kalsomine, however named, will rub off and have to be washed off before a second coat can be applied.

ALABASTINE can be recoated many times, each coat an added improvement on the previous one.

ALABASTINE is permanent, sets and hardens on the wall and improves with age.

ALABASTINE **IS THE BEST** selling proposition in the line in Canada. We could fill several pages of this book with testimonials from dealers who sell our goods, and painters who are using them exclusively, from the Atlantic to the Pacific, if we so desired, both of recent date and running back several years; but it is not necessary for us to do so.

A well-assorted stock insures good sales. Remember, present delivery, spring dating. Order direct or through your jobber.

The Alabastine Co. Ltd.

PARIS, ONT.

Hamilton, November 20th, 1906

Messrs. Benjamin Moore & Co., Limited
(Formerly The Francis-Frost Co., Limited)
Toronto



I have handled Ark Brand Paint for this past year and feel I am safe in recommending same to the public, as I have sold about seven hundred gallons and have had no complaints.

CASH-WITH-ORDER CO., Limited
(Signed) J. W. Baby

This Company has placed an order for 1,000 gallons Ark Brand Paint to be shipped after the first of the year



Consolidated
Plate
Glass
Company
of Canada
Limited

Import
Window
Glass

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Anton Bery has accepted a site for his proposed factory at Guelph.

The Frost Wire Fence Company, Hamilton, have surrendered their charter.

A rink is to be built at the Mimico Industrial School, Toronto, costing $2,000.

Work has been started on the new warehouse for McClary Mfg. Co., in St. John, N.B.

Building permits have been issued at Vancouver in the month of November for nearly $1,000,000.

The Stevens Company of Galt, are to erect a new moulding plant in connection with other workshops.

Willian Gray & Company, Carriage manufacturers of Chatham, will build a $100,000 factory in Winnipeg.

The Montreal Bank will erect a branch at North Toronto, having purchased the site for the building.

Fire did damage to the extent of $200 at the Ontario Tack Company's factory in Hamilton a few days ago.

The F. B. Wood Company, Hamilton, will erect a large addition to their factory, making it twice its original size.

The new nine storey building erected for the C. W. Lindsay & Company, of Montreal, was formally opened last week

The Canadian Bank of Commerce at Vancouver, B.C., will erect a new block for bank and office buildings to cost $450,000.

A permit has been issued for the construction of an eight storey brick and stone hotel, costing $100,000, in Toronto.

A brick and pulp mill will start at Prince Albert, Sask., it is expected that $100,000 will be invested by each concern.

A permit has been issued the Gerhard Heintzman Piano Company for the building of an addition to their Toronto factory, to cost $10,000.

The Phillips Manufacturing Company, Toronto, will erect a new two storey factory building containing 132,000 square feet of floor space.

The Hamilton Bridge Company have secured the contract for all the iron work in the new C.P.R. bridge, across the Belly river, Lethbridge, Sask.

The Lufkin Rule Co., of Saginaw, Mich., has secured a site in Windsor, and will build a Canadian factory early next spring. Meanwhile the firm has secured temporary quarters and will begin building operations at once.

A new company has been incorporated with a capital of $1,000,000, to be known as the German Developing Company, with head office in Toronto.

During the heavy wind storm of last week, the addition, which was being built to the moulding shops of Taylor Forbes Foundry, Guelph, was blown down.

The large planing mill of Robertson & Hacketts, at Granville, B.C., was totally destroyed by fire, loss being estimatted at $40,000, partially covered by insurance.

The Dominion Iron & Steel Company's rail mill at Sydney, which has been closed down for several weeks, has resumed operations. There is a sufficient stock of machinery on hand to keep the mill running double-shifted.

The Dislea Devlin Manufacturing Company, of Hanover, Ont., have made an assignment to John Mills. The company have been manufacturers of chairs and also ran a foundry. They were capitalized at $30,000, and have been in business for about eight years.

The Ideal Fence Company are installing machinery in their new plant in Winnipeg. W. L. McGregor, manager of McGregor Banwell Fence Company, Walkerville, is President; W. H. Burnham, manager of the Lamb Wire Fence Company, Adrain, Michigan, Vice-President, and S. A. Stewart, Secretary of the company.

The Ruby Silver Mining and Developing Company has been incorporated with a share capital of $500,000. The head office is to be at Hamilton. The company will do a mining, milling and reduction business. The provisional directors are: S. J. Lloyd and W. J. Hutchinson, of Montreal; J. M. Peregnue, G. R. Lloyd and H. S. Lees, of Hamilton.

A company has been incorporated with head office at Hamilton, with a share capital of $40,000, for the purpose of manufacturing tacks, cut nails, wire and wire nails, hardware, and hardware specialties, to be known as the Consolidated Hardware Manufacturing Company, with Henry Wynn, Frank Forsyth and C. H. Brigger, all of Hamilton, as directors of the company.

The Nova Scotia Steel & Iron Company are preparing to add another blast furnace to their plant at Sydney Mines early next spring, which will enable them to produce about 400 tons

of pig iron per day. At present no ore is being smelted on account of extensive repairs which are being made to the furnaces, and which will not be completed before the latter part of December. The repair work, however, is being rushed, three shifts of bricklayers being kept constantly employed.

A proposition is being considered by the Sydney, N.S., City Council, respecting the establishment there of a rolling mill, capitalized at $1,000,000. The promoters say that 250 hands will be employed. The buildings to be constructed will cover an area of 80,000 square feet. The proposed plant is for the manufacture of bar steel, angle bars, tie plates, pit rails, railway spikes, bolts and other articles used in connection with the building and construction of railways. The cost of construction and building machinery will amount to about $400,000. The furnace and boilers will use over 20,000 tons of coal per month. It will take from seven to nine months to erect the buildings and install the machinery. The buildings will be constructed of steel, with concrete foundations. The company will secure its raw material from the Dominion Iron & Steel Company. They are asking the city for a bonus of $50,000 and exemption from taxation for twenty years. These concessions may be granted.

MAKING CHRISTMAS BUSINESS.

A Western States grocery store held another style of a contest for boys and girls. An "Auto" valued at $15.00 was offered as the boys' prize, and a doll of the same value constituted the girls' prize. The conditions of the contest were advertised as follows:—

1. I am going to give one Contest Check with each purchase made at my store for 10c. or more, from November 25, to December 30, 1905.

2. Any and all members of the family can make as many purchases each day as they desire.

3. Small buyers are equal with large buyers. Thus any distinct 10-cent purchase entitles you to 1 Contest Check, and a $5.00 distinct purchase entitles you to 1 Contest Check.

4. It is your privilege to ask your friends and neighbors for Kline's Contest Checks.

5. All Contest Checks must be handed in in sealed boxes not later than 12 o'clock noon, December 30, 1905.

6. Contest Checks will be counted and prizes awarded by 3 of La Porte's prominent business men, Saturday evening, December 30, at 9 o'clock. The prizes will be awarded to the boy and girl having the largest number of checks.

7. No boy or girl over 15 years of age can take part in this contest, but boys and girls of all ages can help their brother, sister or friends to win the prizes.

8. Be sure and ask for Contest Checks at time of purchase.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

W. A. Mitchell, hardware merchant, Kingston, asks for the address of the makers of Coburn barn and parlor door hangers.

They are made by the Coburn Trolley Track Mfg. Co., Holvoke, Mass.—Editor.

Steel Palm Band Cuters.

The Miller Morse Hardware Co., Winnipeg, desire to locate the manufacturers of steel palm band cutters with strap over back. They are not known in Toronto. Can any reader of Hardware and Metal supply the required information.

Brandon Mitre Machine.

R. H. Bradfield & Co., hardware merchant, Morrisburg, Ont., write asking the name of manufacturer of Brandon mitre machine.

This machine is manufactured in Ohio, by the Brandon Mitre Machine Co., but can be procured in Toronto for $17.00, from either the Phillips Mfg. Co., or Matthew Bros. both manufacturers of picture mouldings.—Editor.

Ash Sifters.

C. W. Fawcett, hardware merchant, Tiverton, Ont., asks for the address of the makers of "Good Value Ash Sifter," and the "No. 1 Hustler."

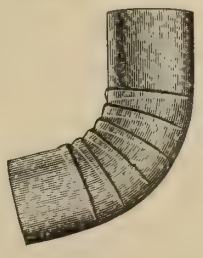
The "Hustler" is made by the Hill Dryer Co., 316 Park Place, Worcester, Mass., and the "Good Value" is made by J. T. Wilson, 166 Queen St. W., Toronto.—Editor.

FACILITATING DELIVERIES.

Anything that will save a minute or two of a salesperson's time during the rush that precedes Christmas, is a great help to the store. In November, last year, Wanamaker's Philadelphia store advertised that any customer who would leave her name and address, plainly written, would be sent a book of stickers with her name and address plainly printed thereon. Whenever a purchase was made a sticker was pasted to the sale slip. This saved the customer's time that would have been required to write the name, and the salesman's time who would have had to wait for the name. It also saved a good deal of the time of the delivery department that would otherwise have been lost through faulty addresses.

Graham Fraser, lately with the Nova Scotia Steel Company, is said to be the promoter of the new car wheel foundry at Longue Pointe, Quebec.

A $25,000 addition to the Polson Iron Works on Esplanade Street, Toronto, is being made in the form of a one storey steel and concrete machine shop.

BEST ELBOWS
— FOR —
CONDUCTOR PURPOSES
BEAR .
TRADE MARK
F. Dieckmann
PLAIN ROUND.
CORRUGATED.
Made in . . .
6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.

For Sale by the TRADE in Canada. Write for catalogue and samples to
FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

COST OF BEING LONDON'S LORD MAYOR.

Hardware men have been interested in the position of Lord Mayor of London, the historical position to which Dick Whittington rose after walking into the world's metropolis a century or more ago, as a poor boy with no friend but the cat, which was his companian, because of the occupancy of the position during the past year of Sir Walter Vaughan Morgan, the publisher of the Ironmonger, our English contemporary. eaders of Hardware and Metal will, therefore, be interested in a resume of the heavy expenditures which show clearly that no one but a wealthy man can hope to occupy this honorable position.

London allows the Lord Mayor the sun of £10,000 as his salary for the year, in order to enable him to fulfil with dignity the many expensive duties that he will be called upon to perform, but such are the demands of precedent in these times, and so unwilling would any Lord Mayor be to do the thing in a manner inferior to his predecessors, that this £10,000 is not half enough to bear the cost of the office from November 9, to November 9.

It is generally understood that a Lord Mayor is getting off very cheaply indeed, if his year costs him no more than £25,000. Such a year would be one in which there would not be very much glory or distinction. Things would have been quiet in the city. If royalty is there on one or two occasions, and above all, if a foreign monarch pays a visit to the corporation, as has happened so frequently in late years, the Lord Mayor may depend on it that his period of office is going to cost him £30,000.

His expenses begin on the day of his initiation. It is generally reckoned that the show and the banquet cost about £4,000. A Lord Mayor who is anxious to give the public a novelty in the way of these exhibitions—something of a specially gorgeous character—may find the bill for the day run very close to £5,000. This bill is settled by the Lord Mayor and the two Sheriffs between them, the former paying half and the others a quarter.

There are a thousand and one sources of expense to the Lord Mayor. Chief among them are the big banquets that are given by every occupant of the Civic Chair—to the Bishops, to the Judges and Elder Brethren of Trinity House, and so forth. Every Lord Mayor lays himself out to do these really well, and invariably adds some special entertainment to distinguish his own from those of all others.

Then there is the heavy cost of official attendance at functions of one kind and another almost every day of the week, with the generous subscriptions to charitable institution for which each Lord Mayor is obliged to make his year of office conspicuous. Moreover, the growing custom of fraternizing with municipal authorities abroad is adding thousands to the annual expenditure of the Lord Mayor. Then there are many peculiar little custome, of which the public hears nothing, which the Lord Mayor is expected to continue, at varying expense to himself. For example, the wonderful collection plate at the mansion house is being added to are many peculiar little customs, of each Lord Mayor during his term of office to supplement it with a fresh £500 worth of gilt as a gift from himself.

Obviously the Lord Mayor must be a very rich man, and it might seem to be a point of difficulty that in order to become Lord Mayor a long term of apprenticeship to civic duties has to be served by the aspirant to the office, and some years before his turn comes he has to go through the preliminary trial of shrievalty. So that he must usually begin very young, and at that time of life he is not generally at all rich and is in doubt about his prospects. It is the custom, therefore, when a member of the court of common council aspires to the high office, for him to put something by each year of his life which will enable him to accept the office when the time comes. If by that time he has not got enough money he asks for his name to be passed over, often giving ill-health as his excuse: and so he can never be Lord Mayor.

Supposing a man with insufficient means were, in order to satisfy a life-long ambition, tempted to try to scrape through somehow. The city takes care that no such attempt shall be made—partly for its own sake and partly for the sake of all those who may be dependent upon the would-be Lord Mayor or who have business dealings with him. The fact that he has at last become eligible is some evidence of pecuniary capacity, since he must have been alderman for about ten years at an annual cost to himself of £400 or £500, and must also have been Sheriff, which will have cost him from £2,000 to £3,500. But being Lord Mayor is, after all a different matter, and the city demands that the most convincing proof of the candidate's financial standing shall be afforded to it.

Before the time for his election comes a secret sitting of the court of aldermen is held, and at this sitting the alderman who is next in rotation for the chair practically lays bare to his brethren his financial position. He produces proof that he is in possession of means which will warrant him in spending £10,000 over and above his allowance without impoverishing his family. If the brother aldermen are satisfied all is well. Needles to say, the giving of such information is a very serious matter to a city magnate; but the secrets he discloses after he has thus "given bond" are never under any circumstances told outside. It would go ill with any alderman who became a traitor to this absolutely secret court.

Manufacturers' Agents

CHARLES H. FOX
Vancouver, B.C.
MANUFACTURERS' AGENT
Selling to the Hardware Jobbers Only.
Correspondence Solicited.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal
Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL
WINNIPEG, MAN.
Correspondence is solicited from manufacturers wishing a representative in Winnipeg.
Travellers call regularly on the wholesale and retail trade in Western Canada.
Highest references and financial responsibility.

FRANK PEARCE & CO.
Established 1868
Shipping and Forwarding Agents and General Commission Merchants. 18 Chapel Street, Liverpool, England. Goods cleared through Customs and Forwarded to destination, or Stored in Liverpool at lowest rates. Cable address "Pearce" Liverpool. A.B.C. Code.

Scott, Bathgate & Co.
BROKERS AND COMMISSION MERCHANTS
Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada
Storage and Warehousing a Specialty.
First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day
you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods? They include a rare variety of money-makers That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.
Look at our list of Agencies. It will pay you to get acquainted.
AGENCIES:
Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works, Limited, Windsor, Ont.
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Dowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co., New Brunswick, N.J
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Sraris Mfg Co., Newark, N.J.
Proprietor Balmoral Oil.

LUDGER GRAVEL
22 and 28 Jacques Cartier Square,
MONTREAL
PHONES:
Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.
Tel. Merchants 964

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE and Tinware business for sale in a thriving town in Western Ontario, stock about $9,000. Box 570, HARDWARE AND METAL, Toronto. [48]

ARTICLES FOR SALE.

CANADIAN PATENT or Provincial rights for folding ironing board, simple in construction and cheap to manufacture, can be fastened to any stand, table or sewing machine. Made in three sizes, can be retailed for one dollar with good profit. Patented October 1906. For terms, etc., address Box 567, HARDWARE AND METAL. [48]

SITUATIONS VACANT.

HARDWARE traveller wanted to travel in Nova Scotia for an Eastern Canada wholesale house. Must be a man with experience and one who can hustle. References will be required. Apply stating salary to Hardware Traveller, care of HARDWARE AND METAL, Montreal. [48]

WANTED—Experienced and practical stoveman to take charge of stove department for wholesale house doing an agency business. The Frost Wire Fence Co., Hamilton, Ont. [49]

COMPETENT man familiar with electric fixture work. One with general business experience and original ideas in designing work. Answer with full particulars to box 571 HARDWARE AND METAL, Toronto. [48]

STOVES AND FURNACES.

AN experienced, competent and practical manager for manufacturing or sales department open to consider proposal. Box 569, HARDWARE AND METAL [49]

UNITED STATES manufacturer of hot water specialties and furnaces would like to secure jobber in Heating Supplies who would handle their line in Canada and keep the goods in stock. For full information apply Box 568, HARDWARE AND METAL, TORONTO. [48]

WANTED

by January 1st, 1907,

Glass Salesman

Must be experienced and reliable, state references and qualifications, also amount of salary required. Apply only by letter to

Consolidated Plate Glass Co., Limited

Toronto, Canada. (52)

The Best Door Closer Is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,

Hospital St., - - BIRMINGHAM

WORK AND PRICES RIGHT

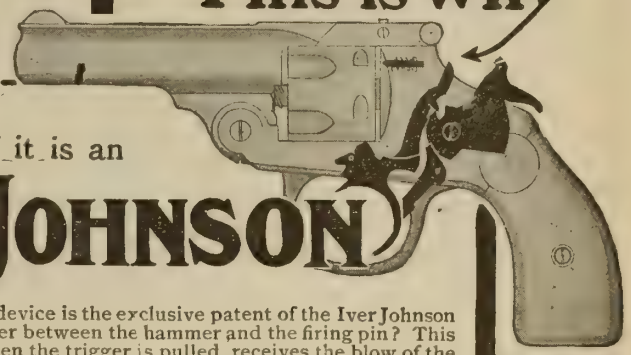
GALVANIZING

ONT. WIND ENGINE & PUMP CO. LIMITED.

TORONTO, ONT.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson **never** fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

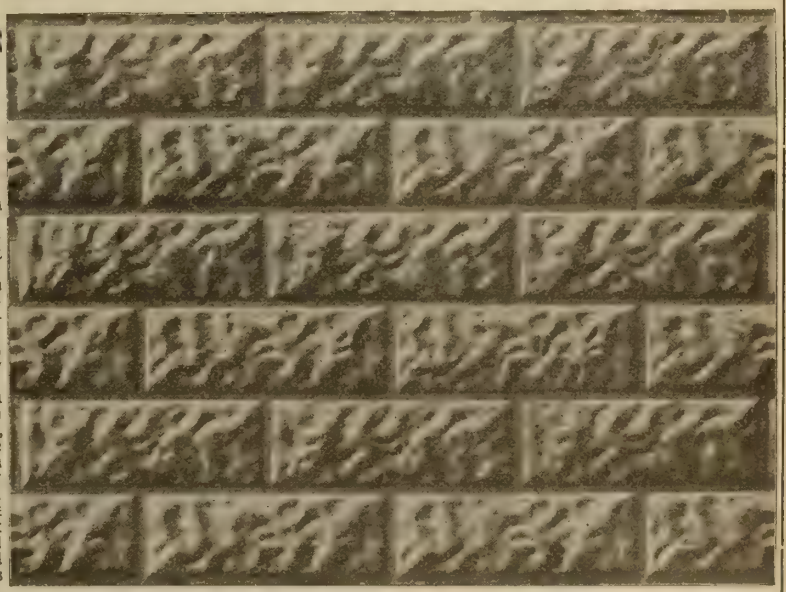
HERE'S ANOTHER GOOD ONE!

ROUGH BRICK—

This is a splendid die—mortar—lines are clean cut and bold.

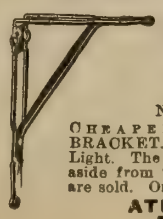
This pattern is very popular for dwellings or surfaces much cut up by openings.

The rough face hides all unevenness, as well as the joints, which fit perfectly and easily. Made in three grades each of galvanized and painted steel. Send us a trial order.



The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, **THE McCLARY MFG. CO.,** Winnipeg and Calgary.



Will Hold up a Shelf

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER. NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO.,
New Haven, Conn.,

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON, ENGLAND

THE STANDARD IDEAL SANITARY CO., LIMITED

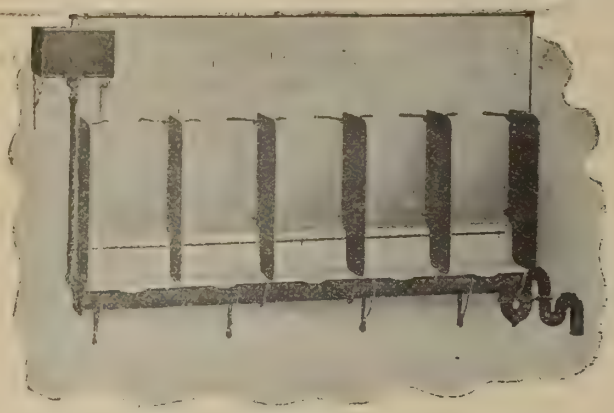


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

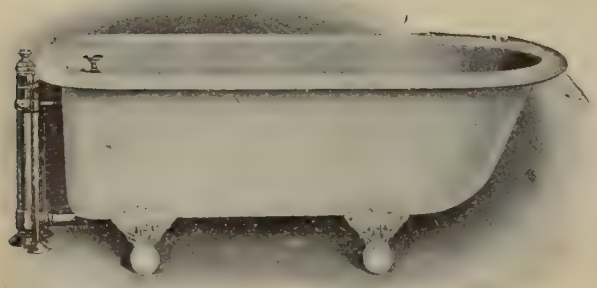
Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.



Roll Rim Enameled Bath with Nickel-plated Fuller Double Bath Cock and Combined Waste and Overflow Fixture.

PLUMBING GOODS

We carry a full line of Plumbers' heavy goods,
ENAMELED BATHS, LAVATORIES, KITCHEN and SLOP SINKS.
Rang Boilers, Soil Pipe and Fittings



The THOMSON
S.P. Smoke Machine
For Testing Plumbing

All plumbing work should be tested to protect your interests as well as the health of your customer.

Let them know you test your work, it will increase their confidence and your trade.

The ***Thomson*** is ***simple*** and ***efficient;*** can be readily carried from place to place. Write for circular.



Enameled Roll Rim Sink on Brackets, with Nickel-plated Trap and Fuller Faucets.

The JAMES MORRISON BRASS MFG. CO. Limited, 93-97 West Adelaide Street, **TORONTO**

Plumbing and Steamfitting

THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff in the National Builder, Chicago

Article XII.

Installation.

This number we show another method of sewage disposal when there are fixtures or drains below the level of the street sewer. In this case the bathroom and kitchen plumbing fixtures discharge into the soil stack indicated, and the sewage is carried to the sewer in the street by gravity. The roof leader is located at the rear of the building and is provided with a running trap a little inside of the foundation wall. During heavy rain storms the water discharged by the leader thoroughly flushes and cleans the house drain.

The waste from the wash traps which are located in the basement laundry is discharged ino a galvanized wrought iron sump. This is necessary because the wash trays are below the street sewer and therefore cannot be directly discharged into the house drain.

The water in the sump is pumped out and discharged into the drainage system by means of an automatic electric pump.

When the water in the sump rises to a certain point the copper float, which is suspended by means of a chain, rises also and turns on the automatic switch marked "A S." The electric current then starts the motor (M) which operates the pump (P). The pump then sucks the water from the sump and discharges it into the house drain on the outside of the leader trap.

The knife switch (K S) is used to turn on and off the electric current for sump pump.

The sump is constructed of one-quarter-inch boiler plate riveted together watertight, with a rebated flange on edges and a wrought iron cover. This cover may be a grating when only clean water empties into sump, but when the soil or waste lines empty into it, the cover should be solid plate made perfectly air and gas tight. All pipe connections to the sump should be flanged.

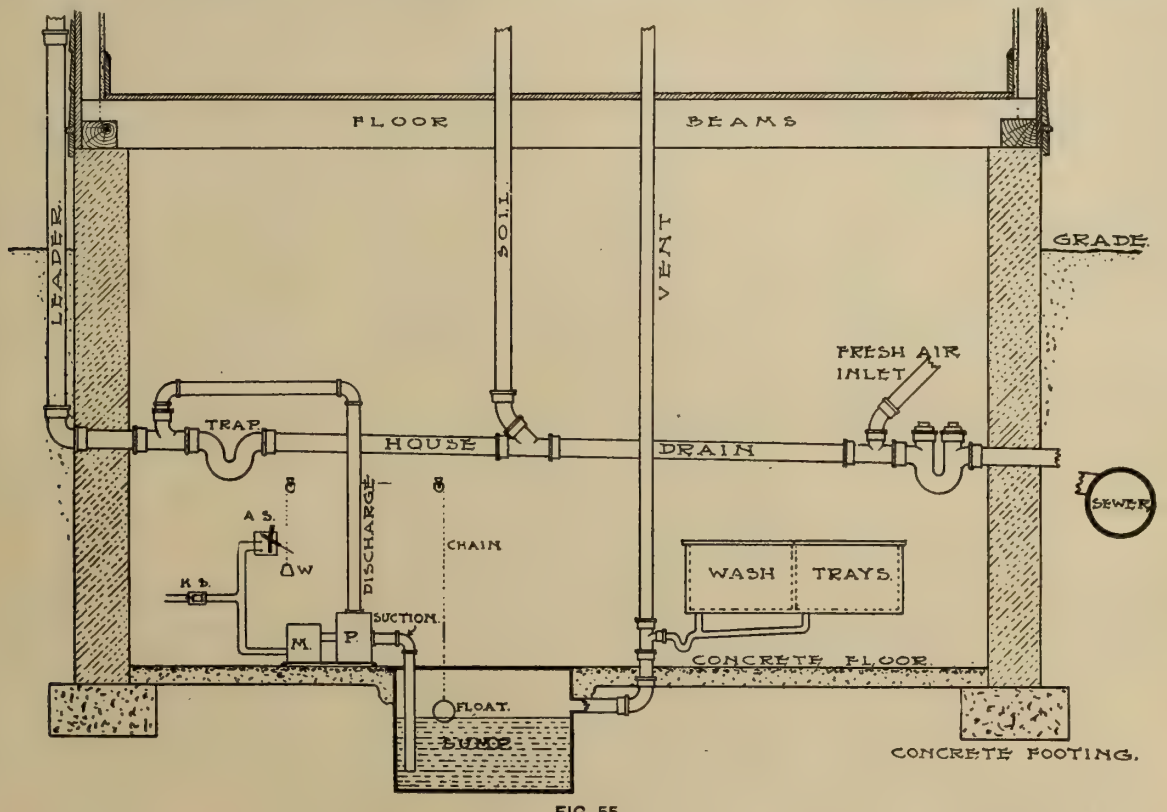


FIG. 55.

HINTS ON GAS PIPING.

To pipe gas to heating and cooking appliances, as well as to gas engines, J. M. Robb, Peoria, Ill., in a booklet entitled "Instructions for Gas Distribution Employees," suggests that the piping be planned in accordance with the following table:

Size, inches	Length, feet.	Capacity per hour in cubic feet.
3/8	20	11
1/2	30	22
3/4	50	60
1	70	127
1 1/4	100	222
1 1/2	150	349
2	200	718
2 1/2	300	1,253
3	450	1,977
4	600	4,059

Use the next size larger when the length in the table where a given capacity must be exceeded. Never run a fuel line smaller than 3/4-inch. Never run a supply pipe to a gas engine less than 1-inch. Always make a run of pipe for a hot plate of 3/4-inch pipe, unless you are sure the hot plate will never be replaced by a gas stove. Always, in determining the size of pipe to be run, follow the table for gas consumption of various apparatus, given under instructions for setting meters. Ask for special instructions when you are running pipe for special fuel apparatus. Never cut holes through walls,

floors, or partitions, any larger than is necessary to take the gas pipe. Upon completion of your work, you must always carefully cement all openings which you have cut in walls to run your pipe.

When your apparatus is all connected up, light all the burners to ascertain positively that an ample supply of gas has been provided. Negligence of this precaution is a crime. Adjust every burner to take the largest possible supply of air without lighting back. When the apparatus is exposed to sharp drafts, too close an adjustment must not be attempted, or complaints from lighting back will surely result. A properly adjusted burner will show a hard green cone in the centre of each jet of flame. Be sure that your piping is tight.

Before leaving the work completed, make absolutely certain that the surrounding wood work is completely protected from danger of scorching or catching fire. When gas stove or heater flues terminate so that the products of combustion will impinge upon wood, a deflector of sheet metal or asbestos must be put up. All water heaters must be provided with a flue pipe to carry off the products of combustion.

When a gas stove oven is connected to a flue, the flue pipes must be fitted with a damper, to prevent a strong draft from drawing an excess of cold air into the oven, or else an opening must be left in the flue pipe to by-pass the oven. The object to be attained is to prevent waste of gas by passing too much cold air through the oven. If the gas stove is fitted with a hood the best flue pipe arrangement is to connect the hood to the chimney and discharge the flue pipe from the oven under the hood.

Explain to the consumer, or the person who is to use the apparatus you are connecting, just how the apparatus is to be handled, showing him how to light it and dwelling especially on the necessity for regulating the amount of gas burned to the quantity of work to be done. Be sure to have the consumer understand that it is best to call a gasfitter at once if he has any trouble whatever in handling his apparatus.

OLD TIME AND UP-TO-DATE PLUMBING APPLIANCES

Paper read by Daniel Shannon, Boston, Mass., at the annual meeting of the National Association of Master Plumbers', Atlantic City, June, 1906.

The old-time plumber of half a century ago was a skillful, resourceful and ingenious mechanic, as in many cases he was manufacturer, jobber and artificer. He often made his lead soil pipe, all his traps and bends, lined his tanks and bath tubs, made hot and cold showers, and above all the material required on his job, excepting some brass ware, the trunk of the pan closet, crockery ware and force pumps. Many samples of the old-timers' handicraft are extant in Boston to-day, and the younger generation of plumbers marvel at the beauty of the workmanship and the durability of the job.

Beauty of Old Time Work.

An apt illustration of the artistic beauty of the "old timers'" work came to the knowledge of the writer many years ago, when a cultured lady, owner of the house, called on a tour of inspection during construction. The plumber was giving his final rubbing up, to his lead pipes preparatory to the carpenter laying the floor, when the lady peeped into the bathroom with an emphatic utterance of surprise. She exclaimed: "Why! I had no idea that plumbing was such beautiful work, it looks just like embroidery." And so it did. The lady had an artistic eye, with the symmetrical alignment of the lead pipes, hot, cold, circulation radius, waste and drip pipes the graceful easy curves and bends, the diagonal combination of the joints, and the edgeless flanges of his separate waste on his handsome handmade closet trap and bend, pipes of azure blue, and joints of silvery whiteness without a blemish, no wonder the "old timer" bowed with feelings of pardonable pride to the cultured lady's shower of compliments.

The writer has now in his possession a lead "D" trap, three feet offset, and bend, that had been installed fifty odd years ago. It is a beautiful specimen of the "old timers" work, and is now in an almost perfect state of perservation, the seaming and wiping (3 starts in trap) and the whole combination is a monument to the skill and dexterity of the "old timer" sixty years ago. This may be properly termed the primary, or developing age of the arts and crafts of the plumbers of the United States.

The up-to-date appliances of our trade are the natural development that would occur in a long series of years to any craft that was nutured in such intellectual channels, and endowed with the keen perceptive faculities of the average master plumber.

Enlargement, expansion, ventilation, beauty of design, and elegance of finish have been the cardinal points of development in the progress of the craft of late years. The inventions of the "old timer" half a century ago are now factory made. Nickel pipes and porcelain fixtures play an important part in enhancing the elegance of the modern plumbing.

The enlargement of the old flushing valves and pipes has been a prime factor in improving modern sanitation.

Handicaps Overcome.

The "old timer" was very much restricted in his water supply, municipal reservoirs, large communities depended on the water shed of the roof, and the manual labor of pumping from wells, and of course in a dry season their supplies were very limited, hence the plumber was forced to reduce the calibre of his pipe to meet the existing conditions, and this explains in a great measure the reason for small valves, and flush pipes found in connection with old-style closets.

In this generation we have tapped great rivers and lakes, built immense reservoirs, and erected massive pumps to furnish a bountiful supply of pure water. The American manufacturer leads the world in the ingenuity magnificence and beauty of modern sanitary appliances. The old dingy, sepulchral, tomb-like bathroom, with its pall of black walnut covering everything in sight, has been supplanted by the beautiful sanitary creations of to-day. The bath, the lavatory, the toilet, the beautiful tiles, the burnished silver manipulators, the beveled mirrors and hanging ferns complete a picture that is indeed a thing of beauty and a joy forever. The whole ensemble emblematic of purity and refinement. In this classic retreat the welcome guest takes his refreshing bath never enjoyed by the gods of Olympus during the reign of Zeus. The great advancement and achievements in sanitary science and applied appliances by the present generation of plumbers are indeed marvelous.

In contradistinction to the drainage methods of the "old timer" we may refer to an up-to-date installation of exposed heavy cast-iron drains, arranged so as to form an attractive feature of the general architecture of the building, which is now successfully performed by skilled plumbers.

In each of the several halls are parallel lines of cast-iron drainage suspended just below the lofty ceilings. Each line carrying a double row of fixtures, those lines are received in turn at the far end of the halls into vertical stacks that are beautifully grouped like cathedral columns supporting a capital.

GODERICH CONDEMNS OUT-HOUSES.

At the meeting of the Goderich Town Council last week, a motion was passed asking the local Board of Health for the removal of all frame closets on properties fronting on principal streets within the fire limits. This ought to suit the plumbers.

A SAW TO SAW STEEL.

A circular metal saw with inserted teeth, that, during a test, made a record of one inch a minute working its way through a 14-inch steel billet, is one of the latest achievements of the saw manufacturers, says the Engineering News. This machine is intended to cut 13-inch billets into convenient lengths for forging into locomotive driving axles; heavy forgings and castings can likewise be handled by the temporary removal of the special appliances fitted to the machine, the weight of which is about 10 tons.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, November 30, 1906.

From now until the opening of navigation in the spring, there will be only a light trade with lower river towns, as the last boat of the season tied up for the winter on Tuesday. For all that, business does not seem to show any falling off, and, for the time of year, a really remarkable volume of sales is going through the Montreal supply houses.

The only feature of interest this week, is the continued and very acute shortage of iron pipe. There is no relief in sight, and prices, accordingly are even stiffer.

RANGE BOILERS—A good business keeps up. We quote: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—Prices remain at the old figures, with primary markets very strong. We still quote: 5 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax: f.o.b., London, 15c. per hundred lbs. extra; f.o.b. Hamilton, 10c. per hundred lbs. extra.

IRON PIPE FITTINGS—Discounts are unchanged, and we are still quoting: Discounts on nipples, 1-4 inch to 3 inch, 75 per cent.; 3½ in. to 6 in., 72½ per cent.; couplings, ½ in. to 2 in., 55 per cent.

IRON PIPE—There does not seem to be any prospect of relief from the short supply. We quote as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27; 2 inches, $36.50, discounts on black pipe, 1-4 inch, 61 per cent.; 3-8 inch, 61 per cent.; 1-2 inch, 70 per cent.; 3-4 inch and upwards, 72 per cent.; Discounts on galvanized pipe:1-4 inch, 46 per cent.; 3-8 inch, 46 per cent.; 1-2 inch, 60 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 70 per cent., and for galvanized 60 per cent.

SOIL PIPE AND FITTINGS—We still quote as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Both tin and lead continue firm, and our prices on solder remain as follows: Bar solder, half-and-half, guaranteed, 25c.; No. 2 wiping solder, 22c.

ENAMELWARE—We give the following prices: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65 special, $18.65; plate E11 and E21 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, November 30, 1906

Plumbing supplies are still in active demand, and while supply houses report a slight falling off, travelers say that throughout Ontario large orders for enamelware and other supplies are still being placed. Demand for heating goods is particularly brisk, with quotations on both radiators and boilers very stiff. There is considerable talk of further advances on radiation, but we do not look for it before February.

Iron pipe is again on the move with some houses asking sharp advances on 1½ and 2-inch black pipe, the figures being advanced from $7.56 and $10.08 to $8.70 and $11.55 respectively. As the advance has not been general, we are still quoting the old prices. The scarcity does not seem to be relieved much as yet. Soil pipe keeps steady at the open market prices we have been quoting. Thimbles are now quoted at 60c. each, on four-inch size, an advance of ten cents on old quotations.

LEAD PIPE — The discount on lead pipe is now five per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 6c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Stocks are low with prices advancing. One-inch black pipe is now being quoted at $4.62, and one-inch galvanized at $6.27. Full list in current market quotations.

IRON PIPE FITTINGS — New lists are as follows: Cast iron elbows, tees, crosses, etc., 60 per cent.; cast iron plugs and bushings, 60 per cent.; flangle unions, 60 per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent, hangers, 65 per cent.; standard list.

GALVANIZED IRON RANGE BOILERS—Boiler stands are scarce. We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. Copper range boilers are now net list.

RADIATORS—Prices are very stiff at: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance also.

SOLDER — Quotations remain firm as follows: Bar solder, half-and-half, guaranteed, 27c.; wiping, 24c.

ENAMELWARE—Sinks and lavatories are scarce and advances are predicted. We quote as follows: Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25: plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

NEWS OF THE TRADE.

Forty metal polishers and buffers employed in various brass-finishing establishments, including James Morrison Brass Manufacturing Company, James Robertson Company, and the Toronto Brass Manufacturing Company, Toronto, are on strike demanding an increase in wages from $2.50 a day to $2.75. The larger firms, have refused the request for more pay, but smaller firms have conceded the point.

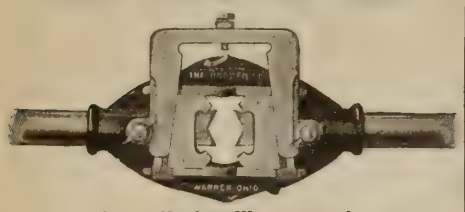
W. J. Colesworthy, formerly Canadian traveler for the United Brass Manufacturing Companys of Toronto Ohio, is now on the road for the Mann Brass Works, London, he being interested in the new concern along with "Andy" Mann, formerly with the James Robertson and Canada Brass Manufacturing Company's of Toronto and London.

Harry Brown, of Brown & Semple, plumbers and steamfitters, Brockville, was in Toronto buying heating supplies on Monday. His firm has under way the plumbing and heating contracts for the new Times building, Brockville, Mr. Hardy's new residence, Brockville, and on James Wilson's residence at Carleton Place. The last two jobs amount to $1,800 and $900 respectively.

IMPORTANT AGENCY SECURED.

Warden King & Son, Montreal, and their Toronto representatives, Cluff Brothers, have been successful in securing the Canadian agency for the Paul System of steam heating, which is already favorably known, and in the hands of these pushing firms should soon become more universally used.

THE NEW
"SOLID-ADJUSTABLE"
HAND STOCK AND DIES

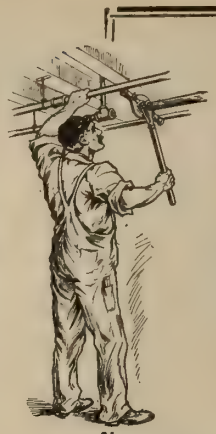


At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

BERLIN, - ONTARIO

Selling Agents for Canada

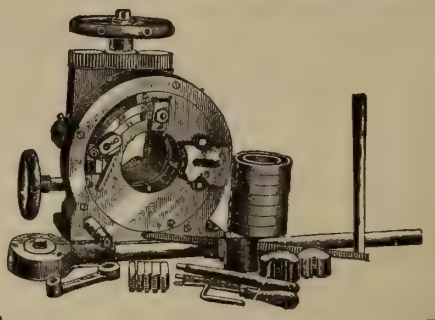


Time and Trouble Saved

by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong Stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe-fitters. Write for catalog and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St.,
Bridgeport. Conn.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.

Sole Agents for Canada Limited

MONTREAL, TORONTO, WINNIPEG, VANCOUVER

CHRISTMAS COMES BUT ONCE A YEAR

so does Christmas business.

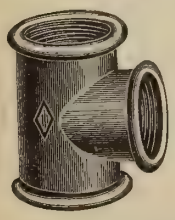
That dealer gets the most business who gets along the best with his customers.

To get along well with your customers you must be able to bank on your supply house.

I'M READY FOR A TEST

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA



THE GUARANTEE on Diamond Brand Fittings

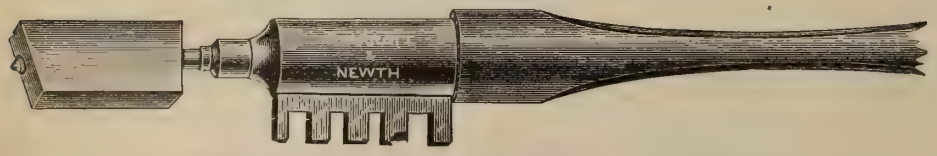
Never has to make an apology. Continuous satisfaction for Plumbers and Steam Fitters—there's what you have to work on!

OSHAWA STEAM & GAS FITTINGS CO., LIMITED

OSHAWA, CANADA

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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You Need the Profit: Your Customers the Quality

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

gives the profit that sagacious dealers seek.

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT gives the quality value sagacious customers seek.

Carry out the suggestion.

G. F. STERNE & SON, Manufacturers
BRANTFORD, ONT.

100,000 TURNS

off and on a Glauber bibb, will not show the wear—the tough quality of the metal and the deep square threads are only two of the many reasons good enough for any plumber.

Two Bibbs Free

For every one sent you defective, and a 5 year guarantee.

We Make Good

Glauber Brass Mfg. Co.

Cleveland, Ohio

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

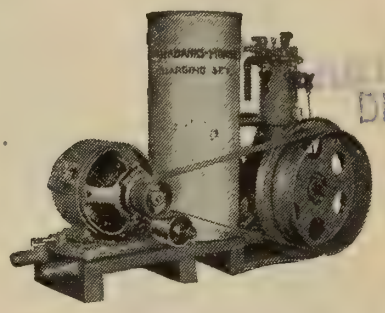
Ask Jobbers for "F. F. CO." Brand

A PROFITABLE LINE

—FOR—

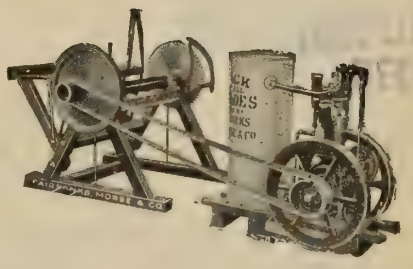
HARDWARE DEALERS

WHO SELL THE FARM TRADE



Every farmer who has a farm of any consequence realizes that same is incomplete without power of some kind.

The horse tread is a thing of the past. Hot Air Engines will do for pumping, but are useless outside of this.



What the farmer wants is a convenient, clean, economical and simple power, to pump his water, saw his wood, operate cream separator, thresh, make electric light, in fact, do any work upon the farm.

FAIRBANKS-MORSE "Jack-of-all-Trades" Gasoline Engine solves the problem.

It is sold complete as shown by the illustrations, with all connections set up, and ready to start.

We are now appointing Agents for 1907, and have an attractive proposition for every Hardware Dealer in Canada who has any connection with farmers.

It is not necessary to carry a stock of these Engines, as we have warehouses all over Canada, we furnish liberal supply of advertising matter, and advertise in local papers to help the dealers.

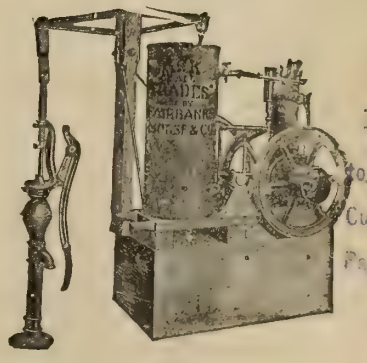


There is money in this for you, Mr. Hardware Dealer, and all we ask is that you drop us a note, asking us to explain our Agency proposition for 1907.



RETURNED

Write To-day. Don't Delay. It is to your Interest.

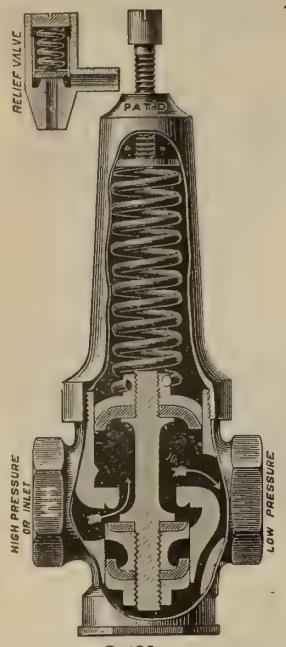


Write To-day to Our Nearest Branch House.

THE CANADIAN FAIRBANKS CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER

MENTION HARDWARE AND METAL



C.-100

Mueller Water Pressure Regulators

High pressure at faucets is conducive to unnecessary or high water rents, as more water is delivered than is wanted. With this regulator the pressure is reduced at faucets, waste is diminished and water rents correspondingly lessened.

THE MARK OF DECATUR H⊙M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS

UNCONDITIONAL GUARANTEE

H. MUELLER MFG. CO.

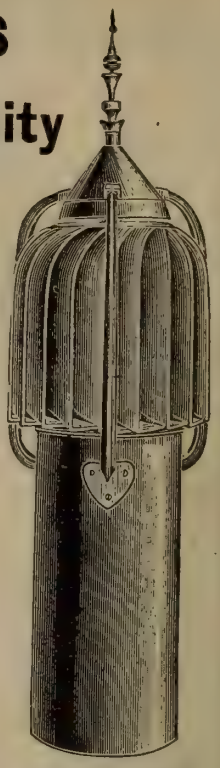
Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

IT SAVES LIVES

A Building Necessity

These are the names that have been made synonymous with the

AEOLIAN VENTILATOR



THE AEOLIAN VENTILATOR
(Can be supplied in copper if so desired.)

We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern buildings can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony

Montreal, June 12th, 1903.

Canadian Pacific Railway Campany.

Messrs. J. W. HARRIS CO., LIMITED,
7 St. Elizabeth St., Montreal, Que.

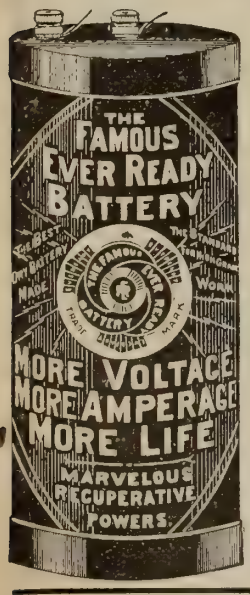
Gentlemen,—Answering yours of June 1st, I am not personally familiar with the merits of the "AEOLIAN" Ventilators, but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,

S. H. MCHENRY, Chief Engineer.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS,

General Contractors and Manufacturers - MONTREAL



The Ever Ready Dry Battery

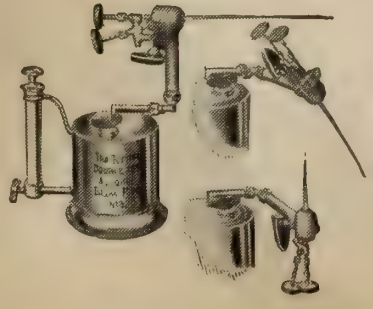
FOR AUTOMOBILE and

GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

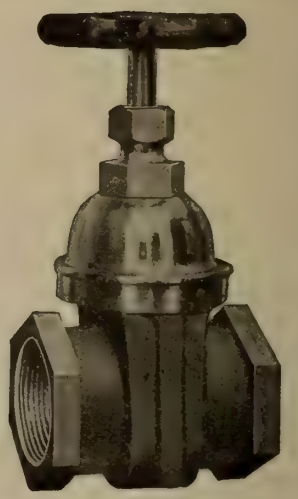


HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries. Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, **$9.75** net.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - CHICAGO, U.S.A.



KERR'S GENUINE WEBER

GATE VALVES

have many imitations, but none equal the "real" article made by us. Be sure you get "Kerr's." Every valve made of the best red metal, and beautifully finished.

The KERR ENGINE CO.,
Manufacturers Limited

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Stocked by all leading jobbers throughout the country



Plain Engine Lubricator with or without Drain and Tube, extra heavy

AUTOMOBILE BRASSES

PENBERTHY

Penberthy Injectors have enjoyed the ***confidence*** of the public for the past ***twenty*** years, due to the ***fact*** that they have been found to do ***all*** that is ***claimed*** for by the manufacturers. Every ***dealer*** handling these goods ***feels*** that he has something ***strictly reliable.***

MANUFACTURED BY

PENBERTHY INJECTOR CO. LIMITED

WINDSOR, ONT.

Hardware dealers should specify our goods in order to get the best



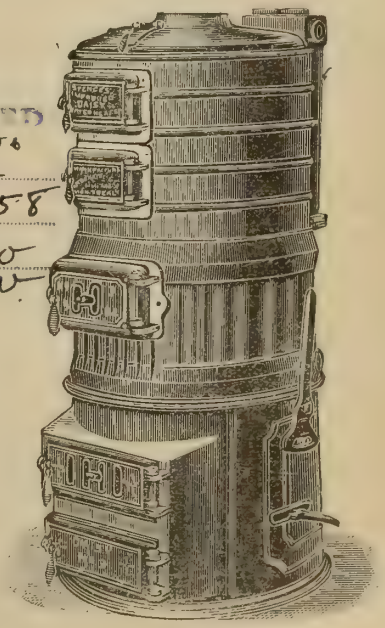
Plain Steam Whistles with heavy valve

GAS ENGINE BRASSES

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Bear always in mind that the steamfitter who handles the

DAISY



RETURNED Dec/3/04 to Orum Cut Book No. 58 Page No. 20 aow

Hot Water Boiler can interest his customer by presenting its unquestionable merits as a fuel economizer. Positive results with the minimum of coal.

CLUFF BROTHERS

Selling Agents for WARDEN KING & SON, Limited

Lombard Street, TORONTO

LOOK AT THESE LEADERS

"JOLIETTE" and "CYCLONE" SHEATHING

"BLACK DIAMOND" TARRED FELT

Sold throughout the country and have a record for always pleasing.

WRAPPING PAPERS, BUILDING PAPERS, READY ROOFING, SHEATHING, TARRED FELTS

We have had years of experience making the above goods, and these years of experience are at your service in the shape of

HIGH QUALITY, FAIR PRICE.

"What think you on 't?"

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Nov. 30, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27½	0 28

BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.
Spun..... }

BABBIT METAL.

Canada Metal Company—Imperial genuine, 50c.; Metallic, 30c.; Hercules, 20c; Star, 15c; No. 1, 12c., No. 2, 10c.; No. 3, 7c.; No. 4, 6c.

James Robertson Company — Extra Monarch, 45c.; No. 1 Monarch 30c; "King" Anti-friction, 20c.; Fleur-de-lis Anti-friction, 15c; No. 1 Thurber, 12c; Philadelphia 10c.; Canadian, 7c.; Hardware babbit No. 1, 10c; Hardware babbit No. 2, 8c.; Hardware babbit No. 3, 6½c. Discount on Hardware No. 1, 2 3, 15 per cent. All others net list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ½ to 2 in.	0 31

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots.....	24 00	24 50
Bars.		
Cut lengths, round, ½ to 2 in.	31 00	32 00
Sheet.		
Plain, 16 oz,, 14x48 and 14x60	29 00	30 00
Plain, 14 oz.....	30 00	31 00
Tinned copper sheet, base	27 00	33 00
Planished base.....	27 00	37 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 27	0 30

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 60	2 60
12 gauge.....	2 60	2 65
14 "	2 60	2 60
17 "	2 40	2 50
18 "	2 40	2 55
20 "	2 40	2 55
22 "	2 40	2 70
24 "	2 45	2 75
26 "	2 55	2 85
28 "	2 60	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 80	3 00
All bright "	3 90	4 00
Galvanized Canada Plates, 52 sheets		4 35
" " " 60 "		4 60

	Ordinary.	Dom. Crown.
18x24x52.....	4 25	4 35
" 60.....	4 50	4 60
20x28x80.....	8 50	8 70
" 94.....	9 00	9 20

GALVANIZED SHEETS.

Fleur-de-Lis.		Gordon Crown.
16 to 20 gauge	3 60	3 95
22 to 24 gauge	3 95	4 00
26 " ..	4 30	4 20
28 " ..	4 45	4 50

Apollo.

10½ oz. (American gauge).....		4 60
28 gauge..... "		4 40
26 " ..... "		4 00
24 " ..... "		3 80

	Comet.	Queen's Head.	Bell.
16 to 20 gauge	3 60	3 75	....
22 to 24 gauge	3 75	3 90	....
26 "	4 30	4 45	....
28 "	4 45	4 60	4 45

Less than case lots 10 to 25c. extra.

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.....	2 15	2 25
Forged iron "	2 40	....
Refined " "	2 55	2 65
Horseshoe iron "	2 55	2 65
Hoop steel, 1½ to 3 in. base...	....	2 75
Sleigh shoe steel "	2 25	2 30
Tire steel	2 40	2 40
Best sheet cast steel.....	...	0 12
B. K. Morton "Alpha" high speed.		0 65
" annealed		0 70
"M" Self-hardening.....		0 50
"J quality, best warranted		0 18
'I' " warranted.....		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel....	0 10	0 20
" "Novo"..... ..		0 65
" " annealed		0 65
Jowett & Sons B.P.L. tool steel ...		0 10½

INGOT TIN.

Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	$46 50	$47 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base.....	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base.....	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00

Dominion Crown Best"—Double Coated, Tissued.

	Per box.
I C, 14 x 20 base.....	5 75
I X, 14 x 20 "	6 75
IXX, 14 x 20 "	7 75
Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 00
IX., Terne Tin	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	.... 7 50
" 14x60, "	
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge.....	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	5 40	5 50
Bar, "		5 25
Sheets, 2½ lb. sq. ft., by roll ..	....	0 06¼
Sheets, 3 to 6 lb. "		0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

SHEET ZINC.

5-cwt. casks	8 00	8 25
Part casks.....	8 25	8 50

ZINC SPELTER.

Foreign, per 100 lb	7 25	7 50

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, dis. half inch 60 per cent., others 50 per cent.
Cushion work, discount 40 per cent.
Fuller work, ½-inch 70 per cent., others 60 p c.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, discount 50 per cent.
Standard Globe, Angle and Check Valves discount 52½ per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkins' disc, copper-alloy disc and heavy standard valves, discount 55 percent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 50 per cent.
Standard Radiator Valves, discount 52½ per cent.
Patent Quick-Opening Valves, discount 65 per cent.
Jenkins' Bros. Globe Angle and Check Valves discount 32½ per cent.

No. 1 compression bath cock.....net	2 00
No. 4 " " ..... "	1 90
No 7 Fuller's..... .... "	2 25
No. 4½, " ..... "	2 35

Patent Compression Cushion, basin cock, hot and cold, per doz., $16.20
Patent Compression Cushion, bath cock, No. 2208..... 2 25
Square head brass cocks, discount 50 per cent.
" " iron " 60 "
Thompson Smoke-test Machine $25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon.....	25 00
" 35 "	29 00
" 40 "	33 00

Net list.

BOILERS—GALVANIZED IRON RANGE.

Capacity.	Standard.	Extra heavy
30-gallons ...	4.75	7.50
35 "	5.75	8.50
40 "	6.75	9.50

2 per cent, 30 days

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, 85c.; 16x30, $1; 18x36, $1.40.

ENAMELED CLOSETS AND URINALS

Discount 20 p.c.

ENAMELED BATHS.

Standard Ideal Enameled.		
Plate E I, Fittings extra	1st quality	Special
4 and 4½ ft. 3 in. rolled rim..	$21 65	20 25
5 feet " ..	22 65	21 25
5½ " " ..	24 15	22 75
6 " " ..	26 90	25 50
Plate E II		
5 feet 2½ in. " ..	21 15	19 75
5½ " 2½ " " ..	22 65	21 25

Closer prices and discounts in quantities.

ENAMELED LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	30 & 10 p.c.	40 p.c.

ENAMELED SINKS.

	1st quality.	Special.
Plate E 201, one piece....	20 p.c.	20 & 10 p.c.
Plate E, flat iron 300.65 & 5 p.c.		70 p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 6c. per pound.
Traps and bends, 50 per cent. discount.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 15	⅛ inch.....	2 97
¼ "	2 15	¼ "	2 97
⅜ "	2 55	⅜ "	3 40
½ "	3 22	½ "	4 37
¾ "	4 62	¾ "	6 27
1 "	7 50	1 "	8 55
1¼ "	7 56	1¼ "	10 26
1½ "	10 08	1½ "	13 68
2 "	17 16	2 "	25 30
2½ "	22 55	2½ "	33 28
3 "		3 "	

2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings— Standard bushings 60 per cent.; headers, 60; flanged unions 60, malleable bushings 55; nipples, up to 2 in., 70 and 10 per cent.; up to 6 in., 65 per cent.; malleable lipped unions, 55 and 5 per cent.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe, 50 and 10 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 00	4 75

RADIATORS, ETC.

Hot water	47½ p.c.
Steam	50 p.c.
Wall Radiators and Specials	45 p.c.

STOVES, BOILERS, FURNACES, REGISTERS.

Discounts vary from 40 to 70 per cent. according to list.

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb.....	per lb.	0 37
1-lb. or over	"	0 34

SOLDER.	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25	0 27
Wiping.....	0 22	0 24

PAINTS AND OILS.

COLORS IN OIL.

Venetian red, 1-lb. tins, pure.		0 03
Chrome yellow "		0 15
Golden ochre "		0 08
French "		0 08
Marine black "		0 04½
Chrome green "		0 10
French permanent green"		0 13
Signwriters' black "		0 1

Clauss Brand Household Shears

FULLY WARRANTED

The best Shear on the market for general house use, being an exceptionally fine cutting and wearing Shear.

Manufactured by our secret process.



ASK FOR DISCOUNTS

The Clauss Shear Co., - Toronto, Ont.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 14

PREPARED PAINTS.

Pure, per gallon, in tins	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints, ¼ gal.	....	1 50
" " ½ gal.	....	1 45
" " gal.	....	1 40
Canada Paint Co.'s pure	....	1 25
Standard Co.'s "New Era"	....	1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Brandram-Henderson "Anchor"		1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, ¼ gal.		1 45
" " " " ½ gal.		1 40
" " " " 1 gal.		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel	....	1 50
" barn paints, bbls, per gal.		0 60
Senour's Floor Paints, gal.	....	1 20
Sanderson Pearcy's, pure	....	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

RED LEAD.

Genuine, 560 lb. casks, per cwt	....	$6 00
Genuine, 100 lb. kegs, "	....	6 25
No. 1, 560 lb. casks, per cwt	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

SHELLAC.

Shellac, bleached, in bars or ground, 45c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 57c. per lb., f.o.b., Eastern Canadian Points; 63c., Toronto.
Shellac, T. N. orange, etc., 48. net, Toronto.

WHITE LEAD GROUND IN OIL.

	Per 100 lbs	
Pure	6 80	7 00
No. 1	6 40	6 55
No. 2	6 05	6 35
No. 3	5 80	6 05
No. 4	....	5 50
Munro's Select Flake White	....	7 00
Elephant and Decorators' Pure	....	6 80
Monarch	....	6 75
Standard Decorator's	....	6 50
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	8 25
"Anchor," pure	....	6 50
Ramsay's Pure Lead	....	6 40
Ramsay's Exterior	....	6 15
"Crown and Anchor," pure	....	6 50
Sanderson Pearcy's	....	6 80

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off. All prices per 100 feet.

ZINC—DRY WHITE.

Extra Red Seal	0 07	0 08
French V. M	0 06	0 25
Lehigh	0 05	0 06

ZINC—GROUND WHITE.

Pure	0 08	0 09
No. 1	0 07½	0 08
No. 2	0 05½	0 06½

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	C 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Brown japan	1 10	1 20
Black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor nish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		1.20
Sherwin-Williams' kopal varnish, gal.,		2.50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal.		2 00
Sanderson Pearcy's amberine		2 50

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells | 5 50 | 8 00
Peterboro' door bells, discount 50 and 10 per cent. off new list.
American, house bells, per lb. | 0 35 | 0 40

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt, per ton	55 00
Heavy Straw Sheathing, per ton	35 00
Dry Surprise	0 37½
Dry Sheathing, per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels, per gal.	0 17
Roof " small packages "	0 25
Refined Tar, per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels, per gal.	0 15
Roofing Pitch, per 100 lb.	0 80	0 90
Slater's felt, per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 70 and 5 per cent.
Cast Iron Loose Pin, discount 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 75 and 5 per cent.

CEMENT AND FIREBRICK.

"Lafarge" cement in wood	3 40
"Lehigh" cement, in wood	2 54
"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick (Scotch) per 1,000	15 00	24 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod, per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil Door Springs, 25 per cent.

STORE DOOR HANDLES.

Per Dozen	1 00	1 50

ESCUTCHEONS.

Discount 50 and 10 per cent., new list Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 60 per cent.	
Heavy T and strap, 4-in., per lb. net	0 06
" " 5-in., "	0 05½
" " 6-in., "	0 05½
" " 8-in., "	0 05½
" " 10-in. and larger	0 05
Light T and strap, discount 65, 10 and 2½ p.c.	
Screw hook and hinge—	
under 12 in. per 100 lb.	4 75
over 12 in. "	3 75
Spring, No. 20, per gro. pairs	10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.	

SPRING HINGES.

Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago Floor Hinges, 40 and 5 off.
Garden City Fire Engine House Hinges, 12½ per cent.

HOOKS.

Cast Iron.

Bird cage, per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat, per gro.	1 10	10 00
Chandelier, per doz.	0 50	1 00

Wrought hooks and staples—

¾ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright steel gate hooks and staples, 40 per cent. discount.
Hat and coat wire, discount 62½ per cent.
Screw, bright wire, discount 62½ per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin, per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw, per gross	1 30	2 00
White door knobs, per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
" porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American, per gross 0 60

LOCKS.

Peterborough, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's). 5 to 10 per cent. advance on list.

SASH WEIGHTS.

Sectional, per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb.	....	0 31

BLIND AND BED STAPLES.

All sizes, per lb.	0 07½	0 12

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	5 50	8 50
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS CLEAVERS

German, per doz.	6 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump, per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CROSSCUT SAW HANDLES.

S. & D., No. 3, per pair	0 15
S. & D., " 5 "	0 22½
S. & D., " 6 "	0 15
Boynton pattern "	0 20

DRAW KNIVES.

Coach and Wagon, discount 75 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nichol son	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 each	1 65	2 40

HANDLES.

C. & B., fork, 40 per cent., revised list.
C. & B., hoe, 40 per cent., revised list.

American, saw per doz	0 25
American, plane per gross	3 15	3 75

Canadian, hammer and hatchet 40 per cent
Axe and cant hook handles, 45 per cent.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40
" " 2, "	4 85
Barrel, Underhill	5 00

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking each	0 60	2 00

MATTOCKS.

Canadian per doz.	5 50	6 00

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem ..... each 1 15

NAIL PULLERS.

German and American 0 85 2 50
No. 1..... 0 85
No 1573..... 0 75

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian discount 40 per cent. American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ..... per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00

PUNCHES.

Saddler s .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Finners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 40 per cent.; buck, New Century $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect..... 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50
(Hollow Back) (Reinforced S Scoop.)
Moose..... $17 50 ..... $16 30
Bear ..... 15 00 ..... 15 30
Fox..... 12 50 ..... 14 30
Black Cat.... 10 00 ..... 13 30
Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin.....per doz. 2 75 5 00
English, Patent Leather..... 5 50 9 75
Chesterman's.....each 0 90 2 85
" teel.....each 0 80 8 00

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Steel barn door.....	8 00	10 00
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Acme, wood track	5 00	6 50
Atlas.....	5 00	6 00
Perfect	8 00	11 00
New Milo.....	....	6 50
Steel, covered.....	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net prices.

HEAD HALTERS.

Jute Rope, ½-inch....per gross 9 00
" " ⅝ " .... " 10 00
" " ¾ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter..... per doz. 4 00 4 50

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head

HORSESHOES.

F.O.B. Montreal
M.R.M. Co. brand, base..... 3 65
Add 15c. Toronto, Hamilton, Guelph.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 45 per cent.

HEAVY GOODS NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10½
Hay Budden, 80-lb. and over..... 0 09½
Brook's, 80-lb. and over 0 11½

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " No. 2..... .... 5 50
Saw Vise 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅝ and smaller..	60, 10 and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	50
Machine Bolts, ⅝ and less	60 and 10
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 10
Blank Bolts.....	55
Bolt Ends.....	55
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

CHAIN.

Proof coil, per 100 lb., 3-16 in., $7; ¼ in., $5.85; 5-16 in., $4.45; ⅜ in., $3 75; 7-16 in., $3 50; ½ in., $3.25; 9-16 in., $3 20; ⅝ in., $3.20; ¾ in., $3.10; 1 in. $3; ⅛ in., $3.05.
Halter, kennel and post chains, 40 to 40 and 5 per cent.
Cow ties ..... 40 p.c.
Tie out chains ..... 65 p.c.
Stall fixtures ..... 35 p.c.
Trace chain ..... 45 p.c.
Jack chain iron, discount 35 p.c.
Jack chain, brass, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.15

NAILS.	Cut.	Wire.
2d.....	3 70	3 20
3d.....	2 85	2 85
4 and 5d.....	2 60	2 60
6 and 7d	2 50	2 50
8 and 9d	2 35	2 35
10 and 12d	2 30	2 30
16 and 20d.....	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 20

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p c.
Copper Burrs only, discount 15 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent.
" R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 5
" " tinned.....	80 and 10
" " (in kegs).....	40
Cut tacks, blued, in dozens only	75 and 10
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85 and 12½
" brush, blued and tinned	
bulk	70
Swedes, gimp, blued, tinned and japanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	40
Copper tacks.....	37½
Copper nails	42½
Trunk nails, black	65
Trunk nails, tinned and blued ..	65
Clout nails, blued and tinned ..	65
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " bulk....	40
Clinch and duck rivets.....	45

Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

CUTLERY AND SPORTING GOODS.

AMMUNITION.

B. B. Caps Dominion, 50 and 5 and 25 per cent American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000

CARTRIDGES.

Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent., American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent., American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign, 25, 10 and 10; Regal, 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.: American $2.05 per lb.

Wads.	
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8.50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Lewis Bros.' "Klean Kutter"	8 50	10 50

Clauss Razors and Strops, 50 and 10 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

PLATED GOODS

Hollowware, 40 per cent. discount
Flatware, staples, 40 and 10, fancy 40 and 5 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Mic Mac hockey sticks, per doz	4 00	5 00
New Rex hockey sticks, per doz	....	6 25

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net	.....	4 50

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 30 p.c.
Copper pitts, 33⅓ per cent.

ENAMELLED WARE.

London, White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial Crescent, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN NOVELTIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz	....	0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz	....	2 25

Universal meat chopper, No. 0, $1; No.1, 1.15.

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75	
" No. 50, nickle-plated, "	0 80	
Common, plain	4 50	
" plated	5 50	
Asbestos, per set	....	1 25

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch	per 100 ft.	3 30

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75

Better quality at higher prices.
Japanning, 50c. per doz. extra.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 40, 10 and 5 per cent.
Flaring pattern, discount 40, 10 and 5 per cent.
Galvanized washtubs 40, 10 and 5 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent
Copper bottom tea kettles and boilers, 35 p.c.
Creamery cans, discount 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ 10 and 5 per cent. revised list.
papering, 10c.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50	
Eureka tinned steel, hooks	8 00	

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	....	7 50

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32	
7-inch "	1 48	

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

WIRE GOODS.

BRIGHT WIRE

Discount 62½ per cent.
Brass wire, discount 45 per cent.
Copper wire, 45 per cent. f.o.b factory.

CLOTHES LINE WIRE.

7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2 55, No. 11, $3.20; No. 12, $2.80.

FINE STEEL WIRE.

Discount 30 per cent List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 33c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.70 — Nos. 6, 7, 8, $3.15 — No. 9, $2.50 — No. 10, $3.20 — No. 11, $3.25—No. 12, $2.65 —No. 13, $2.75—No. 14, $3.75—No 15, $4.30 —No. 16, $4.30 from stock. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland. In carlots 12½c. less.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.15; No. 10 gauge, 6c. extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge. 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 7 c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2 in. mesh. 19 w. g., discount 50 and 10 per cent. All others 50 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.62½, per 100 sq. ft.; in 50-ft. rolls, $1.67½, per 100 sq ft. Terms, 2 per cent. off 30 days.

WIRE FENCING.

Galvanized barb	2 80	
Galvanized, plain twist	2 80	
Galvanized barb, f.o.b. Cleveland, $2.55 for small lots and $2.45 for carlots.		

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	....	1 25
"900" mops	....	1 25
Folding ironing boards	12 00	16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Eze, 10 in., per doz	35 75

Terms, 2 per cent., 30 days.

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	4 25	
Small heel "	4 50	

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins per gross	....	7 80
" " "	....	9 60

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

ROPE AND TWINE.

Sisal	0 10½	
Pure Manilla	0 15½	
"British" Manilla	0 12	
Cotton, 3-16 inch and larger	0 21	0 23
" 5-32 inch	0 25	0 27
" ¼ inch	0 25	0 28
Russia Deep Sea	0 16	
Jute	0 09	
Lath Yarn, single	0 10	
" double	0 10½	
Sisal bed cord, 48 feet per doz.	0 65	
" " 60 feet "	0 80	
" " 72 feet "	0 95	

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

SCALES.

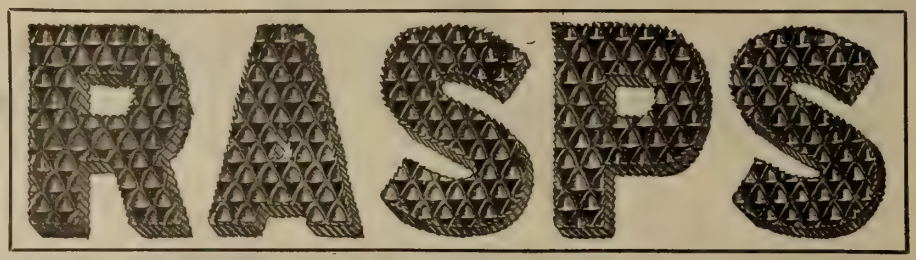
Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 40 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "		....	24 00
" 200 lb. and over		....	28 00

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Alabastine Co 53
American Shearer Mfg. Co..... 57
Armstrong Mfg. Co 62
Atkins, E. C., & Co..... 16
Atlas Mfg. Co..... 57

B

Barnett, G. & H. Co....outside back cover
Batty Stove Co. 47
Bell, Thomas, Sons & Co 45
Benjamin Moore, & Co..... 49
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co. 24
Bowser, S. F., & Co..... 23
Brandram Henderson 50
Brantford Roofing Co. 9
Burr Mfg. Co..... 12

C

Cameron & Campbell. 26
Canada Foundry Co 12
Canada Horse Nail Co..... 16
Canada Iron Furnace Co..... 47
Canada Paint Co..... 52
Canada Paper Co 12
Canadian Bronze Powder Works..... 49
Canadian Fairbanks Co 62, 63
Canadian Heating & Ventilating Co.. 22
Canadian Oil Co. 14
Canadian Rubber Co....outside back cover
Canadian Sewer Pipe Co..... 47
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 15
Clauss Shear Co..... 67
Cluff Bros..... 65
Confederation Life Association 22
Consolidated Plate Glass Co..... 54
Consumers' Cordage Co..... 10
Contract Record 13
Copeland-Chatterson 25
Copp, W. J..... 43
Covert Mfg. Co 2
Crain, Rolla L..... 1
Cumming Mfg. Co..... 18

D

Dana Mfg Co 18
Davenport, Percy P..... 12
Davidson, Thos., Mfg. Co..... 4
Dieckmann, Ferdinand..... 55
Dominion Cartridge Co. 19
Dominion Wire Mfg. Co..... 19
Dorken Bros..... ...outside front cover
Dowswell Mfg. Co 9

E

Eadie, H. G..... 47
Emlyn Saw Bench 14
English Embrocation Co..... 72
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa..... 11
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 49
Findlay Bros..... 18
Forman, John 64
Forwell Foundry Co 62
Fox, C. H..... 16
Frothingham & Workman 6

G

Galt Art Metal Co..... 57
Gibb, Alexander..... 16
Gibsone, J. B..... 46
Gilbertson, W., & Co..... 47
Glauber Brass Co..... 62
Greening, B., Wire Co..... 72
Guelph Spring and Axle Co. 13
Guelph Stove Co..... 21
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Rifle Co..... 13
Hanover Portland Cement Co..... 13
Harrington & Richardson Arms Co 4
Harris, J. W., Co..... 64
Heinisch, R., Sons Co..... 17
Heney, E. N., & Co..... 68
Hobbs Mfg. Co 14
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 23
Hyde, F. & Co..... 13

I

Imperial Varnish and Color Co..... 48
International Portland Cement Co.... 13

J

Jamieson, R. C., & Co..... 49
Jardine, A. B., & Co. 47
Johnson's, Iver, Arms and Cycle Works 57
Joy Mfg. Co..... 22

K

Kemp Mfg. Co..... 26
Kerr Engine Co..... 64

L

Leslie, A. C., & Co.outside front cover, 47
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 9
London Foundry Co..... 11
Louden Machinery Co. 46
Lucas, John 51
Ludger Gravel Co..... 52
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McArthur. Corneille & Co. 53
McCaskill, Dougall & Co..... 49
McClary Mfg. Co..... 20
McDougall, R., Co..... 15

M

Maple Leaf Harvest Tool Co 8
Martel-Stewart Co..... 18
Martin-Senour Co 51
Maxwell, David..... 72
Merrell Mfg. Co..... 58
Metal Shingle and Siding Co..... 11
Metallic Roofing Co 45
Metropolitan Bank..... 22
Mitchell, H. W 16
Montreal Rolling Mills Co 57
Moore, Benjamin, & Co. 53
Morrison, James, Brass Mfg. Co..... 58
Morrow, John, Machine Screw Co 17
Mueller, H., Mfg. Co 64
Munderloh & Co..... 65

N

Newman, W., & Sons 57
Nicholson File Co.. 70
North Bros. Mfg. Co..... 7
Nova Scotia Steel and Coal Co..... 47
Novelty Mfg. Co 23

O

Oakey, John, & Sons..... 47
Ontario Lantern & Lamp Co..... 72
Ontario Tack Co..... 47
Ontario Wind Engine and Pump Co .. 57
Orford Copper Co..... 47
Oshawa Steam & Gas Fitting Co..... 62
Owen Sound Wire Fence Co..... 11

P

pearce, Frank, & Co 16
pearson, J. D. 18
Pelton, Godfrey S 47
Penberthy Injector Co..... 65
Peterborough Lock Co..... 26
Peterborough Shovel & Tool Co. 24
Phillips, Chas. D 57
Phillips, Geo., & Co..... 53
Pink, Thos. 2

R

Ramsay, A., & Son Co..... 51
Reid, David 43
Robertson, James Co....inside back cover
Roper, J. H 16
Round, John, & Son..... 10

S

Samuel, M. & L., Benjamin, & Co..... 2
Scarfe & Co..... 20
Scott, Bathgate & Co..... 16
Sells Commercial 23
Seymour, Henry T., Shear Co..... 17
Shantz, I. E., & Co..... 62
Sharratt & Newth 62
Sherwin-Williams Co..... 46
Shurley & Deitrich 8
Silica Barytic Stone Co..... 17
Spear & Jackson 11
Stairs, Son & Morrow..... 70
Standard Ideal Sanitary Co..... 58
Standard Paint and Varnish Works... 47
Stanley Works..... 17
Starr Mfg. Co. 12
Stephens, G. F., & Co..... 47
Sterne, G. F., & Son 62
Stewart, Jas., Mfg. Co..... 21

T

Taylor-Forbes Co.....outside front cover
Thompson, B. & S. H., Co.outside back cover
Toronto and Belleville Rolling Mills... 23
Turner Brass Works 64

U

United Factories..... 44
Universal Systems 24

V

Vickery, O..... 62

W

Wallace Barnes Co 49
Western Assurance Co 22
Western Wire Nail Co 9
Whitaker Stove Co 23
Winnipeg Paint and Glass Co 43
Wright, E. T., & Co 1

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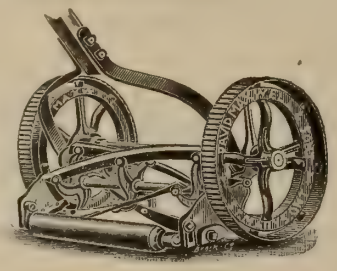
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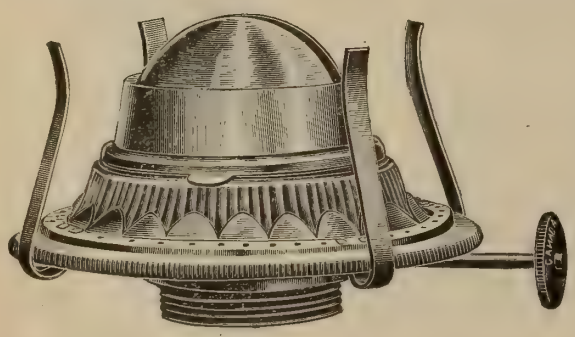
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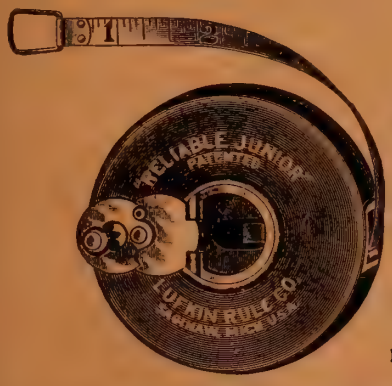


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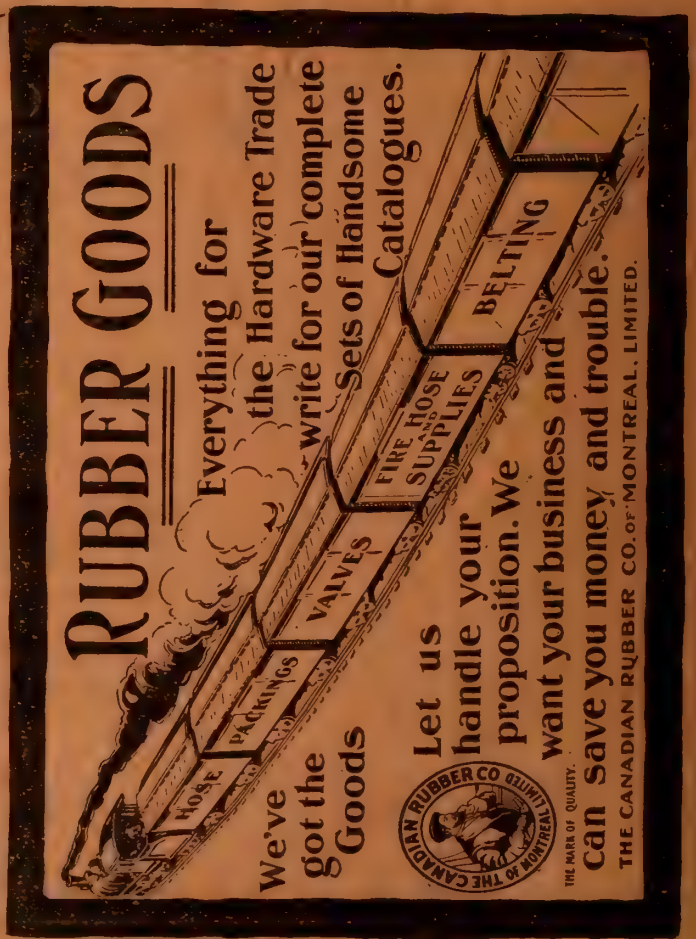
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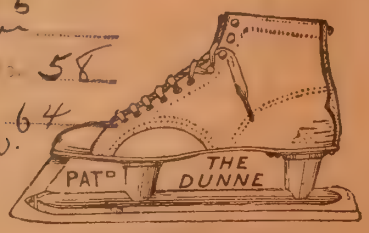
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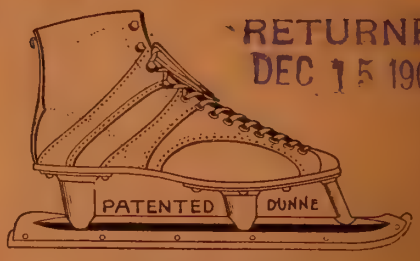


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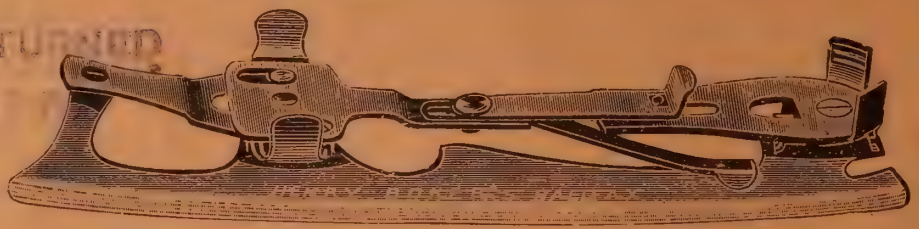


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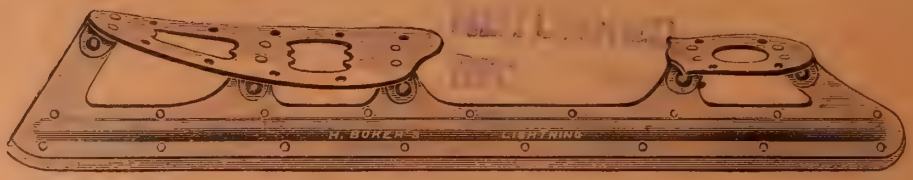
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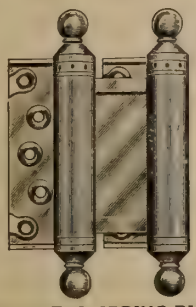
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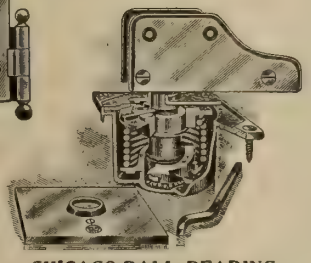
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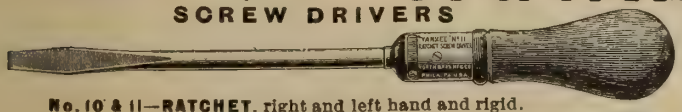
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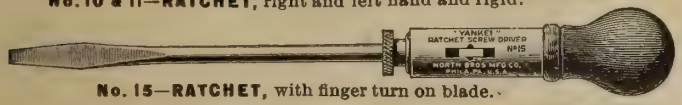
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Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade

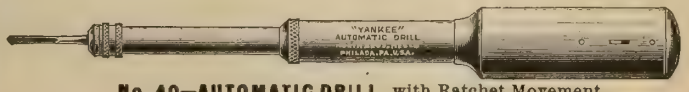


No. 60—POCKET SCREW DRIVER.

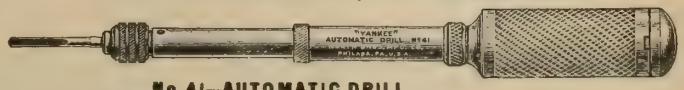


Countersink, for spiral ratchet screw driver.

DRILLS



No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



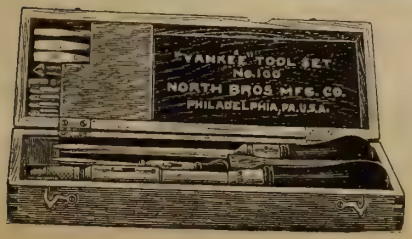
No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

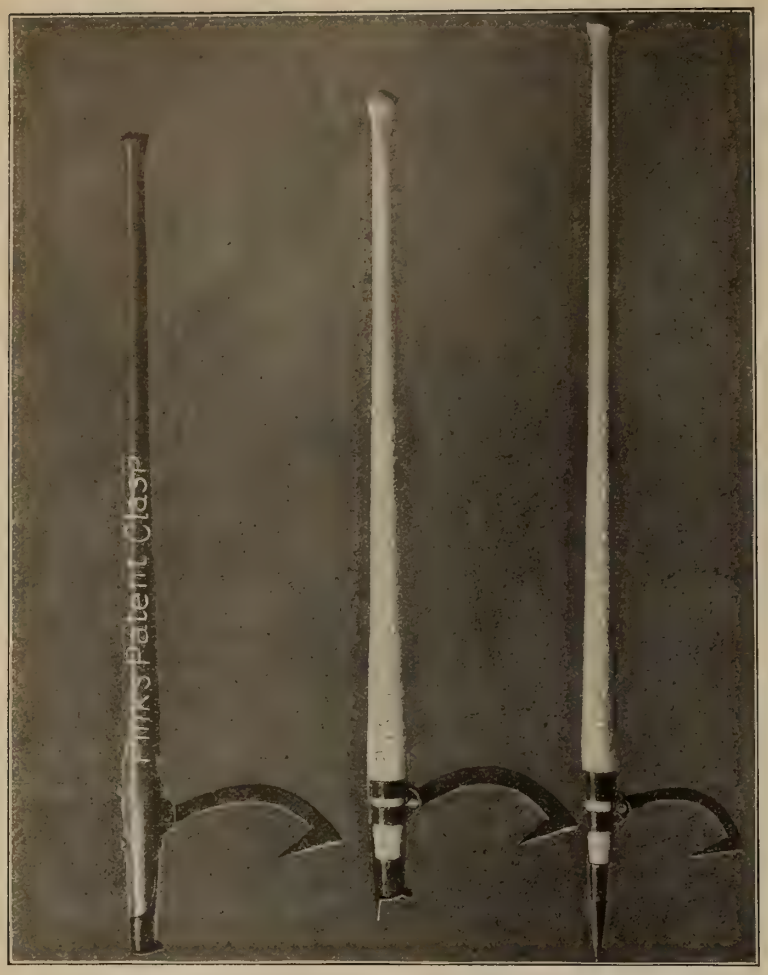


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SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

ESTABLISHED 1855

HEADQUARTERS FOR

PIG IRON

ENGLISH and SCOTCH

Prompt and forward delivery. Interesting prices.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

COLD WEATHER REQUISITES

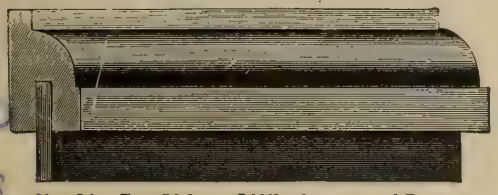
WEATHER STRIPS

Flexible, All Rubber



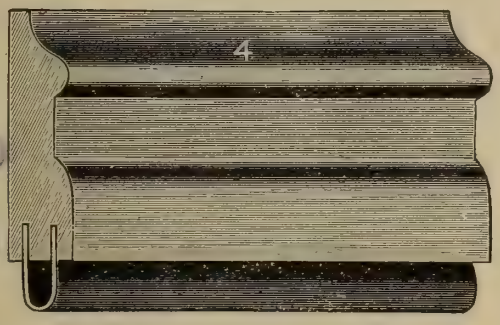
No. 9.—½-in. For Sides of Windows and Doors

Wood and Felt



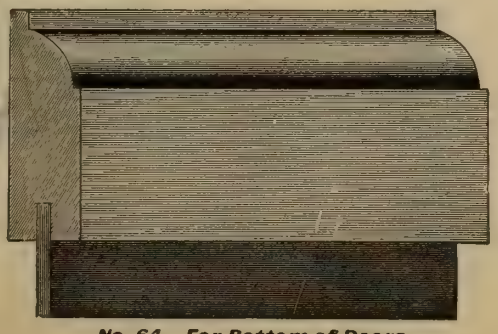
No. 61.—For Sides of Windows and Doors

Wood and Rubber



No. 4.—For Bottom of Light Doors

Wood and Felt



No. 64.—For Bottom of Doors

WINDPROOF WEATHER STRIP

Made of Doubled Felt with a Hemp Centre.

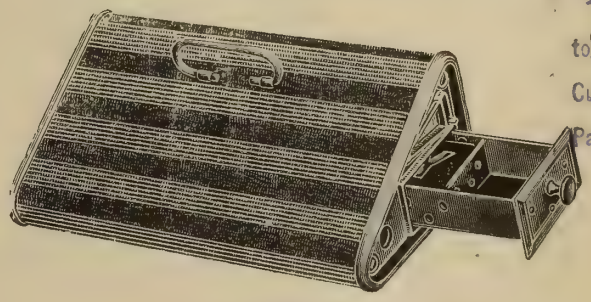
Packed 1 doz. in a Carton.

OUR BEST SELLER.

DRAUGHT TUBING RUBBER

When properly adjusted to Windows or Doors, is thoroughly frost, air and dust-proof.

CARRIAGE HEATERS



"Ideal"

Nothing more uncomfortable than to sit in a rig and freeze to death.

No need to now, that's all past.

THE IDEAL CARRIAGE HEATER costs little and is invaluable to the man who has any winter driving to do. Nothing better for a Xmas gift.

Order Ideal Coal with Ideal Heaters. This coal burns longer and gives better heat than any other kind.

Only 17 days till Christmas—Get busy

LEWIS BROS. LTD.

MONTREAL

Winnipeg

Ottawa ***Vancouver***

Toronto ***Calgary***

We Make Good



No. 20
Can Opener

Our Can Openers are the most popular line on the Canadian market.

You don't have to go far to find the proof.

The mere fact that we are shipping hundreds of gross monthly, and have yet to receive a single complaint, is conclusive enough in itself.

"Cumming's Goods are Good Goods."

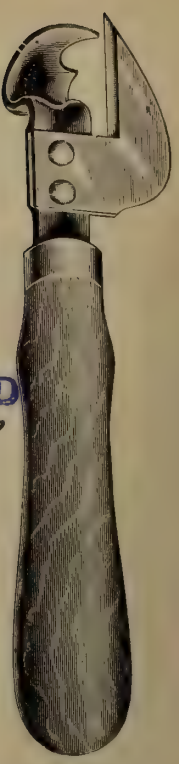
They are sold by all the leading jobbers.

Made by

THE CUMMING MFG. CO., LIMITED

RENFREW, ONT.

Winnipeg : 608 Ashdown Building



No. 700
Can Opener



No. 600 Can Opener

DAVIDSON'S GALVANIZED PAILS



The "Alberta"

Strongly made with heavy Pressed Hercules Bottoms and supplied with substantial bail handle.

DIMENSIONS

Top Diameter	14 inches
Bottom Diameter	9 "
Depth	10½ "

The most suitable pail yet made for farm and stable work

Note the extra width across the top. Horses with their bridles on can drink with ease.

The "Minto"

Made very strong and rigid and supplied with heavy Hercules bottom.

Ears reinforced on the inside.

Just the pail required for Contractors, Railways and Corporations.



We can also supply Dufferin and English pattern pails, all sizes, and can make prompt shipment

Write for prices

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only



Fruit Knives Only
No. 50 6 and 12 pieces, Sterling Silver, Hollow Handles



Plated Fork
Dessert and Table



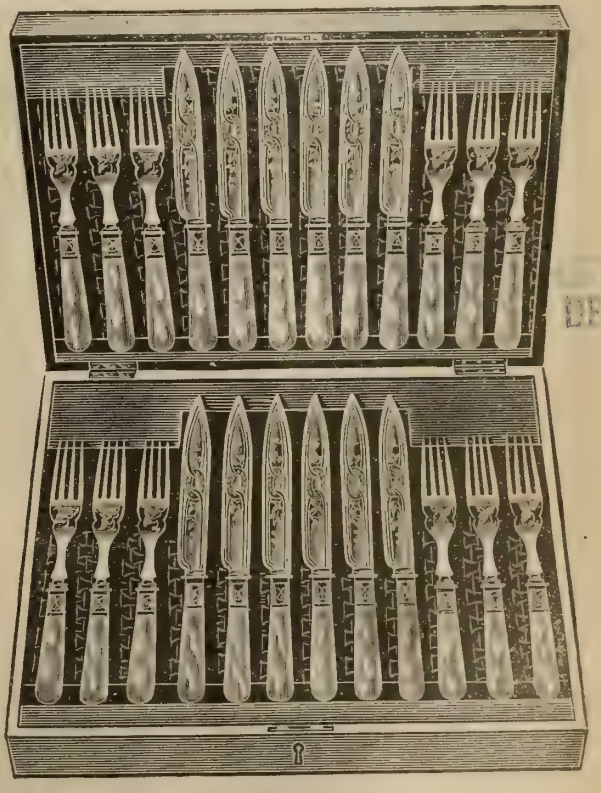
Fruit Knives and Forks
No. 18 12 pieces, Pearl Handles, Blades Plated on Steel



Dessert Knives and Forks
No. 04611 12 and 24 pieces, Pearl Handles, Blades Plated on Steel



Knives Only
Dessert and Table. Ivory, Celluloid and Pearl Handles



Dessert Knives and Forks
No. 736 24 pieces, Pearl Handles, Blades Plated on Nickel Silver

For other lines see our Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station.

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

We Ship promptly

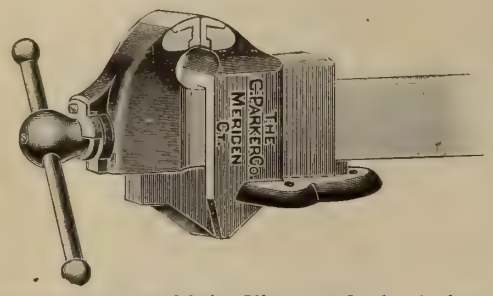
Semi-Steel has a strength several thousand pounds greater than cast iron.

That is why it is used in Parker Vises.

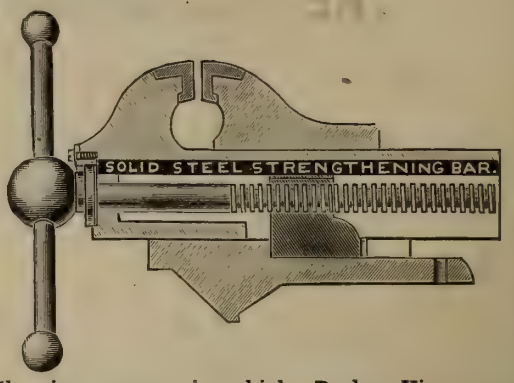
The Parker Vises are made stronger in the weak part of all vises than any other vises are made.

The sliding or moving jaw is the part most liable to break in any vise.

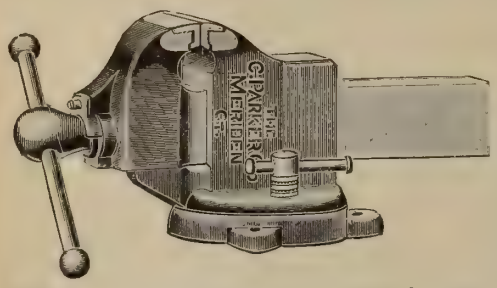
The Parker Company has provided against that danger by casting in the sliding jaw a solid steel bar strengthener. This improvement makes the jaw practically unbreakable. It is found only in Parker Vises.



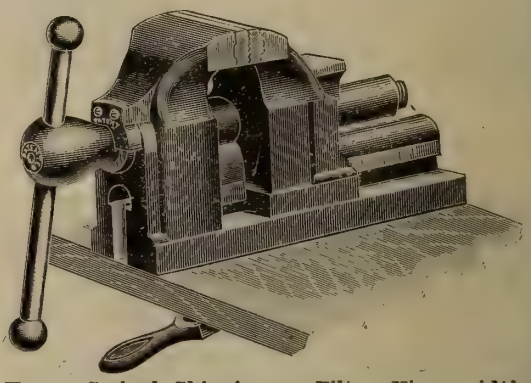
Stationary Machinist Vise, made in 6 sizes with jaws 3¼-in. to 6¼-in.



Showing manner in which Parker Vises are strengthened by a solid steel bar.



Same as above only made to swivel in any direction.



Heavy Swivel Chipping or Filing Vise, width of jaws 5 inches.

Parker Vises are made in all approved shapes and sizes for machinists, pipe fitters, wood workers, etc.

We keep a full line of Parker and other makes of vises.

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA.

A NEW BREAD MAKER

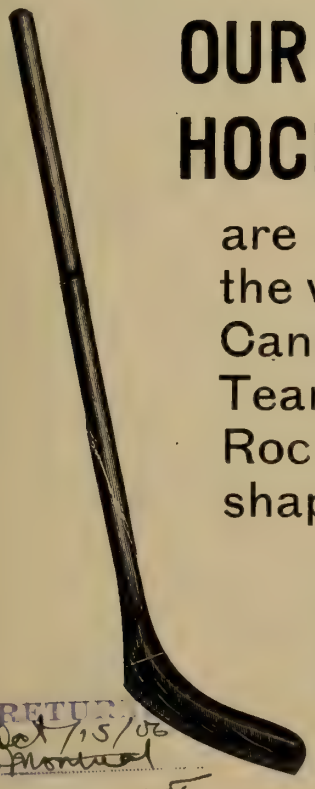
THE UNIVERSAL No. 44



Different to others now on the market, in that it is clamped on the side of the table in a position most comfortable for operation.

Mixes the dough thoroughly and easily. Made of heavy tin and sheet steel.

Capacity 2 to 6 Loaves



OUR "SCORER" HOCKEY STICKS

are made to suit the wants of Canadian Hockey Teams, of Special Rock Elm, proper shape, well grained.

Other lines of Hockey Sticks shewn in our Blue Book.

RUBBER PUCKS



REGULATION and JUVENILE SIZE

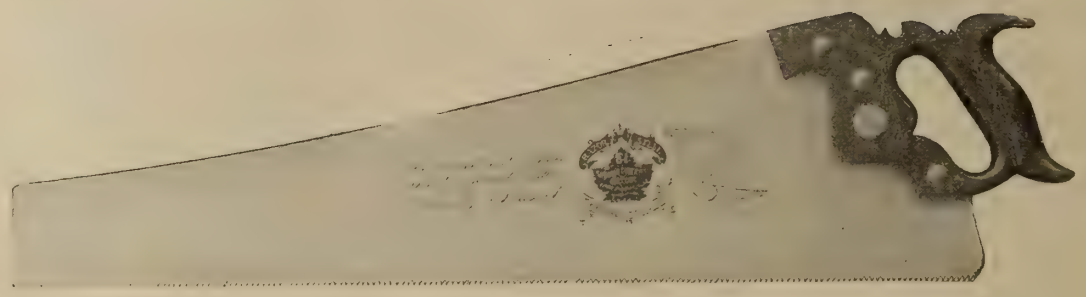
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HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

Brantford—Roofings

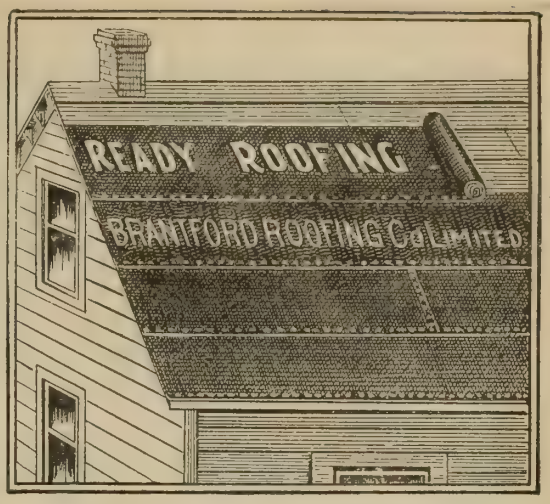
This Represents Our



"ASPHALT"
No. 1, 2, 3
"RUBBER"
No. 1, 2, 3

Each Roll is complete with Nails and Cement to lay. Best selling goods in the market.

BRANTFORD ROOFING CO.
LIMITED
BRANTFORD, ONTARIO



SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

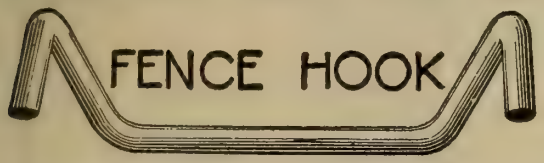
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
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GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

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Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

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American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

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A READY ROOFING THAT REQUIRES NO RECOMMENDATION

A brand of ready roofing that is cheap, easily applied, and of uniform and durable quality. Its sales are constantly increasing.

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LOCKERBY & McCOMB, 65 Shannon St., Montreal

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

SILVER PLATED — LIST $22.30

BEST NICKEL SILVER — LIST $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

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Cutlers and Silversmiths
MONTREAL

Factories SHEFFIELD, Eng.

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Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE — PACKING

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LATHYARN — SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

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TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

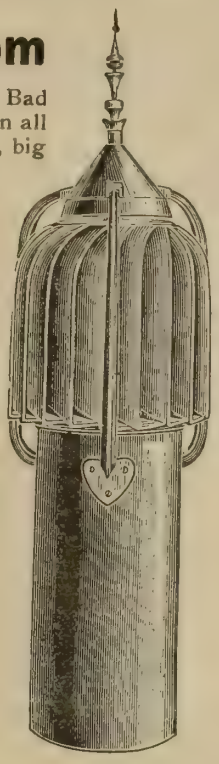
That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, **PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.**

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



Testimony

Montreal, June 7th, 1901.

Messrs. J. W. Harris Co., Limited, Montreal.

Dear Sirs,

I have been using your "Aeolian" Ventilators on several houses in this city with the best results. The tenants of these houses declare that your Ventilators are of great advantage to them. I also installed two (2) 18" on my stable and I can say that your Ventilator cannot be surpassed by any to take out the sweating or bad smell in any room.

F. D. MONK.

Ask for booklet re Aeolian and Zephyr Ventilators, also booklet on Filter, etc.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS.

Contractors and Manufacturers - ***MONTREAL***

Do You Ever Look

with worried eyes at your shelves of

Wall Papers

and wonder why they sell so slowly? There's one good reason. You may be sure **they are not the "Staunton" make.**

Taught by a half century of practical experience we know how to give that novelty and beauty in design and coloring which make "Staunton" Wall Papers

THE LEADING LINE

Grasp that fact, and you'll never need to worry again about forcing sales.

STAUNTON'S SPECIALTIES SELL THEMSELVES

Send a postal if you wish our traveller to call next month---or if you would like sample books to stock up from.

(Borders at Flat Prices.)

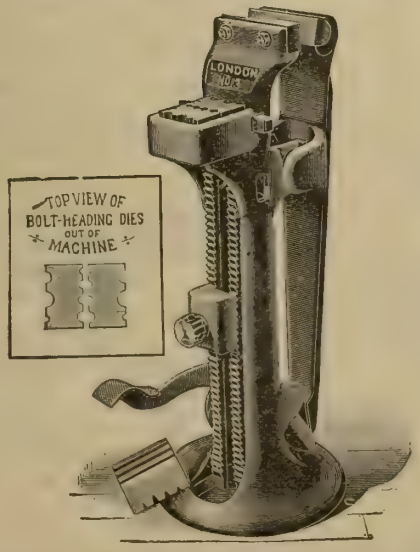
Stauntons

Limited

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TORONTO, ONT,

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,

LONDON, CANADA Limited



SAFE LOCK SHINGLE

SHINGLES

Our "Safe Lock" shingle has helped many a dealer to make and hold trade. It's construction appeals to anyone as being superior, and when put on a roof they give lasting satisfaction and makeneighbors want them.

ROCK FACE BRICK & STONE.



SIDINGS

There is nothing else so suitable as our steel sidings to dress up old buildings with and make them warm—They are also useful for a low priced building where attractive appearances are desired.



CEILINGS

When you sell and erect one of our classified designs you can always count on a well pleased customer—These designs do not get out of date same as patterns carrying out no idea. Give a customer a selection and he will invariably turn to our classified ceilings. They cannot get away from their richness.

The Metal Shingle & Siding Co.,

PRESTON, Ontario LIMITED

WATERPROOF WRAPPING PAPER

TRADE MARK

This design a guarantee of quality.

For Express and Long Distance Packages. Put up in rolls 36 in. wide, 250 and 300 yards in a roll. Clean paper on both sides—waterproof substance in the centre—therefore it will not soil or stain delicate goods, as ordinary waterproof paper will. Practically odorless. May be used either for case lining or wrapping packages.

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SAMPLES AND PRICES WITH PLEASURE. TORONTO LIMITED MONTREAL



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Some Points About C. G. E. Meridian Lamps

Simplicity	*Efficiency*	*Low Cost*	*Quality*
Easy renewal	Perfect light distribution	Inexpensive to install	Brilliant
Lights instantly	Average downward efficiency	No repairs	Soft and uniform
Burns on any standard circuit	Exceeds 1 watt per candle	Cheap renewals	

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Sorting the Scrap

Not all scrap makes good bar iron—it must be carefully selected to give satisfactory results.

London Bar Iron is made only from the choicest scrap, selected by experts. Consumers are unanimous that it has the quality.

Orders promptly filled.

52

London Rolling Mills
London, Canada.



WRIGHT'S

NO. 10 TRACTION ENGINE HEAD LIGHT



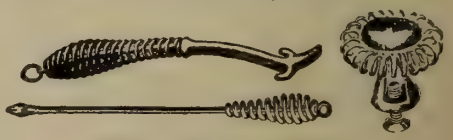
Best of its kind on the market. Brass Nickel Plated conical Burner, Heavy Copper Nickel Plated Reflector, throws a strong brilliant steady light over a large area. Supplied with or without Brackets, as required. Full stock of wicks, chimneys, etc., always on hand.

Write us for illustrations and prices.

MANUFACTURED BY

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The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts



and Mic Mac and Rex Hockey Sticks

will be in greater demand than ever this winter—because they are being extensively advertised.

You get the benefit of this good advertising when you stock them.

Write for 1907 Catalogue

Starr Manufacturing Co., Limited
DARTMOUTH, N.S., CANADA.
Branch Office, - Toronto, Ont.

Let us Help You Increase Your Business

Why not **go after and get** the fire brick trade in your locality.

Our expert information is at your command and will enable you to make this a paying line.

Make this one of the New Year resolutions and KEEP IT.

Francis Hyde & Co.

Contractors and Foundry Supplies

31 WELLINGTON ST.

MONTREAL

It will pay you

We give herewith the experience of one of our subscribers. There is no reason why you cannot obtain just as good results.

THE PEOPLE'S HARDWARE STORE.

HARDWARE AND METAL — Essex, Jan. 27, 1906
Toronto, Ont.

Dear Sirs—Within one month I have "bought and sold" with the best of satisfaction—the result of $1.68 worth of condensed ads. in HARDWARE AND METAL.

In the future when I want to know anything in the hardware business I will seek your paper.

Yours truly, IVESON L. COOKE.

Remember your ad. will be read by Hardware Dealers in all parts of Canada.

2 cents per word for first insertion
1 cent " " subsequent insertions

Send cash with advertisement, 5c. additional for Box number

HARDWARE AND METAL

MONTREAL ***TORONTO*** ***WINNIPEG***

A TOOL THAT'S STAMPED **STANLEY** IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN., Conn., U.S.A.

Don't Forget the Name...
NEWMAN'S INVINCIBLE FLOOR SPRINGS
Strong, Quick, Reliable, Effective.
Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.
W. NEWMAN & SONS, Birmingham.

WORK AND PRICES RIGHT **GALVANIZING** ONT. WIND ENGINE & PUMP CO. TORONTO, ONT. LIMITED.

OUR LINES ARE SELLERS !

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" ***FARLEY WORKS, SHEFFIELD, ENG***

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL **TELEPHONE M. 5576**

It Pays to Sell "STERLING" Paints



It costs no more than ordinary brands.

Your customer gets all paint—no sand in the bottom of can.

It spreads more easily—more smoothly.

The job when completed has a finish, a beauty about it which delights the customer and adds to your reputation and business.

It wears splendidly—will last at least a year longer than the ordinary brands.

Stock "Sterling" Paints for your Spring trade—a trial will convince you that you cannot afford to handle any other if you wish RESULTS and are anxious to get the BEST.

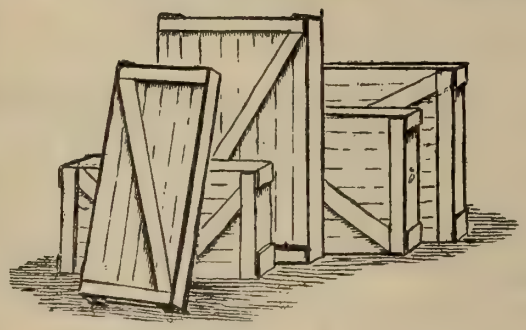
"STERLING" IN NAME. **"STERLING" IN QUALITY.**

Manufactured by

CANADIAN OIL COMPANY LIMITED, TORONTO

MONTREAL ST. JOHN HALIFAX WINNIPEG VANCOUVER

WINDOW GLASS FOR IMPORT



We have Special Prices for Import for Spring Delivery.

Do not place your order before seeing our prices. They will interest you.

Save money by importing direct.

We offer special Strong Cases, thus ensuring delivery in good order.

Send us your specification. We are always pleased to quote prices.

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

DON'T BE FOOLED

into buying any OUT-OF-DATE KALSOMINE, which has to be mixed with HOT WATER, by glib talk and extravagant stories of large sales.

ALABASTINE

is the only Wall Coating for which there is a demand from the general public and **is the thing**, which is always asked for **by your customers. ALABASTINE** is the only Permanent, Sanitary Wall Coating, and besides these great advantages it is the easiest and most satisfactory to apply. **ALABASTINE** is ready for use by mixing with **Cold Water** and has greater covering capacity, spreads more easily and insures a better-looking job with the same amount of labor than can be produced with any other Wall Coating.

We know of some dealers who have been induced to buy different brands of Kalsomines, and who have found them DEAD STOCK on their hands. Take warning from them and stick to the old reliable **ALABASTINE**. Order NOW, direct, or through your nearest jobber.

The Alabastine Co. Ltd.
PARIS, ONT.

Hardware and Plumber—





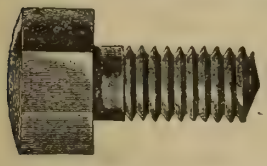
We have pumps suitable to any demand made upon you by most exacting customers.

Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited
CALT, - CANADA



The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



COVERT MFG. CO.
Troy, N.Y.
Auto Screw Jack
Harness Snaps, Chain, Rope and Web Goods, etc.
FOR SALE BY JOBBERS AT MFRS. PRICE

CELEBRATED **HEINISCH** SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.
NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.
OF ONTARIO, Limited.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

"The Tool Holder People"
ARMSTRONG BROS. TOOL CO.
Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.
106 N. Francisco Ave., CHICAGO, ILL.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

SEYMOUR SHEARS
HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company
WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

"C" HORSE NAILS

Combine Finest Material, and Most Approved Process of Manufacture.

SWEEDISH CHARCOAL STEEL nail rods, are the raw material for **"C"** brand horse nails. They are made expressly for our purpose, and we import them direct. Our forty years' experience has taught us that this is the **best** material **in the world** for making horse nails.

OUR PROCESS of working up these rods is unique. We heat the rods before forging the nails. In this way **"C"** nails are thoroughly and uniformly hammered and compressed into the proper shape, making it impossible for them to split.

We also have **OUR OWN METHOD** (proven to be the best) for polishing, rolling, pointing and finishing **"C"** horse nails.

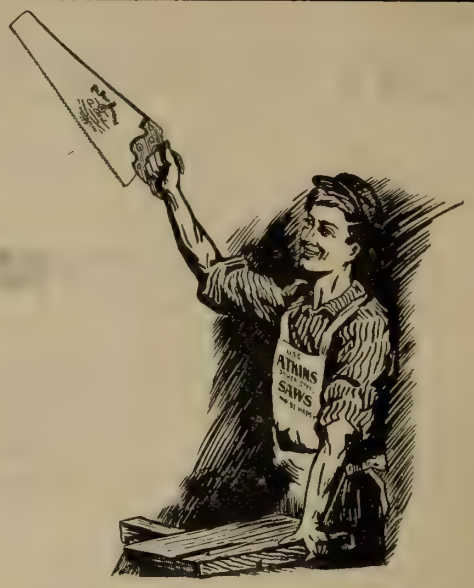
Being of **BEST MATERIAL** and **BEST WORKMANSHIP**, it naturally follows—that **"C"** horse nails are the right kind for particular farriers to use.

Cultivate this branch of your trade, by always keeping a full stock of **"C"** brand horse nails. All jobbers sell them.

Made only by

CANADA HORSE NAIL CO.

MONTREAL



ATKINS SILVER STEEL SAWS

make merchandising easy. The Quality in them, backed by our enthusiastic publicity, has made them popular—we create the demand—you supply it. Easy to buy them—at your jobbers--or nearest branch.

E. C. ATKINS & CO., Inc.

Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 77 Adelaide St. E., TORONTO

ESTABLISHED 1795

JOHN SHAW & SONS WOLVERHAMPTON, Limited

WOLVERHAMPTON

FUSE

White Countered, Gutta Percha Safety, Single and Double Tape, Etc.

Sole Canadian sales agents for
WM. BRUNTON & CO., Wrexham, England

INSIDE PRICES TO THE TRADE

JAMES BARBER, Era Works, Sheffield

Best quality only,
TABLE AND POCKET CUTLERY,
RAZORS, CARVERS, Etc.

J. H. ROPER

Canadian Representative
82 St. Francois Xavier Street, MONTREAL

LOOK OUT FOR THIS TRADE MARK

ONTARIO STEEL WARE LIMITED
WARE WEAR
TRADE MARK
REGISTERED

ON

ENAMELLED AND GALVANIZED WARE

IT MEANS QUALITY

Write for Catalogue

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

REGISTERED TRADE MARK

GRANTED 1662

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL



COAL CHUTE—Heavy Sheet Steel—A good line for Hardwaremen. Stock lengths, 6 ft. and 8 ft. Any length to order.

The Steel Trough and Machine Co., Ltd.
TWEED, ONT.

"QUALITY UNSURPASSED."

TORONTO AND BELLEVILLE ROLLING MILLS LIMITED.

BELLEVILLE, - ONTARIO.

WE ARE IN A POSITION TO FILL ALL ORDERS PROMPTLY FOR

BAR IRON

GENUINE Pratts Astral Lamp Oil

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY Limited, - TORONTO, ONT

A. RUDD & CO., St. Helens, Lancashire, England

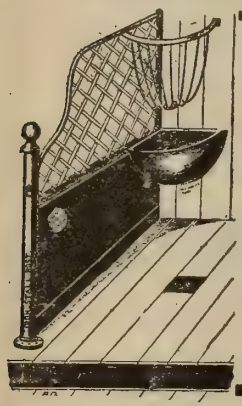
Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also **Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons,** etc., etc., etc.

Canadian Agent: **J. B. GIBSONE, P.O. Box No. 478, MONTREAL**

From whom users of Glaziers' Diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.



Dennis' Iron Stable Fittings

Sanitary, Indestructible, Economical

A good line for the hardware dealer.

Send for New Stable Fittings Catalogue and Price List "A."

DENNIS IRON & WIRE WORKS, Ltd.

LONDON, - ONTARIO

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

"Saugeen Brand"

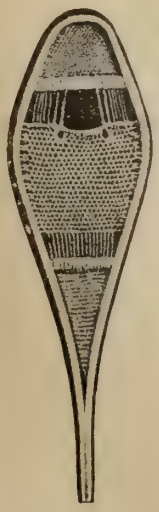
OF PORTLAND CEMENT

Prices on application. Prompt shipment

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

Do You Care to Make Savings in Your Purchasing?

And also give entire Guarantee on Your Sales.



We are leaders in Sporting Goods Requisites and carry everything in this line.

Snow Shoes

of the best Indian make. Extra quality gut

Childs' Tufted,	*9 x 30,*	price per doz. pairs	*$15.00*
Boys' "	*10 x 33,*	" " "	*17.50*
Ladies' "	*11 x 36,*	" " "	*20.00*
Club, Plain,	*12 x 42,*	" " "	*22.50*
Men's "	*14 x 42,*	" " "	*25.00*
Shanty, "	*16 x 48.*	" " "	*27.50*

Write for Our Trade Price List

A. E. BREGENT

192 St. Catherine Street, - MONTREAL

WE ARE WAITING

FOR YOU

to place your orders for cans for next season. Our factory is running full capacity.

150,000 CANS A DAY

And you should get your orders in early to ensure prompt delivery the beginning of the season.

Don't wait for the New Year but write us to-day.

Acme Can Works

MONTREAL



Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.

SUCCESS

In this day of keen competition, the Key to Success is QUALITY.
Knowing this we have put ourselves in a position to announce another long step forward, placing our four "Maple Leaf" brands of binder twine far in advance of all others.

HOW ?

The answer to this question is too lengthy for the space of this Ad. but we are prepared to prove the STATEMENT by the GOODS.
Let us emphasize this, by sending you sample bales for your inspection. A request will bring them, freight prepaid.
Dealers who sell our brands will find the Twine Agency not only pleasant and profitable, but a help to other departments of their business.
These are the four brands:--

GILT EDGE, 650 ft. per lb., Pure Manila
GOLD LEAF, 600 ft. per lb., Manila.
SILVER LEAF, 550 ft. per lb., Standard Manila.
MAPLE LEAF, 500 ft. per lb., Standard



Registered Trade Mark



SOLD ONLY BY RELIABLE DEALERS
Agents wanted in localities where we are not at present represented.
Write us for price list of ROPE and CORDAGE.
"MADE IN CANADA" BY

The BRANTFORD CORDAGE CO., Limited
BRANTFORD, ONT.

DOMINION CARTRIDGES

D.C.CO. 303 SAV.

D.C.CO. 45 COLT

SURE SHOTS

Dominion Ammunition

magazines perfectly in all modern fire-arms, including repeating, automatic and single shot rifles, pistols and shot guns.

Every **DOMINION CARTRIDGE** and paper shell is thoroughly tested before being packed under the trade mark which guarantees it to you.

Insist on **DOMINION AMMUNITION** and if your jobber won't supply you, write us.

DOMINION CARTRIDGE CO.
Limited
Montreal

We Can Deliver These Stoves



WITH OVEN—230 Series

To be exact, we can ship baseburners the same day we receive your order.

"Famous" baseburners are made in two styles and five sizes.

The No. 230 series is a heavy, durable stove, with a three flue construction which distinguishes it from nearly all other makes. Is made in three sizes, for parlor and two with oven.

Our No. 113 series is a lighter stove, but well made and excellent value for the money. Is made in two sizes for parlor and one with oven.

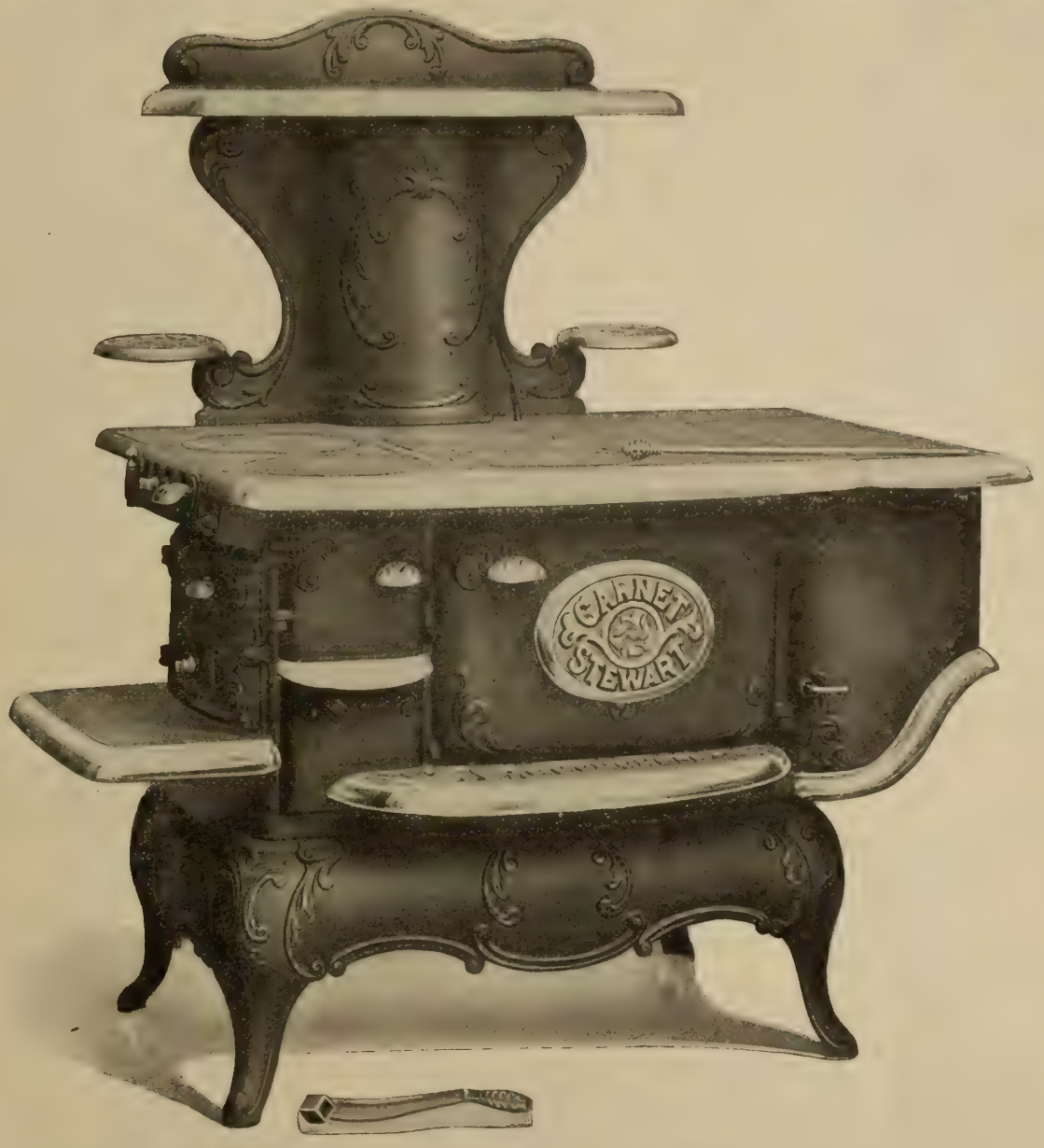
You can sell either of these lines and feel satisfied that your customers are getting the best that experience and skill can build.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON, CALGARY

LARGEST MANUFACTURERS UNDER THE BRITISH FLAG OF STOVES, RANGES, FURNACES, ETC.

"Good Cheer" Ranges



THE "GARNET"

Plain but not severe. Just enough ornamentation to give it the most artistic appearance of any range in the market. Prospective buyers will not pass by your door if the "**GARNET**" is on view inside. All loose nickel—readily removed when range is to be polished, and such an easy one it is to keep bright and clean. Square oven, 18x18x12. Fine firebox, with all cast linings. Grates, etc., removable without disturbing linings or waterfront. A splendid operator in every way, and, in fact

IT'S JUST RIGHT

The JAMES STEWART MFG. CO.

LIMITED

Western Branch:
Foot of James Street, WINNIPEG, MAN.

WOODSTOCK, ONT.

"YOU'VE GOT US SKINNED TO DEATH"

Was the statement made by an American Malleable Range Manufacturer who recently examined "The Joy Malleable Range."

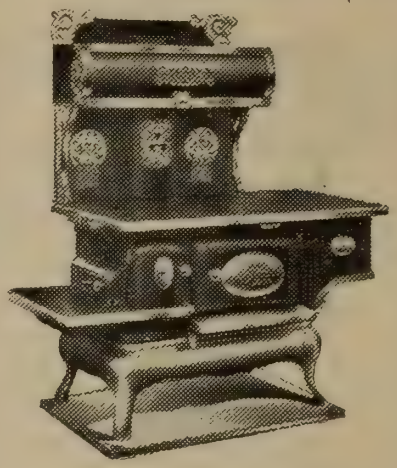
"Your fire box design, shape and proportion, and your Duplex Grates, are certainly ahead of any of our American Ranges and should make The Joy the best Range in America."

How is that for unsolicited prejudiced testimony? Then put that right along side of the record made by a Joy Range, on Monday—the coldest day of the winter—which did the cooking for a family of seven, and heated the kitchen on 25-lbs. of nut coal in 24 hours, and the lady said "it did it well." Shouldn't this kind of evidence convince you, that you are not consulting the best interests of your customers, unless you handle and push the sale of **"THE GREAT JOY MALLEABLE RANGE"?**

JOY MFG. CO., 32 Humberside Ave., TORONTO, ONT.

TEES & PERSSE CO., - Western Distributors, Winnipeg
CHAS. H. FOX, - Agent for British Columbia, Vancouver

Perfectly Proportioned



Did you ever see a perfectly-proportioned fire-box.

Examine the "Empire Queen Range" and you'll see just such a fire-box.

It is fitted with latest duplex grates and heavy sectional cast iron linings for coal and separate grates for wood.

You realize **something** on every "Empire Queen" you sell.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario, Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.



See this oven —21 inches.

"HERCULES"

CAST RANGE

is just what the name implies. Heaviest and best mounted stove on the market for the money. Write for weights and prices.

Roomy Flues,
Duplex Grates,
Large Fire Box,
Sectional Linings,

Above All—
A Perfect Baker and a Sure Trade-Winner.

CAN SHIP TO-DAY

Whittaker Stove Works

Windsor, Ont.

OAKS TO BURN

HARD COAL, SOFT COAL, WOOD, ANYTHING.

ALL PRICES, ALL SIZES, ALL GOOD,

AND ALL

"TREASURE - OAKS"



Oak Treasure
With Mica Door



Oak Treasure



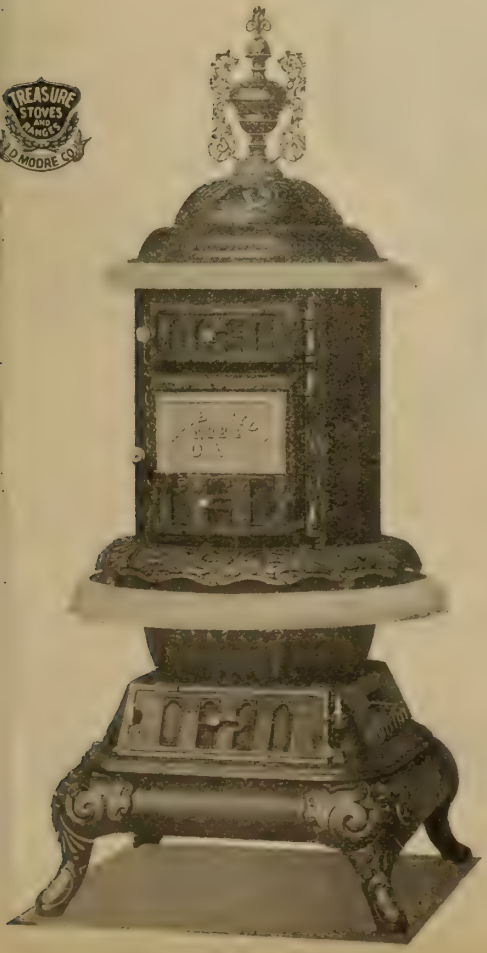
Treasure Double Heater Oak
With new style Duplex Grate

This is the time of year people suddenly awaken to the fact that they will require a good reliable heater to keep themselves and bairns warm during the cold winter months.

TREASURE-OAKS

are the easy to sell and popular line.. They are selling fast, but with our enlarged capacity we can cope with the demand.

ORDER NOW



Riverside Oak



Home Oak

The D. MOORE COMPANY
HAMILTON, ONT. LIMITED

Western Distributors:
MERRICK, ANDERSON CO., WINNIPEG

British Columbia Distributor:
JOHN BURNS, VANCOUVER

OUR "SELECT IDEA" RANGE

LOW IN PRICE, HANDSOME TO LOOK AT

AND A

PERFECT WORKER



Four or Six Holes, 8-inch or 9-inch; Ovens, 18 x 18 and 20 x 20

THE BEST LOW PRICED CAST RANGE MANUFACTURED

WRITE US ABOUT IT

GUELPH STOVE COMPANY, LIMITED

GUELPH, ONTARIO

Time Saved is All Profit.

Business Systems will cut the book-keeping of any business in half.

Business Systems are proportionately as economical for a corner store as for the largest wholesale house.

* * * * * *

Our Monthly Account System posts your books and makes out your customer's accounts with one and the same movement of your pen.

Our Monthly Account System leaves nothing to change or recopy and prevents the possibility of anything being forgotten.

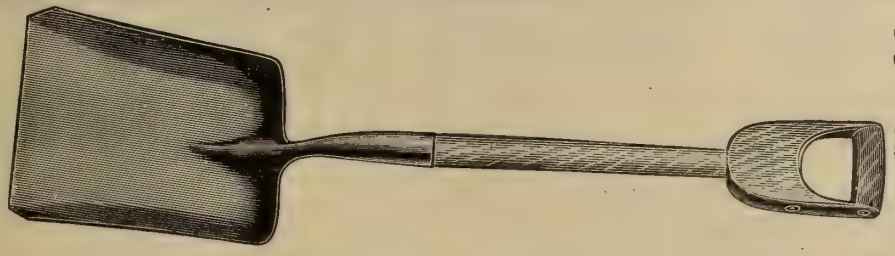
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Will you let us tell you more about this in detail?

Write us for full particulars.

It does not obligate you to buy.

BUSINESS SYSTEMS LIMITED
84 SPADINA AVE.
TORONTO, CANADA



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

By getting in touch with us you will become acquainted with the favorite lines:



"Peterborough," "Lundy," "Irwin," and 'Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

Improved Trojan Strapping

For Binding Cases on Individual Hangers

Useful in the shipping room.



J. N. WARMINTON

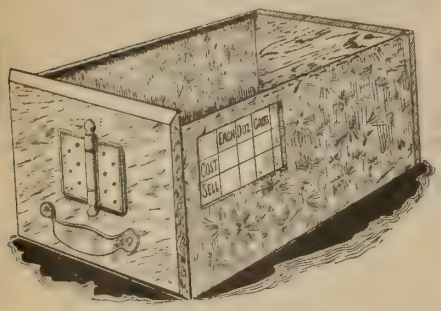
45 Scott St., Toronto, Ont. **207 St. James St., Montreal**

B. A. GRAUTOFF & CO.
8 Fenchurch Buildings, London, E.C.
Import and Export.
Old established house with highest connections in Great Britain and on the Continent of Europe.
Cable Address, "Grautoff London," Liebers Code.

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

ORDER NOW—DELIVERY JAN. 1, 1907



The time to refit your hardware store is after the Xmas rush, when trade is slack. But remember, what is your slack season is our rush season. It is necessary, therefore, for you to order in good time.

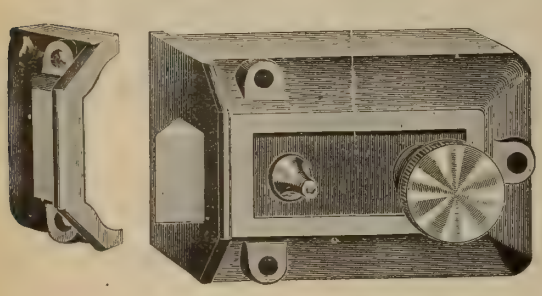
Send us the measurements of the space you have available for shelf boxes, and we will draw you up a plan, suggest an assortment of boxes suitable for hardware store and give you our best price on same.

The Bennett Steel Shelf Box will outwear any other Shelf Box made. It presents a very attractive front and costs less than an all-wood box.

Write for our new Catalogue

CAMERON & CAMPBELL, SOLE MANUFACTURERS TORONTO

The Peterborough Lock Manufacturing Company, Limited





Cylinder Night Latch, No. 103.

Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

SAVORY ROASTERS

SELF BASTING SELF BROWNING

Now is the time to sell Savorys. Get them in your stock, fill up your windows and make a good display, as every home should have one and this is the season they sell.

Family Size 11½x17½x8¼



Hotel Size 13x20x9½

KEMP MANUFACTURING CO., TORONTO, CAN.

THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

OLD AND NEW TARIFFS COMPARED

Speech of Finance Minister Fielding giving the Government's reasons for the changes made—Comments of manufacturers and Jobbers—Table showing all hardware items—The changes in brief.

Mr. Fielding, in his address in Parliment, referred to the fact that this was the second general revision under his regime. The first one was made in 1898. The Government wanted to encourage stability and not to be hasty in making changes. In the past it had resisted many applications for increases, and he did not believe any severe loss had resulted. So prosperous was the country no radical changes were required In changing the form of the schedules it was proposed to put articles under different classes according to their nature and duty. The free list schedule would be abolished, and each item without duty put in its class in the general tariff with the word "free" opposite, while other articles would have the rates of duties also placed opposite. Articles would be arranged in eleven groups, one of which would be "miscellaneous."

Under the old tariff there were practically four tariffs :

1. British Preference.
2. General Tariff.
3. Surtax.
4. French Treaty.

All these features would be retained, and in addition there would be an intermediary tariff. The general tariff would be substantially the tariff of the day, and not much above the present tariff, but there would be higher duties on a few items. The intermediate tariff, the new feature, would not be put into operation at once.

The British Preference.

The British preference would be adhered to. It had made Canada prominent, and the nation had derived an advantage from it, if it was derived from sentiment. British sales to Canada, which had decreased from 43 millions in 1890 to 29½ millions in 1897, when the preference was given, had now increased to 69 million dollars. The dutiable goods had increased from 20 to 52 millions.

The lower duties on British goods had put so much money into the pockets of the Canadian consumers, the saving to them since the preference was established, being estimated at $28,000,000. In addition, the low British prices had largely governed foreign sales in Canada.

The British preference schedule, while adhering to the general principle of one-third off, would have the duty applied to each specific article, and in some cases this would vary from 33 1-3 per cent. In some cases the preference would be less ; in some higher; but on the whole it would be more favorable to Britain.

Special account was being taken of British metals, and the preference on these would be increased, and would enable Britain to better meet severe competition.

In future articles qualifying for the preference would require to have had 25 per cent. of their value put into them in the shape of British labor. This would prevent foreign countries sending goods here through Britain without work of much cost being done on them here.

The Intermediate Tariff.

The intermediate tariff would grant rates of duties somewhat below those of the general tariff, and on articles averaging a 30 per cent. duty the reduction should amount to 10 per cent., but still leave a material advantage to countries enjoying the British preference. The object of this tariff was to afford Canada an instrument wherewith she could conduct negotiations with any country willing to give her more favorable conditions.

The Drawback Clause.

The object of the clause referring to drawbacks was to prevent the abuse of the free admission of articles granted for a particular purpose—chiefly manufacturing. As to a few of these about which there could be no difficulty, there would be no change, but other articles would have to pay the regular duty, and when it was proved that the particular purpose had been served, a rebate of 95 per cent. of the duty, in the shape of a drawback, would be made

Anti-Combine and Dumping Clauses.

The anti-combine clause adopted ten years ago would be retained. It had been a good thing in smashing the paper combine, which was followed by a reduction of 15 per cent. in duty, and though not often utilized, it had a wholesome effect. The clause provided or the abolition of duties where trusts charging extortionate prices were proved before a judicial committee to exist.

The dumping clause had also served a useful purpose. It would be so amended as to apply to articles on the free, as well as on the dutiable list. The special duty, which, except under certain conditions, has been equal to the difference between the fair market price of the article and the selling price, is, in the case of free goods, limited to 15 per cent.

German Surtax Stands.

The German surtax, would stand exactly as it was. Germany would be liable to the general tariff, plus a surtax of one-third. While there was no likelihood of early negotiations with Germany for a reduction from the general tariff, there was a lively hope of a better understanding as to the surtax. The imposition of the surtax was partly the result of a misunderstanding on the part of Germany.

Iron and Steel Bounties.

In discussing the new tariff and bounties on metals, Mr. Fielding said:

In 1897, we regarded it as important, that the cost of iron and steel to the consumer in Canada should not be too high, because iron and steel at moderate cost are the foundation of an immense variety of industrial enterprises. Therefore, we cut down the customs on iron and steel, and we arranged a system as follows:—On iron from native ore $3 per ton; upon foreign ore, $2 per ton; upon steel, $3 per ton. These bounties were fixed on a sliding scale, and gradually diminished. Last year they were fifty-five per cent. of the original amount. This year, since the 1st of July, they stand at thirty-five per cent. of the original amount. They will expire on the 1st of July next, under existing legislation. As we have six months to run yet, that means an extension period of three years and a half, four years from the 1st of January, but one-half year is provided under the existing law.

We adopt to some extent a sliding scale. On pig iron manufactured from foreign ore for the calendar year 1907, $1.10 per ton; and for 1908, $1.10; for 1909, 70c.; for 1910, 40c. On steel ingots, we propose, in 1907, $1.65; in 1908, $1.65; in 1909, $1.65; in 1910, 60 cents. Iron bars are treated in the same way as steel ingots, but as they are not made in any considerable quantity, they are not of any practical importance.

To-day the bounty on iron from Canadian ore is 35 per cent. of $3, that is equal to $1.05 per ton. The bounty on iron from foreign ore is 35 per cent. of $3, which is 70 cents per ton. The difference to-day is 35 cents per ton. This difference is not sufficient to encourage native industry. Those interested have represented that if we could have kept that difference of $1 there would be some inducement, some larger prospect of the development of native ores. We are impressed with this argument, because while we wish to encourage the iron industry generally, we particularly want to encourage iron made from native ore in order to encourage the development of the ores of Canada. We propose, therefore, that the rates of bounty during these four years periods should be as follows:

For the year 1907 the bounty on iron from native ore will be $2.10, and on foreign ore, $1.10. For the next year we keep the figures the same, $2.10 for native ore, and $1.10 for foreign ore. For the third year the bounty on iron from native ore will be $1.70, whereas on iron from foreign ore it is reduced

(Continued on page 31.)

OLD AND NEW TARIFFS COMPARED

The following table includes practically every article in which the hardware and kindred trades are interested. In the four columns are given the British preferential the intermediate, the new general and the old tariffs, the latter being given for the purpose of comparison. The German surtax of 33 1-3 per cent. is the only part of the tariff not included. In a study of the table it will be an easy matter to figure out the effect of the changes, remembering, of course, that the British preferential duty was formerly an even 33 1-3 per cent. whereas now each item stands by itself. For a more complete analysis, such as few will find necessary, it will be necessary to have a copy of the old tariff for reference as the classifications are entirely changed and the table is arranged on the basis of the present tariff.

Group 1—Agricultural Products.

	British Pref.	Intermediate	General	Former Tariff
Flax seed	F	F	F	F
Garden, field and other seeds for agricultural or other purposes, n.o.p., sunflower, canary, hemp and millet seed, when in packages weighing over one pound each	5	10	10	10
The same in packages weighing one pound each, or less, p.c.	15	22½	25	25

Group 5—Pulp, Paper and Books.

Hemp paper, made on four cylinder machines and calendered to between .006 and .008-inch thickness, adapted for the manufacture of shot shells, primers, adapted for the manufacture of shot shells and cartridges, and felt board sized and hydraulic pressed and covered with paper or uncovered, adapted for the manufacture of gun wads	F	F	F	F
Strawboard, millboard and cardboard, tarred paper, felt board, sandpaper, glass or flint paper and emery paper or emery cloth, p.c.	15	22½	25	25
Paper hanging or wallpapers, borders or bordering, and window blinds of paper of all kinds, p.c.	22½	32½	35	35

Group 6—Chemicals, Drugs, Oils and Paints.

Glue, liquid, powdered, or sheet, mucilage, gelatine, casein, adhesive paste and isinglass, p.c.	17½	25	27½	25
Lamp black, carbon black, ivory black and bone black	F	F	F	F
Ultramarine blue, dry or in pulp; whiting or whitening; Paris white and gilders' whiting; blanc fixei, satin white	F	F	F	F
Litharge	F	F	F	F
Dry red lead, orange mineral and zinc, white, p.c.	F	5	5	5
Dry white lead, p.c.	20	27½	30	30
White lead ground in oil, p.c.	25	32½	35	35
Ochres, ochrey earths, siennas and umbers, p.c.	10	12½	15	20
Oxides, fireproofs, rough stuff, fillers, laundry blueing and colors, dry, n.o.p., p.c.	15	20	22½	25
Liquid fillers, anti-corrosives and anti-fouling paints, and ground and liquid paints, n.o.p., p.c.	15½	25	27½	25
Paints and colors, ground in spirits, and all spirit varnishes and lacquers, per gallon	$1.00	$1.00	$1.00	$1.12½
Varnishes, lacquers, japans, japan driers, liquid driers and oil finish, n.o.p., per gallon	15c	15c	15c	20c
And per cent.	15	20	22½	20
Paris green, dry, p.c.	5	7½	10	10
Gold liquid paint, p.c.	15	22½	25	25
Putty, of all kinds, p.c.	12½	17½	20	20
Linseed or flaxseed oil, raw or boiled, per 100 lbs.	80c	$1.10	$1.20	25p.c.
Turpentine, raw or crude	F	F	F	F
Turpentine, spirits of	5	5	5	5
Illuminating oils, composed wholly or in part of the products of petroleum, coal, shale, or lignite, costing more than 30c. per gal., p.c.	15	17½	20	20
Lubricating oils, composed wholly or in part of petroleum, costing less than 25c per gallon, per gallon	1½c	2¼c	2½c	2½c
Crude petroleum, gas oils, other than naptha, benzine and gasoline, lighter than .8235, but not less than .775 specific gravity, at 60 degrees temperature, per gallon	1c	1¼c	1½c	1¼c
Oils, coal and kerosene, distilled, purified, or refined, petroleum, and products of petroleum, n.o.p., per gallon	1½c	2¼c	2½c	2½c
Gasoline or naphtha, under .775 specific gravity at 60 degrees temperature	F	F	F	F
Lubricating oils, n.o.p., and axle grease, per cent.	12½	17½	20	20

Group 7—Earths, Earthenware and Stoneware.

Fire brick, p.c.	5	7½	10	F
Building brick, paving brick, and manufactures of clay or cement, n.o.p., p.c.	12½	20	22½	20
Drain tiles, not glazed, p.c.	15	17½	20	20
Drain pipes, sewer pipes and earthenware fittings therefor, chimney linings or vents, chimney tops and inverted blocks, glazed or unglazed, earthenware tiles, n.o.p., p.c.	25	32½	35	35
Tiles or blocks of earthenware or of stone prepared for mosaic flooring, p.c.	20	27½	30	35
Closets, urinals, basins, lavatories, baths, bath tubs, sinks and laundry tubs of earthenware, stone, cement, or clay, or of other material, n.o.p., p.c.	20	30	35	30
Cement, Portland and hydraulic or water lime, in barrels, bags, or casks, the weight of the package to be included in the weight for duty, per 100 pounds	8c	11	12½	12½
Bags in which cement or lime mentioned in the next preceding item is imported, p.c.	15	20	20	20
Plaster of paris, or gypsum, calcined, and prepared wall plaster, the weight of the package to be included in the weight for duty, per 100 lbs.	8c	11c	12½c	12½c
Plaster of paris or gypsum, ground, not calcined, p.c.	10	12½	15	15
Clays, including china clay, fire clay and pipe clay not further manufactured than ground; ganister and sand; gravels; earths, crude only	F	F	F	F
Pumice, calcarous tufa, pumice stone and lava, not further manufactured than ground	F	F	F	F
Crucibles, clay or plumbago	F	F	F	F
Grindstones, not mounted, and not less than 36 inches in diameter, p.c.	10	12½	15	15
Grindstones, mounted or not, n.o.p. p.c.	17½	22½	25	25
Asbestos in any form other than crude, and all manufactures thereof, p.c.	15	22½	25	25
Plumbago, not ground or otherwise manufactured, p.c.	5	7½	10	10
Plumbago, ground, and manufactures of, n.o.p., and foundry facings of all kinds, p.c.	15	22½	25	25
Common and colorless window glass p.c.	7½	12½	15	15
Glass, in sheets and bent plate glass, n.o.p., p.c.	17½	22½	25	20
Plate glass, not beveled, in sheets or panes not exceeding seven square feet each, n.o.p., p.c.	7½	10	10	10
Plate glass, not beveled, in sheets or panes, exceeding seven square feet each and not exceeding twenty-five square feet each, n.o.p., p.c.	15	25	27½	25
Plate glass, n.o.p., p.c.	22½	30	35	35
Stained or ornamental glass windows, per cent.	20	27½	30	30

	British Pref.	Intermediate	General	Former Tariff
Glass demijohns or carboys, bottles, decanters, flasks, phials, glass jars and glass balls, lamp chimneys, glass shades or globes, cut, pressed or molded crystal or glass tableware, decorated or not, blown glass tableware, and manufactures of glass, n.o.p., p.c.	20	30	32½	30

Group 8—Metals and Manufactures Thereof.

Antimony, or regulus of, not ground, pulverized or otherwise manufactured...	F	F	F	F
Bismuth, metallic, in its natural state	F	F	F	F
Cinnabar, quicksilver, radium	F	F	F	
Tea lead	F	F	F	F
Lead, old, scrap, pig and block, p.c.	10	15	15	15
Lead, in bars and in sheets, p.c.	15	22½	25	25
Lead, manufactures of, n.o.p., p.c.	20	27½	30	35
Babbitt metal and type metal, in blocks, bars, plates, and sheets, p.c....	10	15	15	10
Phosphor tin and phosphor bronze in blocks, bars, plates, sheets and wire, per cent.	5	7½	10	10
Tin in blocks, pigs, bars, plates, or sheets, tin strip waste, and tin foil...	F	F	F	F
Japanned ware, tinware, and all manufactures of tin, n.o.p., p.c.	15	22½	25	25
Zinc dust, zinc spelter and zinc in blocks, pigs, bars, rods, sheets and plates, and seamless drawn tubing of zinc	F	F	F	F
Zinc, manufactures of, n.o.p., p.c.	15	22½	25	25
Brass and copper, old and scrap, or in blocks, ingots, or pigs, copper and bronze in bars and rods, in coil, or otherwise, not less than six feet in length, unmanufactured, copper in strips, sheets or plates, not polished, planished, or coated, brass or copper tubing, in lengths of not less than six feet, and not polished, bent, or otherwise manufactured	F	F	F	F
Brass, in bars and rods, in coil or otherwise, not less than six feet in length, and brass in strips, sheets, or plates, not polished, planished, or coated, p.c.	5	7½	10	F
Brass wire, plain, p.c.	7½	10	12½	10
Copper wire, plain, tinned, or plated, per cent.	7½	10	12½	10
Brass and copper nails, tacks, rivets and burrs or washers; bells and gongs, n.o.p., and manufactures of brass, or copper, n.o.p., p.c.	20	27½	30	30
Aluminum ingots, blocks, bars, rods, strips, sheets or plates; aluminum tubing in lengths not less than six feet, not polished, bent or otherwise manufactured	F	F	F	F
Manufactures of aluminum, n.o.p., p.c.	15	22½	25	25
Britannia metal, nickel silver, Nevada and German silver, manufactures of, not plated, n.o.p., p.c.	17½	27½	30	25
Gold, silver, and aluminum leaf; Dutch or Schlag metal leaf; brocade and bronze powder	15	25	27½	25
Articles consisting wholly or in part of sterling or other silverware, nickel-plated ware, gilt or electro-plated ware, n.o.p., manufactures of gold and silver, n.o.p., p.c.	22½	30	35	30
Platinum wire and platinum in bars, strips, sheets or plates	F	F	F	F
Clocks, watches, time recorders, watch glasses, clock and watch keys, clock cases and clock movements, p.c.	20	27½	30	25
Chronometers and compasses for ships...	F	F	F	F
Blast furnace slag	F	F	F	F
Scrap iron and scrap steel, old and fit only to be remanufactured, being part of or recovered from any vessel wrecked in waters subject to the jurisdiction of Canada	F	F	F	F
Iron or steel scrap, wrought, being waste or refuse, including punchings, cuttings or clippings or iron or steel plates or sheets having been in actual use; crop ends of tie plate bars, or of blooms, or of rails, the same not having been in actual use, per ton	70c	90c	$1.00	$1.00
But nothing shall be deemed scrap iron or scrap steel except waste or refuse iron or steel fit only to be remanufactured in rolling mills or furnaces, provided that articles of iron or steel, damaged in transit, if broken up under Customs supervision and rendered unsaleable except as scrap, may be entered for duty as scrap.				
Iron in pigs, iron kentledge, and cast scrap iron, farro-silicon, ferro-manganese, and spiegeleisen, per ton	$1.50	$2.25	$2.50	$2.50
Iron or steel billets, weighing not less than sixty pounds per lineal yard; ingots, cogged ingots, blooms, slabs, puddled bars, and loops or other forms, n.o.p., less finished than iron or steel bars, but more advanced than pig iron, except castings, per ton	$1.75	$2.50	$2.75	$2.75
Rolled iron or steel angles, tees, beams, channels, girders and other rolled shapes or sections, not punched, drilled, or further manufactured than rolled, per ton	$4.25	$6.00	$7.00	$7.00
Bar iron or steel, rolled, whether in coils, rods, bars or bundles, comprising rounds, ovals, and squares and flats; steel billets, n.o.p., and rolled iron or steel hoop, band, scroll, or strip, twelve inches or less in width, number thirteen gauge and thicker, n.o.p., per ton	$4.25	$6.00	$7.00	$7.00
Rolled iron or steel beams, channels and angle-bars, weighing not less than forty pounds per lineal yard, and universal mill or rolled edge plates of steel, over twelve inches wide, for use in the manufacture of bridges, when imported by manufacturers of bridges, p.c.	5	10	10	10
Rolled iron or steel plates, not less than thirty inches in width, and not less than one quarter of an inch in thickness, when imported by manufacturers of boilers for use in the manufacture of boilers, p.c.	5	10	10	10
Rolled iron or steel plates, not less than forty-eight inches in width and exceeding one-half inch in thickness, n.o.p., p.c.	5	10	10	10
Rolled iron or steel sheets or plates, sheared or unsheared, and skelp iron or steel, sheared or rolled in grooves, n.o.p., per ton	$4.25	$6.00	$7.00	$7.00
Skelp iron or steel, sheared or rolled in grooves, when imported by manufacturers, or wrought iron or steel pipe for use only in the manufacture of wrought iron or steel pipe in their own factories, p.c.	5	5	5	5
Rolled iron or steel sheets, number thirteen gauge and thinner, n.o.p., Canada plates, Russia iron, flat galvanized iron or steel sheets; terne plate and rolled sheets of iron or steel, coated with zinc, spelter or other metal, of all widths or thicknesses, n.o.p., and rolled iron or steel hoop, band, scroll, or strip, number fourteen gauge and thinner, galvanized or coated with other metal or not, n.o.p., p.c.	F	5	5	F
Chrome steel, p.c.	10	12½	15	15
Rolled iron or steel, bars, bands, hoops, scroll or strip, sheet or plate, of any size, thickness, or with galvanized or coated with any material or not, and cast steel when of greater value than three and a half cents per pound, n.o.p., p.c.	F	5	5	5
Swedish rolled iron and Swedish rolled steel nail rods, under half an inch in diameter, for the manufacture of horse-shoe nails, p.c.	10	12½	15	15

	British Pref.	Intermediate	General	Former Tariff
Iron and steel railway bars or rails of any form, punched or not, n.o.p., for railways, which term for the purposes of this item shall include all kinds of railways and tramways, even although they are used for private purposes only, and even although they are not used or intended to be used in connection with the business of common carrying of goods or passengers, per ton	$4.50	$6.00	$7.00	30p.c.
Iron or steel railway bars or rails, which have been in use in the tracks or railways in Canada and which have been exported from Canada and returned thereto after having been re-rolled, and weighing not less than fifty-six pounds per lineal yard when re-rolled, and which are to be used by the railway company importing them on their own tracks under regulations prescribed by the Minister of Customs, p.c.	25	25	25	25
Provided that the value for duty of such re-rolled rails shall be the cost of re-rolling the same. Provided also that whenever the Governor-in-Council is satisfied that a mill adapted and equipped for re-rolling such rails in substantial quantities has been established in Canada, the Governor-in-Council may by order-in-council to be published in the Canada Gazette abolish the duty specified in this item, and thereupon all such rails when imported shall be subject to such duty as otherwise provided in the Customs tariff.				
Railway fish and plates and tie plates, per ton	$5.00	$7.00	$8.00	$8.00
Switches, frogs, crossings, and intersections for railways, p.c.	20	30	32½	30
Iron or steel bridges or parts thereof, iron or steel structural work, columns, shapes or sections, drilled, punched or in any further state of manufacture than as rolled or cast, n.o.p., p.c.	22½	30	35	35
Springs, axles, axle bars, n.o.p., and axle blanks, and parts thereof, of iron or steel, for railway, tramway, or other vehicles, p.c.	22½	30	35	35
Forgings of iron or steel of whatever shape or size, or in whatever stage of manufacture, n.o.p., and steel shafting, turned, compressed, or polished, and hammered, drawn, or cold rolled iron or steel bars or shapes, n.o.p., p.c.	20	27½	30	30
Cast iron pipe of every description, per ton	$6.00	$7.00	$8.00	$8.00
Wrought or seamless iron or steel tubes for boilers, n.o.p., under regulations prescribed by the Minister of Customs, flues and corrugated tubes for marine boilers, p.c.	F	5	5	5
Seamless steel tubing valued at not less than 3½c per lb., rolled or drawn square tubing of iron or steel adapted for use in the manufacture of agricultural implements, p.c.	F	5	5	5
Tubes of rolled iron or steel, not joined or welded, not more than one half inch in diameter, n.o.p., p.c.	5	7½	10	10
Wrought or seamless iron or steel tubing, plain or galvanized, threaded and coupled or not, over 4 inches in diameter, n.o.p., p.c.	10	12½	15	15
Wrought or seamless iron or steel tubing, plain or galvanized, threaded and coupled or not, 4 inches or less in diameter, n.o.p., p.c.	20	30	35	35
Iron or steel pipe or tubing, plain or galvanized, riveted, corrugated, or otherwise specially manufactured, in closing lock joint pipe, n.o.p., p.c.	20	27½	30	30
Wire-bound wooden pipe, p.c.	15	22½	25	25

	British Pref.	Intermediate	General	Former Tariff
Iron or steel fittings, for iron or steel pipe, of every description, p.c.	20	27½	30	30
Wire, crucible, cast steel, valued at not less than 6c per lb., p.c.	F	5	5	5
Galvanized iron or steel wire, Nos. 9, 12 and 13 gauge, p.c.	F	5	5	5
Buckthorn strip fencing, woven wire fencing, and wire fencing of iron or steel, n.o.p., not to include woven wire or netting made from wire smaller than No. 14 gauge, nor to include fencing of wire larger than No. 9 gauge, p.c.	10	12½	15	F
Wire of all metals and kinds, n.o.p., per cent.	15	17½	20	20
Wire, single or several, covered with cotton, linen, silk, rubber or other material, including cable so covered, n.o.p., p.c.	20	27½	30	30
Wire rope, stranded or twisted wire, clothes lines, picture, or other twisted wire, and wire cable, n.o.p., p.c.	17½	22½	25	25
Wire cloth or woven wire and wire netting of iron or steel, p.c.	20	27½	30	25
Coil chain, coil chain links, and chain shackles, of iron or steel, five-sixteenths of an inch in diameter and over, p.c.	5	5	5	5
Iron or steel nuts, washers, rivets, and bolts, with or without threads, nut bolt and hinge blanks, and T and strap hinges of all kinds, n.o.p., per 100 lbs.	75c	75c	75c	75c
And per cent.	10	20	25	25
Screws, commonly called "wood screws," or iron or steel, brass or other metal, including lag or coach screws, plated or not, and machine or other screws, n.o.p., p.c.	22½	30	35	35
Iron or steel cut nails and spikes (ordinary builder's), and railroad spikes, per 100 lbs.	30c	45c	50c	50c
Composition nails and spikes, and sheathing nails, p.c.	10	12½	15	15
Wire nails of all kinds, n.o.p., per 100 lbs.	40c	55c	60c	60c
Nails, brads, spikes and tacks of all kinds, n.o.p., p.c.	20	30	35	30
Wire cloth, or woven wire of brass or copper, p.c.	17½	22½	25	25
Needles, of any material or kind, and pins manufactured from wire of any metal, n.o.p., p.c.	20	27½	30	30
Buckles of iron, steel, brass or copper of all kinds, n.o.p. (not being jewelry), per cent.	20	27½	30	30
Bird, squirrel and rat cages, or wire and metal parts thereof, p.c.	22½	30	35	35
Trawls, trawling spoons, fly-hooks, sinkers, swivels, sportsmen's fishing bait and fishing hooks, n.o.p., p.c.	22½	30	35	30
Skates of all kinds, roller or other, and parts thereof, p.c.	22½	32½	35	35
Guns, rifles, including air guns and air rifles, not being toys, muskets, cannons, pistols, revolvers, or other fire-arms, cartridge cases, cartridges, primers, percussion caps, wads, or other ammunition, n.o.p., bayonets, swords, fencing foils and masks, gun or pistol covers or cases, game bags, loading tools, and cartridge belts, of any material, p.c.	20	27½	30	30
Knife blades or blanks, and table forks, of iron or steel, in the rough, not handled, filed, ground, or otherwise manufactured, p.c.	5	7½	10	F
Knives and forks, and all other cutlery, of steel plated or not, n.o.p., p.c.	20	27½	30	30
Agate, granite or enameled iron or steel ware, p.c.	22½	32½	35	35
Iron or steel hollow ware, plain black, tinned or coated, n.o.p., and nickel and aluminum kitchen or household hollow ware, n.o.p., p.c.	20	27½	30	30
Lamp springs, p.c.	7½	10	10	10

	British Pref.	Inter-mediate	General	Former Tariff
Lamps, side lights and head lights, lanterns, chandeliers, gas, coal oil, or other lighting fixtures, including electric light fixtures, or metal parts thereof, lava or other tips, burners, collars, galleries, shades, and shade holders, p.c.	20	27½	30	20
Gas meters and finished parts thereof, per cent.	22½	30	35	35
Fire engines and fire extinguishing machines, including sprinklers for fire protection, p.c.	22½	30	35	35
Sewing machines and parts thereof, p.c.	20	27½	30	30
Mowing machines, harvesters, self-binders or without binders, binder attachments, reapers, p.c.	12½	17½	17½	20
Cultivators, plows, harrows, horse rakes, seed drills, manure spreaders, weeders, and windmills, p.c.	12½	17½	20	20
Threshing machine outfit, when consisting of traction or portable engine and separator, p.c.	15	17½	20	25
Hay loaders, potato diggers, horse powers, separators, n.o.p.; wind stackers, fodder or feed cutters, grain crushers, fanning mills, hay tedders, farm, road, or field rollers, post-hole diggers, snaths, and other agricultural implements, n.o.p., p.c.	15	22½	25	25
Axes, scythes, n.o.p.; sickles or reaping hooks, hay or straw knives, digging knives, hoes, rakes, and pronged forks, p.c.	15	20	22½	25
Shovels and spades, iron or steel, n.o.p.; shovel and spade blanks, and iron or steel cut to shape for the same, and lawn mowers, p.c.	20	30	32½	35
Stoves of all kinds, for coal, wood, oil, spirits, or gas, p.c.	15	22½	25	25
Belt pulleys of all kinds for power transmission, p.c.	15	25	27½	25
Telephone and telegraph instruments, electric and galvanic batteries, electric motors, dynamos, generators, sockets, insulators of all kinds, electric apparatus, n.o.p.; boilers, n.o.p.; and all machinery composed wholly or in part of iron or steel, n.o.p.; and integral parts of all machinery specified in this item, p.c.	15	25	27½	25
Manufactures, articles or wares of iron or steel, or of which iron and steel, or either, are the component materials of chief value, n.o.p., p.c.	20	27½	30	30
Anchors for vessels	F	F	F	F
Ingot molds, glass molds of metal, p.c.	5	7½	10	F
Iron sand or globules or iron shot and dry putty, adapted for polishing glass or granite, or for sawing stone	F	F	F	F
Steel bowls for cream separators and cream separators	F	F	F	F
Sundry articles of metal, as follows, when for use exclusively in mining or metallurgical operations, viz.: diamond drills, not including the motive power, coal-cutting machines, except percussion coal cutters, coal heading machines, coal augers, rotary coal drills, core drills, miners' safety lamps and parts thereof; also accessories for cleaning, filling and testing such lamps, electric or magnetic machines for separating or concentration iron ores, blast furnaces for the smelting of copper and nickels, converting apparatus for metallurgical processes in iron or copper; copper plates, plated or not, machinery for extraction of precious metals by the chlorination or cyanide processes; amalgam safes, automatic ore samplers, automatic feeders, retorts, mercury pumps, prometers, bullion furnaces, amalgam cleaners, blast furnace blowing engines, wrought iron tubing, butt or lap welded, threaded or coupled or not, over four inches in diameter, and integral parts of all machinery mentioned in this item	F	F	F	F
Machinery of a class or kind not made in Canada, for the manufacture of twine, cordage, or linen, or for the preparation of flax fibre	F	F	F	F
Well-drilling machinery and apparatus for boring and drilling for water	F	F	F	F
Iron or steel masts, or parts thereof, and iron or steel beams, angles, sheets, plates, knees, and cable chain, for wooden, iron, steel, composite ships and vessels, and iron, steel, or brass manufactures which at the time of their importation are of a class or kind not manufactured in Canada, when imported for use in the construction or equipment of ships or vessels under regulations prescribed by the Minister of Customs	F	F	F	F
Rolled round wire rods in the coil of iron or steel, not over three-eighths of an inch in diameter, when imported by wire manufacturers for use in making wire in the coil in their own factories	F	F	F	F
Materials under which enter into construction and form part of cream separators, when imported by manufacturers of cream separators to be used in their own factories for the manufacture of cream separators	F	F	F	F
Rolled steel for saws and for straw cutters, not tempered or ground, nor further manufactured than cut to shapes, without indented edges	F	F	F	F
Crucible sheet steel, eleven to sixteen gauge, 2½ to 18 inches wide, for the manufacture of mower and reaper knives, when imported by the manufacturers thereof for use exclusively in the manufacture of such articles in their own factories	F	F	F	F
Steel strip and flat steel wire, when imported into Canada by manufacturers of buckhorn and plain strip fencing for use exclusively in the manufacture of such articles in their own factories; and barbed fencing wire of iron or steel	F	F	F	F
Steel wire, Bessemer soft drawn spring of Nos. 10, 12, and 13 gauge, respectively, and home steel spring wire of Nos. 11 and 12 gauge, respectively, when imported by manufacturers of wire mattresses, to be used exclusively in the manufacture of such articles in their own factories	F	F	F	F
Cups, brass, being rough blanks for the manufacture of paper shells or cartridges, when imported by manufacturers of brass and paper shells and cartridges, for use exclusively in the manufacture of such articles in their own factories	F	F	F	F
Brass caps adapted for use in the manufacture of electric batteries	F	F	F	F
Iron tubing, lacquered or brass covered, not over two inches in diameter, and brass trimmings when imported by manufacturers of iron or brass bedsteads, for use exclusively in the manufacture of such articles in their own factories	F	F	F	F
Platinum crucibles	F	F	F	F
Platinum retorts, pans, condensers, tubing and pipe, and preparations of platinum, when imported by manufacturers of sulphuric acid, for use exclusively in the manufacture or concentration of sulphuric acid in their own factories	F	F	F	F

	British Pref.	Intermediate	General	Former Tariff
Steel balls, adapted for use on bearings of machinery and vehicles, p.c.	F	7½	10	10
Steel wood, p.c.	5	7½	10	10
Group 9—Wood and Manufactures Thereof.				
Shovel handles wholly of wood, p.c.	10	12½	15	F
Churns, n.o.p., brooms, whisks, washboards, pounders and rolling pins, p.c.	15	17½	20	20
Fishing rods, walking sticks and walking canes of all kinds, n.o.p., p.c.	20	27½	30	30
House, office, cabinet or store furniture, of wood, iron or other material, in parts or finished; wire screens, wire doors and wire windows; cash registers; window cornices and cornice poles of all kinds; hair, spring and other mattresses; curtain stretchers; furniture springs and carpet sweepers, per cent.	20	27½	30	30
Group 10—Cotton, Flax, Hemp, Jute and Other Fibres.				
Hemp, dressed or undressed	F	F	F	F
Oakum or jute or hemp	F	F	F	F
Binder twine, or twine for harvest binders	F	F	F	F
Twine and cordage of all kinds, n.o.p., per cent.	20	22½	25	25
Hammocks, lawn tennis nets, sportsmen's fish nets, and other articles manufactured of twine, n.o.p., p.c.	20	27½	30	30
Sails for boats and ships, p.c.	15	22½	25	25
Horse clothing, shaped or otherwise manufactured, p.c.	20	27½	30	30
Lamp wicks, p.c.	17½	22½	25	25
Mats, door or carriage, other than metal, n.o.p., p.c.	25	30	35	35
Group 11—Miscellaneous.				
Asphalt or asphaltum solid; bone pitch, crude only; and resin or resin in packages of not less than 100 lbs.	F	F	F	F
Coal and pitch pine, Burgundy pitch; and coal and pine tar crude in packages of not less than fifteen gallons	F	F	F	F
Coal, anthracite; anthracite coal dust; coke	F	F	F	F
Bituminous slack coal; such as will pass through a ¾-inch screen, subject to regulations prescribed by the Minister of Customs, per ton	10c	12c	14c	15c
Bituminous round and run of mine, and coal, n.o.p.; per ton	35c	47c	53c	53c
Freight wagons, farm wagons, drays and sleighs, p.c.	17½	22½	25	25
Buggies, carriages, pleasure carts and vehicles, n.o.p., including automobiles and motor vehicles of all kinds; tires of rubber for vehicles of all kinds, fitted or not; cutters, children's carriages and sleds, and finished parts of all articles in this item, n.o.p., p.c. Provided that for duty purposes the minimum value of an open buggy shall be $40, and the minimum value of a covered buggy shall be $50.	22½	30	35	35
Railway cars or other cars, wheel-barrows, trucks, road or railway scrapers, and hand carts, p.c.	20	27½	30	30
Bicycles and tricycles, n.o.p., p.c.	20	27½	30	30
Hides and skins, raw, whether dry, salted or pickled, and raw pelts	F	F	F	F
Fur tails, in the raw state	F	F	F	F
Fur skins of all kinds, not dressed in any manner	F	F	F	F
Belting, of leather, p.c.	12½	17	20	20
Belting, n.o.p., p.c.	20	25	27½	25
Harness and saddlery, including horse boots, p.c.	20	27½	30	30
Rubber cement, and all manufactures of India rubber and gutta percha, n.o.p., per cent.	15	25	27½	25
India rubber clothing, and clothing made waterproof with India rubber or gutta percha hose, and cotton or linen hose lined with rubber; rubber mats or matting and rubber packing, p.c.	22½	30	35	35
Gloves and mitts, of all kinds, p.c.	22½	30	35	35
Clothes wringers for domestic use, and parts thereof, p.c.	22½	30	35	35
Signs of any material other than paper, framed or not, letters and numerals of any material other than paper, p.c.	20	27½	30	30
Glycerine, when imported by manufacturers of explosives, for exclusively in the manufacture of such articles in their own factories	F	F	F	10
Nitro-glycerine, giant powder, nitro and other explosives, n.o.p., per lb.	1¾c	2¼c	2½c	3c
Blasting and mining powder, per lb.	1 1-3c	1¾c	2c	2c
Cannon, musket, rifle, gun and sporting powder and cannister powder, per lb.	2c	2¾c	3c	3c
Emery, in bulk, crushed or ground	F	F	F	F
Emery wheels, carborundum wheels and manufactures of emery or of carborundum, p.c.	17½	22½	25	25
Junk, old; rags of cotton, linen, jute, hemp and wool; paper waste clippings, and waste of all kinds, n.o.p., except metallic; broken glass, or glass cullet	F	F	F	F
Fish hooks, for deep sea or lake fishing, not smaller in size than number 2.0; bank, cod, pollock and mackerel, fish lines; and mackerel, herring, salmon, seal, seine, mullet, net and trawl twine in hanks or coil, barbed or not, in variety of sizes and threads, including gilling thread in balls, and head ropes for fishing nets; manilla rope for holding traps in the lobster fishery; barked marline, and net morsels of cotton, hemp or flax; and deep-sea fishing nets or seines, when used exclusively for the fisheries, not to include hooks, lines or nets commonly used for sportsmen's purposes	F	F	F	F
Coverings, inside and outside, used in covering or holding goods imported therewith, shall be subject to the following provision, viz.— (a) Usual coverings containing free goods only; usual coverings, except receptacles capable of holding liquids, containing goods subject to a specific duty only, n.o.p.	F	F	F	F
(b) Usual covering containing goods subject to any ad valorem duty when not included in the invoice value of the goods they contain, p.c.	15	20	20	
(c) Provided that usual coverings containing goods subject to any ad valorem duty if included in the invoice value of the goods they contain, and not charged separately on the invoice, shall be subject to the same rate of duty ad valorem as the goods they contain, and may be combined with the goods for valuation and duty on the customs entry. (d) Provided further that receptacles capable of holding liquids, when containing goods, subject to a specific duty, shall be charged with the rate of duty to which the same would be subject if imported separately, except when the coverings and the goods contained therein are rated together in the tariff item; (e) Provided further that usual coverings designed for use other than in the bona fide transportation of the goods they contain, shall be charged with the rate of duty to which the same would be subject if imported separately; (f) Provided also that the term covering in this paragraph shall include packing boxes, crates, casks, cases, cartons, wrapping, sacks, bagging, rope, twine, straw or other articles				

	British Pref	Inter-mediate	General	Former Tariff
used in covering or holding goods imported therewith, and the labor and charges for packing such goods, subject to regulations prescribed by the Minister of Customs ;				
All goods not enumerated in this act as subject to any other rate of duty nor declared free of duty by this act, and not being goods the importation whereof is by this act or any other act prohibited, p.c.	15	17½	20	

Schedule B—Goods Subject to Drawback for Home Consumption.

	Drawback
Oil fuel and other articles, not machinery—when entering into the cost of binder twine manufactured in Canada	95 p.c.
Rolled iron, rolled steel and pig iron—when used in the manufacture of mowing machines, reapers, harvesters, binders, and attachments for binders	95 p.c.
Hemp bleaching compound—when used in the manufacture of rope	95 p.c.
Steel under one-half inch in diameter or under one-half inch square—when used in the manufacture of locks and knobs	95 p.c.
Steel cut to shape—when used in the manufacture of spoons	95 p.c.
Flat spring steel, steel billets and steel axle bars—when used in the manufacture of springs and axles for vehicles other than railway or tramway vehicles	95 p.c.
Spiral spring steel—when used in the manufacture of railway spiral springs	95 p.c.
Steel—when used in the manufacture of cutlery, files, augers, auger bits, hammers, axes, hatchets, scythes, reaping hooks, hoes, hay or straw knives, agricultural forks, hand rakes, skates, stove trimmings, bicycle chain and windmills	95 p.c.

PROHIBITED GOODS.

Goods manufactured or produced wholly or in part by prison labor, or which have been made within or in connection with any prison, jail or penitentiary, also goods similar in character to those produced in such institutions, when sold or offered for sale by any person, firm or corporation having a contract for the manufacture of such articles in such institutions, or by any agent of such person, firm or corporation, or when such goods were originally purchased from or transferred by any such contractor.

Metallic trading checks.

Any goods (a) which, if sold would be forfeited under the provisions of part of the Criminal Code ; or (b) manufactured in any foreign state or country which bear any name or trade mark which is or purports to be the name or trade mark of any manufacturer, dealer or trader in the United Kingdom or in Canada, unless such name or trade mark is accompanied by a definite indication of the foreign state or country in which the goods were made or produced. Provided, that for the purposes of this item, if there is on any goods a name which is identical with or a colorable imitation of the name of a place in the United Kingdom or in Canada, such name, unless it is accompanied by the name of the state or country in which it is situate, shall, unless the Minister decides that the attaching of such name is not calculated to deceive (of which matter the Minister shall be the sole judge), be treated as if it was the name of a place in the United Kingdom or in Canada.

Iron and Steel Bounties.

Mr. Fielding's resolution on iron and steel bounties is as follows:

Resolved : (1) That it is expedient to repeal chapter 8 of the statutes of 1899 and chapter 60 of the statutes of 1903, from and after the 1st January, 1907.

(2) That it is expedient to provide that the Governor in Council may authorize the payment from the consolidated revenue fund of the following bounties on the under-mentioned articles manufactured in Canada for consumption therein, viz :

(a) In respect of pig iron manufactured from ore, on the proportion from Canadian ore produced during the calendar years — 1907, $2.10 per ton ; 1908, $2.10 per ton ; 1909, $1.70 per ton ; 1910, 90c per ton.

(b) In respect of pig iron manufactured from ore on the proportion from foreign ores produced during the calendar years — 1907, $1.10 per ton ; 1908, $1.10 per ton ; 1909, 70c per ton ; 1910, 10c per ton.

(c) On puddled iron bars manufactured from pig iron made in Canada, during the calendar years—1907, $1.65 per ton ; 1908, $1.65 per ton ; 1909, $1.05 per ton ; 1910, 60c per ton.

(d) In respect of rolled round wire rods not over three-eighths of an inch in diameter, manufactured in Canada from steel produced in Canada from ingredients of which not less than fifty per cent. of the weight thereof consists of pig iron made in Canada, when sold to wire manufacturers for use in making wire in their own factories in Canada, on such wire rods made after the 31st December, 1906, $6 per ton.

(e) In respect of steel ingots manufactured from ingredients of which not less than 50 per cent. of the weight thereof consists of pig iron made in Canada, on such ingots made during the calendar years—1907, $1.65 per ton ; 1908, $1.65 per ton ; 1909, $1.05 per ton ; 1910, 60c per ton. Provided that bounty shall not be paid on steel ingots from which steel blooms and billets for exportation from Canada are manufactured.

(3) That it is expedient to provide that the Governor in Council may make regulations to carry out the intentions of these resolutions.

(4) That it is expedient to provide that the Minister of Trade and Commerce shall be charged with the administration of the foregoing provisions.

OLD AND NEW TARIFFS COMPARED

(Continued from page 27.)

to 70 cents. Then for the fourth year we reduce the bounty on the native ore to 90 cents, and the bounty of the foreign ore to 40 cents, keeping up the difference of 50 cents between the two.

We propose that these bounties shall not apply to articles exported. There are rumors that the great steel trust of the United States may come into Canada to do business in the ordinary way, well and good, but if it comes here to make up iron and steel for export it might add largely to our burden. We think it is well to have it understood that we are giving these bounties for the encouragement of iron and steel for consumption in Canada, and if any parties undertake to export these articles they shall not be entitled to the bounty upon it.

Then there are bounties at present on angles, plates and iron rods. With respect to angles and plates there is a bounty of $3 and a duty of ten per cent. We have decided to abolish the bounty and allow these articles to fall as a rule into a third class at $7 per ton, subject to the preferential reduction. The bounty is at present $3 and the duty ten per cent.; we strike out the bounty and put them in with the usual tariff instead of the bounty in this case.

The result of the change is to give about the same degree of protection but to get rid of the bounties. Articles are now made in Canada to a considerable extent. We would be glad to do the same thing if we could find it convenient in relation to the bounty on iron rods. The difficulty there, however, is that iron rods are not iron articles. They are used by the manufacturers of other lines of goods, and if we impose a considerable duty on iron rods we will have to change the duties on the articles which are made from iron rods, and we do not wish at present to disturb that class of duties, so we continue the bounties we have at present. The other bounties are for fixed periods. The bounty on iron rods was not for any fixed period, and it is like a tariff item which may be changed from time to time.

Benefits of Bounty System.

This bounty question is one of widespread interest, and in some quarters strong objections have been taken to bounties, criticisms of a varied character. Some object to bounties because they are a protection, others because they think bounties are something which impose tremendous burdens upon the country for which the country receives no advantage. I think those who condemn bounties generally, do not stop to consider what would happen if we did not adopt this system. If we did not adopt the bounty system then unquestionably we should be obliged largely to increase the duties on iron, or to allow industries of a considerable character probably to close up, and we do not think that is desirable. Those who think that these bounties can be dispensed with have not perhaps given the matter as careful consideration as they might. These bounties have not been fruitless of good. They have accomplished a great deal in the develop-

ment of the interests of the country. They have built up great establishments, and have given employment to thousands of men.

Then there is another view which is perhaps lost sight of. If you turn to the customs returns of ports, connected with the iron industry at Sault Ste. Marie, Midland, New Glasgow, Sydney and North Sydney, take all the various points where the Customs Department comes in touch with these iron industries, you will discover that during the period of these iron bounties there has been an enormous development of trade at these ports, the greater part of which is directly due to the development of these industries, and if you make a comparison between the customs revenues of those ports a few years ago, and the customs revenues as they have been under the influence of this bounty system, you will find that the increased collection of revenue at these ports is fully equal to every dollar that the Government ever paid by way of bounties, and so any impressions that may exist in the minds of any that the bounties are not in any way returning anything to the country is certainly a mistake.

British Preference on Metals.

The rates on lead manufactures, including lead pipe, lead shot and lead bullets, have been reduced about 5 per cent. and the preferential rate on lead in bars and sheets has also been reduced from 16 2-3 to 15 per cent.

In item 384 of the new tariff, an effort is made to divert trade to Great Britain, and at the same time to cheapen the cost to the consumer. This item reads:—Rolled iron or steel sheets, number fourteen gauge and thinner, n.o.p., Canada plates; Russia iron; flat galvanized iron or steel sheets; terne plate and rolled sheets of iron or steel, coated with zinc, spelter or other metal, of all widths or thicknesses, n.o.p., and rolled iron or steel hoop, hand scroll or strip, No. 14 gauge, and thinner, galvanized, or coated with other metal, or not, n.o.p. The articles are made free from Great Britain and dutiable from other countries. Tin plate is free under all tariffs, in the interests of manufacturers and consumers. The item has been enlarged by increasing the gauge of iron and steel sheets from seventeen to fourteen gauge, and the gauge of hoop, band, scroll and strip from eighteen to fourteen gauge.

The preferential rate on japanned ware, tinware and all manufacturers of tin, whether "hollowware" or not, also on manufactures of zinc and manufactures of aluminum is reduced from 16 2-3 per cent. to 15 per cent, while the general tariff rate of 25 per cent is continued.

Brass and copper wire, Britannia metal, nickel, silver, Nevada and German silver, etc., are all increased, but it will be observed that the ratio of preference to Great Britain is greater than it was before.

Boiler tubes were formerly dutiable at five per cent. general and 3 1-3 per cent. preference. They are now made free from Great Britain.

Galvanized iron or steel wire, 9, 12 and 13 gauge, formerly on free list is now made a dutiable at five per cent. under the general and intermediate tariffs and free from Great Britain. This is an item of very considerable importance, as over a million dollars' worth was imported last year, mostly from the United States.

On axes, scythes, scykles, or reaping hooks, hay or straw knives, hedging knives, hoes, rakes and pronged forks the old duty was 25 per cent, and we propose a reduction to 22½ per cent. The old general tariff of 20 per cent is continued on the following agricultural implements: Hay-loaders, potato diggers, horse-powers, separators, n.o.p.; windstackers, fodder or feed cutters, grain-crushers, fanning mills, hay tedders, farm, road or field rollers, post hole diggers and snaths. Shovels and spades, iron or steel, lawn mowers, are being reduced from 35 to 32½ per cent.

Well-drilling machinery for boring and drilling for water is made free, whether made in Canada or not. It was formerly free, but the free admission was confined to such machinery as was not made in Canada. We think that boring for water is a matter of such importance and so we make the machinery free altogether.

A number of articles of iron and steel specified in old tariff are not named in new tariff. They fall under this general item, "manufactures of iron or steel, n.o.p." The principal exceptions are iron and steel castings, in the rough, formerly dutiable at 25 per cent, now 30 per cent.

SOME TARIFF CHANGES IN BRIEF.

Glue.—Increased from 25 to 27 1-2 per cent.

Paint Oxides.—Reduced from 25 to 22 1-2 per cent.

Liquid Paints and Fillers.—Increased from 25 to 27 1-2 per cent.

Paints and Colors Ground in Spirits—Reduced from $1.12 1-2 to $1.00 per gallon.

Varnishes.—Were 20 cents per gallon and 20 per cent., now 15 cents and 22 1-2 per cent.

Linseed Oil.—Was 25 per cent., now $1.20 per 100 lbs.

Gasoline.—Reduced from 2 1-2 per cent., to free.

Fire Brick.—Now 10 per cent.

Building Brick.—Increased from 20 to 22 1-2 per cent.

Closets, Urinals, Baths, Sinks, etc.—Increased from 30 to 35 per cent.

Plate Glass.—7 to 25 square feet—Increased from 25 to 27 1-2 per cent.

Manufactures of glass, lamp shades, etc.—Increased from 30 to 32 1-2 per cent.

Manufactures of lead, shot, bullets, lead pipe, etc.—Reduced from 35 to 30 per cent.

Babbit Metal.—Increased from 10 to 15 per cent.

Brass Rods and Sheets.—Increased from free to 10 per cent.

Brass Wire.—Increased from 10 to 12 1-2 per cent.

Copper Wire.—Reduced from 15 to 12 1-2 per cent.

German Silver and Brittania Metal—Increased from 25 to 30 per cent.

Gold Leaf, Bronze Powder, Etc.—Increased from 25 to 27 1-2 per cent.

Nickelplated and Silverware—Increased from 30 to 35 per cent.

Clocks, etc.—Increased from 25 to 30 per cent.

Railway Switches.—Increased from 30 to 32 1-2 per cent.

Fence Wire, 9, 12 and 13 gauge.—Increased from free to 5 per cent.

Fishing Hooks, etc.—Increased from 30 to 35 per cent.

Harvesting Machinery. — Reduced from 20 to 17 1-2 per cent.

Threshing Machinery.—Reduced from 25 to 20 per cent.

Shovels, Spades, Lawn Mowers, etc.—Reduced from 35 to 32 1-2 per cent.

Axes, Scythes, Sickles, Hay Knives, Hoes, Rakes, Forks, etc.—Reduced from 25 to 22 1-2 per cent.

Wood Belt Pulleys.—Increased from 25 to 27 1-2 per cent. Iron.—Reduced from 30 to 27 1-2 per cent.

Shovel Handles. — Increased from free to 15 per cent.

Slack Coal.—Reduced from 15c. to 14c. per ton.

Rubber Belting.—Increased from 25 to 27 1-2 per cent.

Glycerine for Explosives.—Reduced from 10 per cent., to free.

Tool Steel, Rolled Iron or Steel, Canada Plates, Galvanized Iron and Sheets, Terne Plates etc.—Reduced from 5 per cent. to free, from Great Britain.

Preference ranging from 25 to 100 per cent. on metals and other articles from Great Britain.

Rough Iron Castings.—Increased from 25 to 30 per cent.

Boiler Plates.—Was 10 per cent., but is now $7.00 per ton, to merchants.

Iron Pipe, from 2 to 4 inches.—Increased from 15 to 35 per cent.

Coil Chain, 5-16 and larger.—British preference withdrawn.

OPINIONS ON THE NEW TARIFF.

Not Much Change.

H. W. Dorken of Dorken Bros. & Co., hardware importers, Montreal, when seen by a Hardware and Metal representative, remarked that, in his opinion, the Government had carried out a good policy in refusing to make any very radical changes in the tariff. So far as he had studied the tariff, although a few articles showed a higher duty, and some others a lower than before, conditions were practically the same. In most cases, the change did not amount to more than about 2½ per cent., which would not hurt anybody. "I was not pleased" said Mr. Dorken, "to see the German surtax retained, after its three years trial. Ours is almost entirely a German business, and our goods will still be subject to the additional duty, which, we had expected, would be removed. On the whole, however, the Government has done well, and has made an effort to adopt a tariff with as few clauses as possible, which will benefit the masses and not the few."

No Complaint to Make.

S. Brewer, secretary of the Thos. Robertson & Co., dealers in steamfitters' supplies and metals, said: "Taking it all in all, the tariff is very satisfactory. Of course, there are a few items which might be adjusted, but we realize that it would be impossible to frame a tariff which would suit everybody, and we ourselves have no serious complaints to make.

No Room for Improvement.

Gordon C. Seybold, vice-president of the Seybold & Sons Company, expressed himself as follows: "I haven't as yet, studied the new schedule very closely, but my impression is that, so far as the hardware trade is concerned, there is no room for improvement. I am of the opinion that the woolen business should have been better protected, but that, of course, is not in the hardware line, and will not interest your readers."

Paint Manufacturers' Object.

A. Ramsay, of the A. Ramsay & Son Co., did not care to express himself at any length, but said briefly: "The new provision for duties on linseed oil, seems to give a fairly good preference to England. The new tariff will not be satisfactory to paint manufacturers, as manufactured goods are not sufficiently protected to cover cost of raw material."

Brandram-Henderson thought that the Canadian linseed oil industry would be better protected under the proposed specific duty than when the old ad valorem duty was in force. Under the old conditions, the Canadian mills had to shut down, whenever prices in England went down very low. As Brandram-Henderson will have their own lead corroding plant in Montreal, by next Spring, they are not so hard hit by the failure to raise duties on paints, as are other firms.

Wise Action on Tin Plate.

W. E. Ramsay, manager of the Pedlar People's Montreal branch, said: "In framing this tariff, the Government have gone into the matter pretty thoroughly, and have done what they thought in the best interests of all, showing undue favors to none. Of course, there are errors and omissions in the original draft, which, if brought before the Minister in a clear comprehensive and unselfish manner, will be remedied. The Commission did well to listen to the appeals and petitions of the farmers, business men and manufacturers, against the imposition of a 33 1-3 per cent. duty on tinned, galvanized and black sheets. It would be most unwise to furnish employment for even 400 men, and tax seven millions to do so.

Fire Brick Duty a Mistake.

Mr. King, manager of F. Hyde & Co., dealers in cement and firebricks, was asked what effect the duty on fire brick would have. He answered that it would be a serious matter to the large iron and steel manufacturers, who yearly use several millions' of firebricks. "I think this duty is a mistake, and I do not understand why the Government have done it. It may have been because some dealers have been bringing in pressed brick from the United States, and entering it as fire brick, but, if so, these dealers will be punished at the expense of the manufacturers."

Mr. Howland Criticises Tariff.

"I am opposed to the new tariff for several reasons," said Peleg Howland, pres. of the Toronto Board of Trade, and head of the H. S. Howland & Sons Co., wholesale hardware firm. "I am not a believer in more than one tariff nor do I approve of the bonus system or the anti-dumping clause.:'

"The refusal of the Government to protect the tin-plate industry by a duty, should have been accompanied by a refusal to continue to bonus the iron and steel industries. The inconsistency of their position is shown by their bonusing the pig iron industry, and then granting a drawback of 95 per cent on pig iron imported by the farm implement manufacturers, thus cutting out the market for the furnaces. Why, too, make fish of one set of manufacturers and flesh of another? If any rebates are to be given, why not give to all? Why should wire manufacturers and foundrymen be treated differently to implement manufacturers? As a matter of fact the application of the new tariff practically puts wire manufacturers in the hands of the Canadian monoply and higher prices are certain to result.

"I cannot conceive that the makers of the tariff realize the working out of the anti-dumping clause, as a higher duty would bring more revenue, and greatly lessen the temptation to beat the customs. The extra charge made by the anti-dumping clause is only paid once or twice, after which it will be retained by the foreign importer or given by him to his customer as commissions, etc. How can honest importers continue to pay the advance, when dishonest men arrange for commissions or other special inducements from manufacturers, with no possibility of discovery. The anti-dumping clause is merely a method of deceiving the public, and its more stringent application by giving the Finance Minister power to disontinue the 5 per cent leeway means a concealed increase of protection to Canadian manufacturers without increase of revenue.

"The new tariff will have the effect of increasing the prices on many such lines, as shaving brushes, lead pencils, etc., as well as the changes which are generally known.

Affects Enamelware Makers.

A. D. Kennelly, manager of the McClary Manufacturing Co., Toronto, said one effect of the new tariff would be to force enamelware manufacturers to purchase all their raw material in Great Britain. In the past they have been buying polished steel sheets in United States, but the new tariff would divert trade to the Old Country. This would have a tendency to mix matters considerably as it will take considerable time to procure exact qualities for enameling and stamping steel from new producers. Much experimenting would probably have to be done as some plates would to all appearances be satisfactory but after one or two burnings would blister when the third coat of enamel was applied. Mr. Kennelly considered that the Government has done the only thing possible in refusing to establish a duty on tin plate, and his house as the largest importers of metals in Canada were perfectly satisfied to encourage in building up the trade in metals from Great Britain. He looked for some slight changes in prices owing to the new duty on black sheets and galvanized iron from the United States.

Cheap Metals in Sight.

George T. Pepall, of M. & L. Samuel, Benjamin & Co., Toronto, considered that the general effect of the new tariff would be to benefit British industries, and that outside of iron and steel bars and tank plates metals would be very cheap in Canada in the future. He thought it was peculiar that the Government should single out brass rods, etc., as a dutiable article while copper was left free, especially as there is at present no working industry in Canada to be benefitted by the change.

Severe Blow to Merchants.

Ferg. McDonald, manager of the metal department of Rice Lewis & Son, Toronto, points out that the new tariff is decidedly unfair to metal merchants especially in the item of boiler plate which was formerly dutiable at 10 per cent. on 30 inch wide and over while now it is $7.00 per ton when bought by merchants, while boiler merchants can get it at the same old rate. The tendency of this change will be to take the business entirely out of the hands of the metal merchants as boiler manufacturers will buy their tubes and other supplies from the same source as they secure their boiler plates from, and as small boiler makers and repair men cannot import in large quantities and will be unable to buy from merchants to advantage under the new conditions they must go out of business and all the trade will fall into the hands of large boiler manufacturers. The same thing applies to the bridge making industry owing to the changes in duty on beams, angles, channels, etc. These articles are universally used building material and as they are not made in Canada it is peculiar that a duty should be imposed on them to the detriment of the building trade.

Little Change in Glass.

W. R. Hobbs of the Consolidated Plate Glass Co., Toronto, considers that the new tariff will have little effect in the glass trade so far as the demand from the hardware and builders is concerned. Common sheet glass and smaller sizes of plate are left unchanged and the only new addition is that British manufacturers secure a slight additional advantage on some lines of plates.

Package Charges on Glassware.

C. J. Spencer, of the Rochester Lamp Co., Toronto, in reply to a request for information said that the increased duty on lamp chimneys, globes, etc., would not be sufficient to make any change in prices at this time. The new package regulations, however, would affect the glass trade as the new charge on packages which on large shipments would amount to a considerable sum and would have to be reckoned with in figuring costs in future.

Silver Men Satisfied.

E. G. Gooderham of the Toronto Silver Plate Co., Toronto, does not expect the new tariff to result in any price change in silverware. While the industry is given slightly increased protection this is counteracted by a larger duty on such raw material as German silver and glass for mounting. The steadily increasing cost of raw material is likely to force another advance in price at an early date. Both English and American manufacturers have made two or more advances while Canadian manufacturers have not changed the price since the beginning of 1906 in spite of the marked advance in the cost of raw material during this year.

Enamelware Advanced.

H. S. Harwood, Toronto manager of the James Robertson Co., said he was looking for an immediate advance in both the Canadian and American enamelware and earthenware as the result of the additional 5 per cent. added to the duty on closets, urinals, baths, sinks, and other plumbing goods. The reduction in lead pipe, shot, bullets was not warranted in his opinion as present prices are very close to the cost of raw material and manufacture. The lead manufacturers are to take the matter up with the Goverement and endeavor to have the old duty retained. The changes in paints would not affect the trade to any extent, the increase on liquid paint being caused by higher prices ruling on white lead and the change in linseed oil left matters about as before.

Increased Cost of Brass Goods.

Chas. Morrison of the James Morrison Brass Manufacturing Co., Toronto, says that his company have not had time yet to consider the changes made in the new tariff but that the addition of the 10 per cent. duty on brass rods, tubes and sheets would increase their cost of manufacture to the extent of the duty as all rods and tubes used by them are over six feet in length. The advance on sheets will probably force an increase in prices although this will be difficult on account of the recent advances caused by the extraordinary high price of copper now ruling. Mr. Morrison stated that if the change would result in inducing the Brass Rolling Mills at New Toronto to re-open no objection could be made to the new duty, as the new industry would certainly be entitled to a measure of protection. At present, however, the advance would apply to imported goods only as no brass rods or sheets are produced in Canada.

Brass Mills to Re-open.

The Canadian Brass Rolling Mills will re-open their works at New Toronto in January said a representative of the company to Hardware & Metal on Wednesday. "We assured the Government that if we were given protection we would re-open the mills and we have already prepared the foundation for a large addition to the plant and have considerable new machinery on the grounds. We will be producing rods and sheets early in the New Year in accordance with our promise to the Government.

Turpentine Unchanged.

E. Fielding, secretary of the Linseed Oil Association, Toronto, and a large importer of linseed oil and turpentine, passed a large consignment of turpentine through the Toronto Custom House on Thursday, November 29, and as turpentine was reported on the free list in the new tariff, he applied for a rebate on the consignment, finding out however, that the new tariff remains at five per cent as before. "The confusion probably arose," said Mr. Fielding, "owing to the fact that the new tariff includes raw and crude turpentine which is listed free. There is no raw or crude turpentine coming into this country to be refined, and it looks as though some importer of fake turpentine composed partially of benzine, is influencing the government to insert this item. I have drawn the matter to their attention, and it should be made right before the tariff is finally adopted. As to linseed oil, there is none coming into this country from the United States, and at present high prices in England, there is no difference between importing at old duty of 80c per hundred pounds or the new duty of 25 per cent. If prices in England decline owing to large importations from India and the Argentine Republic, the duty will be decidedly in favor of the importer."

Paint Men Dissatisfied.

C. C. Ballantyne of the Sherwin-Williams Company, Montreal, said: "Paint manufacturers are not satisfied with the new tariff as applied to their products. When it was proposed, a year and a half ago, to increase the duty on white lead, the paint manufacturers informed the Government that they would offer no objection to assisting a new industry to establish itself, so long as it was understood that the Government would make a corresponding increase in the duty on mixed paints so that we should have as good protection as we had when the duty on white lead was 5, and on the finished article 25 per cent. When we presented our suggestions to the Minister, we asked that the tariff should be raised from 25 to 35 per cent. on mixed paints which would have the same effect as when the duty was 5 per cent. on lead, and 25 per cent. on mixed paints.

The paint industry was perfectly satisfied with things as they were before the duty on white lead was imposed. The old duty on white lead was 5 per cent, and on lead ground in oil, 25 per cent. Now, the duty on the raw material is 20 per cent., and on ground white lead, 25 per cent., a difference of only 5 per cent.

I think a good many people will regret that the difference between the maximum and intermediate tariff is not greater. It is only 2½ per cent., which is but a flea bite. It is not enough to make U.S. industries fell that they will have to come here to establish branches, if they want to do business.

Tin Plate Agents Pleased.

Arthur J. Owen, Canadian manager of Franklin Saunders & Co., manufacturers of tin plate, etc., expressed himself as follows: "I have nothing to say against the new tariff. Had the proposed duty been placed on tin plate, it would have worked most adversely against tin can manufacturers and other users of tin plates, black sheets, etc. It is a matter of congratulation both for manufacturers and dealers interested in importing such materials from the Old Country that not only was no heavy duty imposed, but such duty as has existed was taken off so as to encourage British industries.

The Package Problem.

Alexander Gibb, metal and hardware importer, Montreal, said: "I am very well satisfied, so far as I understand the new tariff. Regarding packages, the tariff is not plain. Galvanized iron coming from Great Britain, is on the free list. Will there be a duty on the cases? Some people seem to think there will be, and this is about the only thing that is worrying the hardware trade. English hardware dealers are always in the habit of charging for cases, which are free from most United States manufacturers. Thus, if a duty is imposed on the cases, as has been done in certain cases in the past, there will be a discrimination against Great Britain, which I do not think Mr. Fielding intended.

Drawbacks Condemned.

The interests of Drummond, McCall & Co., are two-fold, as they are interested not only in companies producing pig iron, but are also large importers of iron, from the Old Country. Their opinions are expressed as follows: "The furnace companies object to the 95 per cent. rebate to manufacturers of agricultural machinery, etc. This will simply mean, that all such concerns as Frost & Wood, International Harvester Co. and Massey-Harris, will discontinue purchasing Canadian pig iron, because they can, by using imported iron and on submitting proof that it was used in this way, have practically the whole duty refunded. It means no protection at all. These firms are very large consumers of pig iron, and, in consequence, a large percentage of the country's trade, will pass into foreign hands. If this rebate were assured to the farmer, there would not be the same objection.

The pig iron duty should have been retained at the old level, in view of the large importations coming in. It is difficult to maintain a high grade of Canadian pig iron, against the low grades that come in, in large quantities, from the other side. Certain points in connection with the new schedule, are vague and uncertain, but, as soon as they are settled, it should be fairly satisfactory to everyone.

HARDWARE AND METAL

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THE TARIFF.

The old rule that first impressions are always best does not hold good with the new Canadian tariff as the more time that is taken to digest its provisions, the more hidden changes come to the surface.

Many of the changes made are not only mystifying, but they are annoying without purpose, the gain for instance in the new regulation regarding packages—that packages on goods paying ad valorem rates are dutiable at 20 per cent where they are charged for separately on invoices—will be trivial to the Government in comparison to the trouble and extra expense it will cause importers particularly of light goods such as glass chimneys and globes.

Another change which will cause endless trouble is the change in the regulation providing that any article imported shall be subjected to the highest duty charged on any of its parts. That was plain and easily understood, but the new reading that duty will be charged on most important item contained in the article will lead to much controversy and varying decisions by different appraisers.

The contradictions in the new tariff are also many, the chief one being in first reducing the duty on mowers and binders from 20 to 17½ per cent., then giving in return a 95 per cent. rebate on all duties paid on iron and steel imported for goods manufactured for home consumption, after granting a continued bonus to the iron and steel industry. The reduction in duty pleases the farmers, while the rebate squares the implement manufacturers, but it also nullifies the advantage of the bonus to develop a home iron industry.

Without discussing the merits of the bonus system, other than to point out that its continuation for 3½ years will mean upwards of $10,000,000 to the existing iron and steel companies, this being a rather high price to pay to industries which are already fairly well established, we must look with disfavor on the introduction of the drawback system as applied to manufactures for home cousumption as it grants favors to one industry not enjoyed by others. Why discriminate against wire manufacturers and foundrymen in favor of implement manufacturers?

The complete change in the classification of items makes the new tariff a brain-racker. An attempt has been made to group all items of a similar nature together but the effort has not been entirely successful as many items are entirely out of their groupings, earthenware items being in amongst metals and bronze powder, gold paint, etc., being nearly a hundred items away from other paints. Many suggestions for simplifying the tariff were made before the Tariff Commission but few have evidently been adopted.

Taken as a whole the hardware trade is not affected greatly by the tariff changes. The paint manufacturers, however, have lost no time in bringing before the Government their case in favor of higher protection on mixed paints. Montreal hardware jobbers have arranged to ask for the abrogation of the vexatious package charges. The iron and steel interests are asking that the implement makers' 95 per cent. rebate on pig iron be cut off. Rolling mill men are protesting against the new duty on steel billets, and for the old conditions on rolled and bar iron, sheet steel, etc. Toronto hardware jobbers are asking the meaning of the strengthening of the anti-dumping clause by placing the power of cancelling the 5 per cent. leeway in the Finance Minster's hands, and metal merchants are protesting that the new tariff will force them out of the boiler plate and structural iron business.

Owing to inability to grasp the effect of the changes many prominent men in the trade have declined to discuss the tariff this week, but the interviews we are publishing, together with the summary of the changes made, the comparison of the old and new schedules, and Mr. Fielding's speech, so far as it refers to items of interest to the hardware trade, will give readers a fair opportunity of grasping the main points of the customs regulations which, subject to minor changes, are likely to be in force for the next five or ten years.

WINNIPEG WHOLESALERS' ASSOCIATION.

An organized effort has been made to revive the long quiescent Winnipeg Wholesalers' Association, and at a meeting held last week in the offices of Newton & Davidson, Winnipeg, officers were elected and preparations made for active work along certain lines. Officers were elected as follows: President, Jas. H. Ashdown; Vice-President, E. D. Martin; Secretary, A. B. Kent; Executive Committee, A. L. Johnston, E. F. Hutchings, Alexander Macdonald, William Georgeson, J. E. Williams, Daniel E. Sprague, Geo. F. Galt, and H. M. Belcher.

It was decided to start a campaign to better the conditions of freight transportation from the shipper's point of view. In fact the main object of the association is to secure the best possible conditions of transportation, the adjustment of difficulties and the correction of irregularities and inconsistencies. In short the Association will work for an improved railway service.

A report presented by the executive recommending the employment of an experienced freight and transportation official to look after the interests of the association was unanimously adopted and the committee was empowered to proceed with the securing of a competent man to fill the position.

The matter of the transportation is but one of the departments with which the association will interest itself and it is the intention to take up other branches and deal with tariffs, classifications, freight rates, demurrage and other matters upon which they will confer with the railway commission. It was also decided to open up an office and establish a credit clearing bureau.

The ability to give the people the goods asked for will make more satisfied customers than a dozen clerks who can nine times in ten sell something "just as good."

Has your store an individuality, or is it simply like a thousand others, without distinctive features in arrangements, methods or stock? Make your store different and the people will remember it.

HARDWARE TRADE GOSSIP

Quebec.

David Courville, hardware merchant, of Maxville, visited Montreal one day this week.

Mr. Bussiere, of Chateauguay, was a caller at the Montreal hardware warehouses this week.

D. K. McLeod, general merchant, of Dunvegan, Ont., visited Montreal on business this week.

Arch. Macfarlane, manufacturers' agent, Montreal, was in Toronto this week on a business trip.

J. Loughrin, hardware dealer of Mattawa, paid a short business visit to Montreal a few days ago.

L. A. Nobert, hardware merchant, of Louiseville, called on his wholesale friends in Montreal this week.

Mr. Sangster, of Sangster & McCuaig, Bainsville, was in Montreal recently buying goods for their general store.

Mr. Moulden, representing Taylor, Forbes & Co., Guelph, visited the Montreal wholesale dealers this week.

R. E. Thorne, of the Canadian Bronze Powder Works, Montreal, is spending a few days in Toronto and other Ontario points.

J. W. Leger, general merchant, of Vaudreuil, was noticed among the out-of-town buyers in Montreal, during the present week.

Wm. McVicar, general merchant, of Rivington, spent a day in Montreal this week, leaving orders with some of the hardware jobbers.

Arthur J. Owen, Canadian manager for Franklin, Saunders & Co., tin plate manufacturers, sails from Portland today on the "Canada," to spend a few weeks in the Old Country conferring with the principals of his firm.

W. H. Wiggs, of the Mechanics Supply Co., Quebec, called at the Montreal office of Hardware and Metal on his way to Chicago, where he is going as a representative of the Industrial Committee of Quebec City, to attend the convention being held in the "Windy City" this week. Delegates are present from the Industrial Committees of the most important cities in United States and Canada, and it is expected that Mr. Wiggs will glean some valuable information while away.

Western Canada.

J. H. Lyons & Co., hardware merchants, Humbolt, Sask., has sold their business to the O. G. King Co., of that place.

Norris Bros., Innisfill, Alta., are building a new hardware store, their old premises being too small for their growing business.

A new wholesale hardware store will be incorporated, and known as the Hanbury Hardware Company, with headquarters at Brandon, Man.

The Ideal Fence Company building in the "C. P. R. town," Winnipeg, is now completed, and the machinery will be installed shortly. The company will manufacture woven wire fences, gates, etc.

Ontario.

W. R. Brock, hardware merchant, Lynden, called on Toronto jobbers last week.

D. F. Walsh, hardware merchant, Orono, called on the jobbers in Toronto last week.

P. Chapelle, hardware merchant, Brown Hill, called on Toronto jobbers last week.

S. Bonathan, hardware merchant, Newcastle, was a visitor in Toronto early this week.

F. A. Hoar, hardware merchant, Bame, called on Toronto wholesale trade last week.

The Metal Shingle and Siding Company, have opened Toronto offices at 132 Victoria Street, under the charge of Quackenbush Bros.

W. H. Richardson, hardware merchant, Essex, called on the wholesale hardware trade in Toronto last week.

John Bailes, hardware merchant, Oshawa, was a visitor in Toronto last week calling on the wholesale trade.

C. Brinel, hardware merchant, Markham, was a visitor in Toronto last week calling on the wholesale hardware trade.

The Hobbs Manufacturing Company, London, have opened a branch office at 468 King Street West, Toronto, under the management of J. C. Towers. Samples and stock of glass will be carried.

Rice Lewis & Son, Toronto, exhibited a timely window this week when the snow was on the ground and the opening of the rinks at hand. The window was made up of snowshoes, skates, hockey sticks and other winter lines.

N. S. Braden, sales manager of the Canadian Westinghouse Company, Hamilton, was married on November 29th, receiving a silver tea service from the Westinghouse staff at Montreal, and a case of silver from the Pittsburg Westinghouse.

Fred. W. Otton, hardware merchant, Bame, is in Toronto attending a Masonic convention and incidentally calling on Hardware and Metal. Fred reports business very brisk this being the general verdict of all Northern Ontario hardware men.

Gordon R. Colville, employed with Moor & Browne, hardware merchants, Sault Ste. Marie, Ont., who has been at his home in Barrie sick for about two weeks, called on the wholesale jobbers last Saturday, before returning to resume his duties.

A. P. Turner, President of the Canadian Copper Company, Sudbury, is to be married on Dec. 10th, in Cleveland, Ohio. Some thirty of the head men in the company's employ, chartered a dining car and entertained Mr. Turner at a banquet on the train, escorting him as far as North Bay.

At the general meeting of the Western Ontario Commercial Travelers' Association at London, nearly the entire staff of officers and directors was re-elected, most of the changes being unavoidable The full staff is as follows: President, C. W. Nicholls, London; vice-president, J. T. Green, London; R. E. Davis, John Lennox, Hamilton; treasurer, W. L. Underwood, London.

The MacLellan Construction Company, of New York, which has been incorporated with a capital of $750,000. The directors include John D. MacLennan, of New York city, who is a Canadian, who was closely associated with Mr. Conmee, M.P., in C.P.R. construction work. Latterly he has been engaged in railway construction work in the Southern States and also in connection with the new water filtration plant at Washington, D.C.

METAL SITUATION.

Interest, this week, has centered largely in the tariff, and, instead of discussions of price changes, metal men have been talking over the effects which the new schedule will have, in diverting trade to Old Country producers. General satisfaction is expressed with the encouragement which will be given to British metal producers.

Although the great tendency of the market continues upward, there is really only one advance to note in the week's price list. This is in sheet copper, which has gone up 1 cent, to correspond with the strength shown by ingot tin, of recent weeks.

Tin plate remains exceedingly strong, and higher prices are quoted in South Wales, than have been recorded for many years. Whether the strong tone in tin plates, Canada plates and black sheets, is justified by orders received from consuming interests all over the world, or whether, on the other hand, a large speculative element has forced things up, it is, at this distance, difficult to say. The various European interests, however, seem to be strongly of the opinion that present figures will be maintained for some months to come.

One South Wales firm is fully booked up to June—an unprecedented event in English tin plate market. Still others profess to be booked until the end of February and March, and, from present appearances, the boom will be continued.

The pig iron situation is about the same as last week. There is no slackening of the demand and, all the time, prices are quietly moving up. Other lines in the metal list, are unchanged, and continue steady.

BUSINESS LAWYERS.

The Birmingham Small Arms Company, Birmingham, England, is making a new departure with regard to the direction of legal matters arising in the course of business. A special legal department has been established for the purpose of dealing efficiently and promptly with all questions of this kind, directing and supplying information to the various professional advisers of the company, and relieving department heads of matters in which legal difficulties are likely to arise.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Gate Hooks and Eyes—Shortage in some sizes.
Sheet Copper—Base size now 32 cents.

TORONTO.

Iron Pipe—Sharp advances made.
Enamelware—Advances looked for daily.
Boiler Plates—Slight advances.
Old Material—Higher prices generally.
Coal—Quoted higher, with some scarcity.
Sheet Brass—Advanced 10 per cent.
Wire Nails—Advanced 10c. cwt.
Cut Nails—Advanced 10c. cwt.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Dec. 7, 1906.

Hardware jobbers are astonishingly busy this week. Even though many travelers are now in for the annual conference with their firms, orders keep arriving very briskly. An attempt was made this week in some cases, to begin the work of stock-taking, and men were taken from the shipping departments to perform the task. It was soon found, however, that orders were too heavy to be handled without their assistance, and they had to be put back at the packing again. The work of stock-taking will have to be postponed until the present rush is over. This condition is probably accounted for, by the lateness of the season.

Some idea of the manner in which sales have exceeded the anticipation of even shrewd buyers, may be obtained from the experience of a leading wholesale firm here. This company had ordered from England, certain manufactured articles in which Canadian makers were behind in their deliveries. They thought their stock sufficient to last until February at least, but they find this week, that it is badly depleted, with almost every second size short.

The shortage in bolts continues as acutely as ever, and certain sizes of gate hooks and eyes are also very scarce.

AXES. — We quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen. follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—The normal business is being done, at the following prices: "Prism" globes, $1.20; Cold blast, $6.50; No. 0, Safety, $4.00.

COW TIES AND STALL FIXTURES — We still quote: Cow ties discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS—Sales are picking up again, with the advent of seasonable weather. We quote: Back Straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS — Our discounts remain as follows: Best iron rivets, section, carriage, and wagon box black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 27½ per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 15 per cent., subject to usual charge for half-pound boxes.

HAY WIRE—We still quote: No. 13, $2.45; No. 14, $2.55; No. 15, $2.70; net cash, f.o.b. Montreal.

MACHINE SCREWS—Business is good. We quote: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.. Felisterhead, brass, 25 per cent.

BOLTS AND NUTS—The scarcity which has existed for some time is still felt as much as ever. The following discounts continue to rule the trade: Carriage bolts, 3-8 and under 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—A lively demand is evident. Discounts are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS—Although nails are not so scarce as they were a few weeks ago, we are still quoting $2.20 per keg base f.o.b. Montreal.

CUT NAILS—We still quote: $2.20 per keg base, f.o.b. Montreal.

HORSESHOES—Retailers are ordering in large quantities. We quote as follows: P.B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Conditions remain unchanged.

CEMENT AND FIREBRICK—We are still quoting the following prices: "Lehigh" Portland in wood, $2.54, in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN—The market maintains a brisk tone. Prices remain as follows: 5-16 inch, $4.30; 3-8 inch, $3.80; 7-16 inch, $3.60; 1-2 inch, $3.40; 9-16 inch, $3.35; 5-8 inch, $3.25; 3-4 inch, $3.10; 7-8 inch, $3.05; 1 inch, $3.

SHOT—Our prices remain as follows: Shot packed in 25-lb. bags, ordinary dro, AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION—Business is as usual at this season. We are quoting: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

GREEN WIRE CLOTH—Orders are now bieng booked for spring delivery. Our prices are: In 100 ft. rolls, $1.62½ per hundred square feet, in 50 fet. rolls, $1.67½ per hundred square feet.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Dec. 7, 1906.

Hardware jobbers continue very busy, Christmas goods still selling briskly, a great demand being made for skates, snowshoes, etc. Dealers anticipate a very brisk business in this line, and are sending large orders to the wholesale houses, which can hardly be attended to as the shortage in skates is becoming more apparent each day. Some houses are completely sold out

already with no possible means of repleting their stock.

In a great number of cutlery lines goods have been sold out several times, but jobbers have already managed to fill orders, as goods are daily received.

Wire nails have experienced another raise and are now quoted at $2.20 base. The demand still continues large, as merchants are repleting their stocks so as not to be caught short again. Personal visits by hardware merchants to wholesale houses are rare at present as all orders are either telephoned or telegraphed rush.

AXES AND HANDLES—Demand is still very brisk and is likely to continue so for some time.

CUTLERY AND SILVERWARE—Telegraph and telephone orders are being received for large quantities.

SPORTING GOODS—All winter lines are still selling briskly, skates being particularly active, although very hard to procure.

CHAIN—We continue to quote: 1 inch, $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

RIVETS AND BURRS.—Copper rivets remain as quoted, 27½ per cent. and copper burrs, 15 per cent.

SCREWS—Prices remain unchanged with many lines very scarce.

BOLTS AND NUTS—The scarcity of these articles is felt very keenly by the trade.

TOOLS—Boys' tool boxes are selling very briskly for Christmas trade, departmental stores buying large quantities of this line.

SHOVELS—A great demand is being made for snow shovels.

LANTERNS—Cold blast are still selling at $6.50 per doz., with large shipments being made daily.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote: 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING — Barb and plain twist fencing, galvanized and coiled spring wire are all firm at the advanced prices.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS—We are now quoting at advanced price of $2.20 base.

CUT NAILS—We quote $2.30 base f.o.b. Montreal, Toronto 20c higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—A very large demand continues for these lines and large shipments are the order of the day.

BUILDING PAPER—Not as brisk as formerly but large orders are being booked for spring shipments.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30; American low-grade, $23 to $25; high-grade, $27.50 to $35.

HIDES, WOOL AND FURS.—Chicago is easier for extreme lights and buffs, but heavy weight cows and steers, and the packers' market, are very firm. Tallow is somewhat easier and pulled wool is firm.

Hides, inspected, cow and steers, No. 1		0 11½
" " " " No. 2		0 10½
Country hides, flat, per lb., cured		0 10½
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	0 75	1 00
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb.	0 05½	0 05½
Pulled wools, super, per lb		0 25
" " extra		0 27
Wool, unwashed fleece		0 15
" washed fleece	0 24	0 25

FURS

	No. 1,	Prime
Raccoon		1 40
Mink, dark	4 50	5 00
" pale	2 50	3 00
Fox, red		3 00
" cross	3 00	5 00
Lynx		5 50
Bear, black		1 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white		0 60
Badger		1 00
Fisher, dark	5 00	6 00
Skunk, black		1 25
" " short stripe l		0 90
" " long striped		0 50
Marten,	3 50	20 00
Muskrat., fall		0 16
" winter		0 20
" spring		0 23
" we tern	0 12	0 15

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 7, 1906

Not for many weeks has the metal market been so quiet, so far as price changes are concerned. The only alteration in jobbers' quotations, this week, has been in sheet copper, which has gone up from 31 to 32 cents for base sizes.

The tone of the whole market is still decidedly upward, and is justified by conditions at the producing centres. British sheet metals have advanced to such an extent, even during the past few days, as to neutralize, for the moment, the preference given by the new tariff. In almost every line, this tendency is noticed, and from present appearances, there will be still further advances in jobbers' quotations, to keep pace with primary markets.

COPPER—The only important change in the metal market, this week is in sheet copper. We are now quoting: Ingot copper, 24 to 24½c; sheet copper, base sizes, 32c.

INGOT TIN—Last week's advance is being stiffly held. We quote: 46½ to 47c per lb.

ZINC SPELTER—Conditions indicate a very firm market, but prices are unchanged. We continue to quote: $7.25 to $7.50 per hundred pounds.

PIG LEAD—Prices are still being maintained at $5.40 to $5.50 per hundred pounds.

ANTIMONY—Our price remains 27½ to 28c per pound.

PIG IRON.—We still quote as follows: Londonderry, $23; Carron, No. 1, $24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES—We still quote: British and American tubes, 1½ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6¼c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL.—Our prices are as follows: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05; machinery iron finish, $2.40 ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—The expected new prices have not yet been issued, as we go to press. We still quote: 3-16 inch to 1-4 inch, $6.80; 5-16 inch to 11-32 inch, $5.78; 3-8 inch to 17-32 inch, $4.76; 9-16 inch to 47-64 inch, $4.08; 3 1-8 inch to 3 7-16 inch, $3.60; 3-4 inch to 1 7-16 inch, $3.75; 1 1-2 inch to 3 inch, $3.50; 3 1-2 inch to 3 15-16 inch, $3.75; 4 inch to 4 7-16 inch, $4.08; 4 1-2 inch to 4 11-16 inch, $4.42.

GALVANIZED IRON—British makers are again raising their quotations, and the following prices show great strength in consequence: Queen's Head, 28 gauge, $4.60 to $4.85; 26 gauge, $4.45; 22 to 24 gauge, $3.90; 16 to 20 gauge, $3.75; Apollo, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 and 20 gauge, $3.60; Comet, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30 to $4.45; 22 and 24, gauge, $3.75 to $4.00; $16 to 20 gauge, $3.60 to $3.85; Fleur-de-Lis, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 to 20

gauge, $3.60; Gorbals "Best Best," 28 gauge, $4.45; Colborne Crown, 28 gauge, $4.45; 26 gauge, $4.30; 24 gauge, $3.75. In less than case lots, 25c extra.

CANADA PLATES—Firmness characterizes the week's market. We are still quoting: 52's, $2.70; 60's, $2.75; 75's, $2.85; full polished, $3.85; galvanized 52's, $4.35; 60's, $4.60.

BLACK SHEETS—An upward tendency is shown, but we are still quoting as follows:: 28 gauge, $2.60; 26 gauge, $2.25; 22 and 24 gauge, $2.45; 20 gauge, $2.40; 18 and 18 gauge, $2.40; 8, 10, 12 and 14 gauge, $2.60.

TIN PLATES—Prices remain as follows: Cokes base size, I.C. 14 x 20, $4.25 to $4.35; charcoal, base size, I.C., 14 x 20, 4.40 to $4.50.

TERNE PLATES—We are still quoting $7.10.

STEEL SHEETS. — We quote: 10 gauge, $2.60; 17, 18 and 20 gauge, $2.40; 22 and 24 gauge, $2.45; 26 gauge, $2.55; 28 gauge, $2.60 per hundred pounds.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Our prices remain: 2½lbs., 6½c. by the roll; 3lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

BAR IRON.—The price remains $2.15 base, f.o.b. Montreal.

OLD MATERIAL. — We quote; Light copper, 17c.; heavy red brass, 16c., yellow brass, 12 1-2c.; light brass, 9c.; lead, 4c; zinc, 4c; machinery cast scrap, $16.00; wrought scrap, $15.00; stove plate scrap, $12.00; mixed rags, $1.00 to $1.20 per 100 lbs.; old rubbers, 8 1-2c. to 8 3-4c.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, December 7, 1906

Firmness rules in the Toronto market all prices being stiff and the chief difficulty being the inability of jobbers to fill orders. Large quantities of metals imported early in November are still lying in Montreal with the railways taking their time to handle it.

The new tariff is the talk of the trade although it is not fully digested yet. One result is the ten per cent. advance being made on sheet brass while another is the sharp advance in iron pipe. The new regulations, if not changed, will practically prevent metal merchants from handling boiler plates and tubes in future.

PIG IRON.—Hamilton, Midland and Londonderry are off the market, and Radnor is quoted at $33 at furnace. Middlesborough is quoted at $24.00, and Summerlee, at $25, f.o.b., Toronto

BAR IRON.—Bar is still hard to get and we still quote: $2.25, f.o.b., Toronto with 2 per cent. discount.

INGOT TIN—Small lots are selling but no big business is being done Prices are unchanged at 46 to 46½ cents per pound.

TIN PLATES—The market is active and prices firm at recent advances.

SHEETS AND PLATES—Active buying is reported with prices steady. Stocks are light, and there is little prospect of replenishing them before next June.

BRASS.—Owing to tariff changes, prices have advanced about 10 per cent. and we now quote 26 to 27½ cents per pound for sheets.

COPPER.– Stocks are very low, and prices unchanged. We continue to quote Ingot copper, $24 per 100 lbs., and sheet copper $30 to $31 per 100 lbs.

LEAD—Market is active and prices very firm. We quote: $5.25 for imported pig and $5.75 for bar lead.

ZINC SPELTER—Stocks are light with market firm and active. We quote very firm with buying brisk. We quote: 7 1-2c. per lb. for foreign and 6 1-2c. per lb. for domestic. Sheet zinc is quoted at 8 1-4c. in casks, and 8 1-2c. in part casks.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. to ½ in., $2.50; ⅝ in., $2.35 heads, per 100 lbs., $2.75; tank plates, 3-16 in., $2.65; tubes, per 100 feet, 1½ in., $8.50; 2, $9; 2 1-2, $10.75; 3, $12; 3 1-2, $16; 1, $21, Terms, 2 per cent. off.

ANTIMONY—Market is active, and stocks scarce. Prices firm at 27c. to 28c.

OLD MATERIAL — Dealers' buying prices show no change this week. We quote: Heavy copper and wire, 18½c., per lb.; light copper 16c. per lb.; heavy red brass, 15c. per lb.; heavy yellow brass, 14c. per lb.; light brass, 9 1-2 per lb; tea lead, $3.70, per 100 lbs.; heavy lead, $3.90 per 100 lbs., scrap zinc, 4½ per lb.; iron No. 1 wrought, $14.00; No. 2 wrought, $6 to $8; machinery cast scrap, $16.50 to $18; stove plate, $12 to $16; malleable and steel, $6; old rubbers, 8½ c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—The following prices are quoted on coal, although some kinds cannot be procured at any price, slack being particularly short.

Standard Hocking soft coal f.o.b. at mines, lump $1.75, ¾ inch, $1.65, run of mine, $1.40, nut, $1.25; N. & S. $1.10; P. & S., 85c.

Youghiogheny soft coal in cars, bonded at bridges; lump, $2.90; ¾ inch, $2.70; mine run, $2.60; slack, $2.25.

United States Metal Markets

From the Iron Age, Dec. 6, 1906.

The markets are firm quite active, and a number of further advances have been recorded. These include $2 per ton on the whole line of wire products, making the basis 2c.. Pittsburg, $3 per ton on Angle Bars, $2 per ton on Merchant Pipe and from $1 to $2 on cast iron pipe. The leading Eastern plate manufacturers have again made an advance of $2 per ton, bringing the price up to the basis of 1.80c., Pittsburg. The Western mills have not yet followed suit, however.

The pig iron markets in England have been growing excited and an advance has been scored to 80½ to 81 shillings for Scotch and 63 shillings for No. 3 Middlesborough. Further sales of foreign foundry iron in this market have been made, and one inquiry has been received for 10,000 tons of foundry and malleable iron from an agricultural implement interest, which however, will apply the greater part of the tonnage to export work. In the Chicago district a car wheel interest has purchased 15,000 tons of malleable iron for the second half of 1907, on the basis of $22.50, Chicago. In the East some further sales of basic pig aggregating 7,000 to 8,000 tons have been made for delivery up to the second quarter. In the Birmingham district two furnaces have been banked in order to accumulate raw material and work off iron in the yards, which lack of cars has made it impossible to ship.

The scarcity of pig iron is more pronounced than ever and threatens to cause the closing down of important mills.

The Merchant Pipe mills are figuring on a large business. There are now coming up three additional oil lines from the Indian Territory fields to the Gulf, each of which will call for upward of 400 miles of pipe.

There has been a heavy movement in steel melting scrap. Three Eastern steel works have bought together about 30,000 tons at $19.50 and better, while a Sharon plant has purchased from 12,000 to 15,000 tons at $20.

From the Iron Trade Review, Cleveland, Dec. 5, 1906.

The advance of finished materials, in keeping with the higher cost of raw materials, continues. In the past week both cast iron and steel pipe prices have increased from $1 to $2 per ton; a similar advance has been made on wire products and higher prices for sheets are predicted. Pig iron remains on about the same level as for several weeks and the situation is little changed except that transportation difficulties are growing more acute, particularly in the south. Large producers in this district are badly behind on deliveries, and consuming interests are suffering severly. The result of present high prices is beginning to manifest itself in certain sections in diminished buying. As an instance the cast iron pipe industry may be cited, it being already apparent that considerable work which had been or postponed. This tendency is especially marked in the case of municipal work. Consumers of iron who are forced to lead a hand to mouth existence; in many cases with iron contracts unfilled for many weeks back, are complaining, and the constant offering of spot iron continues to be a source of irritation to them. Litle relief is promised through the importation of British iron.

In finished lines there is no indication that the volume of business is not keeping up with the average of the past few months. The Steel Corporation at the close of November had on its books

more than eight million tons of unfilled orders and independent mills were in much the same condition. The principal producer of structural materials found November an apparently light month, and the demand for heavy rails is not particularly strong. Steel bars, bar iron, light rail plates, sheets and wire products, however, are extremely active and in most of these lines large tonnage will be carried over into the new year.

Up to December 1 the movement of ore from the upper lake ports aggregated about 36,750,000 tons. December shipments will probably increase this figure by about 500,000 tons, making a gain over 1905 of 3,750,000 tons. It is not expected that furnace interests will suffer during the winter.

London, 'Eng., Metal Markets

From Metal Market Report, Dec 6, 1906.

Cleveland warrants are quoted at 63s. 1½d. and Glasgow Standard warrants, at 62s. 4d., making price as compared with last week, 3s. higher on both Cleveland warrants, and Glasgow Standard warrants.

TIN—Spot tin opened easy at £197, futures at £197, and after sales of 300 tons of spot and 450 tons of futures, closed easy at £196 5s. for spot, £196 5s. for futures making price compared with last week, £1 5s. lower on spot and £2 lower on futures.

COPPER—Spot copper opened strong at £103 10s., futures £104 10s., and after sales of 250 tons of spot and 1,000 tons of futures, closed quiet at £103 for spot, and £104 for futures, making price as compared with last week £1 10s. higher on spot and £1 5s. higher on futures.

LEAD—The market closed at £19 10s. making price as compared with last week 7s. lower.

SPELTER—The market closed at £28, making price as compared with last week unchanged.

N.S. Hardware Trade News

Halifax, N.S., Dec. 4.

The hardware jobbers of Halifax are unable to say as yet what effect the tariff changes will have on their business. They anticipate, however, that the new schedule will be helpful to metals. Prices throughout the list are very firm. The only special change is a slight advance in the price of iron pipe. The jobbers are now engaged in a general assorting of stock for the fall and winter trade. Business on the whole keeps up to a good level, and collections from all quarters are very good.

Some of the large jobbers are now busily engaged in filling orders for the Magdelen Islands. These Halifax firms do a large business with the Islands, and the orders call for a general class of goods, though percentage of fishing supplies is large. Navigation will soon cease and the firms are rushing the orders so as to catch the last steamer. There is a sailing vessel now loaded here with the supplies and ready to sail, but she may not reach the Islands in time. The transfer of the Torbrook iron ore areas to the Messrs. Drummonds, who control the Londonderry Iron Works, compl?tes one of the biggest mining deals that has taken place in Nova Scotia for some years. The property passed into the hands of the new owners last week, and the price paid is variously estimated at from $300,000 to $500,000. The deposits cover about seven square miles, and have been developed by boring pits and drifts until over three million tons of the best Hematite ore in sight and ready for the smelter. Over 30,000 tons have been mined and smelted during the past year, and the excellent quality of the pig iron for foundry purposes produced at Londonderry during the past twelve months a test to the value of this ore. The company will continue to operate under the name of the Annapolis Iron Company.

Fire at Amherst yesterday (Monday) destroyed the offices and drafting department of the Robb Engineering Company, one of the largest manufacturing concerns in the Maritime Provinces. The loss is $25,000.

The loss is principally in the pattern shops, where many new and valuable patterns were kept. Fortunately most of the blue paints were in the vaults not damaged. The machinery in the machine shop is not much damaged.

The company already have a gang of men clearing away the debris, and the machine shop will be going again in ashort time, while temporary offices will be fitted up until the spring. The company expect to have no difficulty in filling orders, and none of the men were thrown out of employment.

HOLIDAY TRADE IN TINWARE.

"If you have a line of tinware, graniteware, woodenware or small hardware in stock that you want to close out, suggests the Hardware Trade, fill a large show window full of everything that can be sold at 10 cents, costing from 40 cents to $1.00 a dozen placing a large muslin sign on outside, 'Your Xmas Gift for 10 Cents—Walk In.' Place cards in window reading as follows: 'Your Choice For 10 Cents.' 'Reduced for Christmas to 10 Cents.' 'Now Is Your Chance to Buy a Xmas Gift for 10 Cents.' 'See Our Line of Xmas Goods on Inside.' This will help bring the people in the store. Arrange the store on the same line as far as possible. On seasonable goods in 10, 25, 35 and 50 cent counters or departments, put cards with prices marked in plain figures as for example: 'All Goods on This Counter 25 Cents.' 'Your Choice for 50 Cents.' This will save time and give your customers the benefit of knowing the price of all the goods you have on display, and through them reach other customers. Try it and you will be surprised to see how many of the little things you have had in the store for months will be closed out, making room for a new stock and better selling goods.

"Now take your special line of holiday goods, such as silverware, carvers, scissors, razors, fancy household articles suitable for holiday presents, and place them on top of the show cases and most attractive places, making an effort to sell those goods that afford a better profit than a cheaper line used to advertise and bring people into the store. Other lines can be followed up in the same way."

A HARD CRACK.

The head of a well-known commercial house in Canada told an interesting story the other day about his early experience in business, when capital was very scarce with him. In his efforts to get business he had allowed a certain retailer to get into his books, to the amount of $1,500. Upon finding one day that the outlook for payment was very bad, he told a fellow business man, who was also a creditor of the retailer, what his fears were. Instead, however, of keeping this information to himself, in order to ingratiate himself with the retailer, repeated to the latter what he had been told.

A few days afterwards the head of the firm who had unbosomed himself to his confrere, was surprised to receive a writ for $10,000 damages for libel. After failing to get the Court to order the plaintiff to guarantee costs he, at the instigation of his own lawyer, settled for $500.

To make matters worse, shortly afterwards the retailer failed and his estate was then in such a deplorable condition that he did not pay one cent on the dollar, the creditor in question losing his $1,500 as well as the $500 costs.

This was hard luck, but the moral is, "Be very careful to whom you express your fears in regard to customers."

When a man 'gins tuh cote trubble he mos' in gen'rl ends by marryin' hit.

Department of Railways and Canals, Canada

WELLAND CANAL

PORT COLBORNE ELEVATOR.

NOTICE TO ELECTRIC POWER COMPANIES.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Electrical Energy," will be received at this office until 16 o'clock on Monday, the 17th December, 1906, for the supply of Electrical Energy required to operate the Government Grain Elevator at Port Colborne Ontario.

Specifications, forms of tender and full information can be obtained on and after this date at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa.

Any tender not necessarily accepted.

By order,

L. K. JONES,
Secretary.

Department of Railways and Canals.
Ottawa, 4th December, 1906.

Newspapers inserting this advertisement withou authority from the Department will not be paid for it.(49t

REFUSE THE BONUS HUNTER.

The bonusing of wildcat industries has loaded a good many Ontario municipalities with debt. This anxiety of towns and villages to get factories is played upon, and wily promoters pursue the game of pitting municipality against municipality. A recent glaring example was the hawking about of a proposition to start a sugar factory in Western Ontario. A statement submitted in court indicated that the company had a good deal more vigor and assurance than money. Bonus hunting has proved in many cases a very profitable amusement. With favorable terms and municipal backing in some form a concern gets going. It keeps going till the term of its bonus expires then asks another. If the people seem to hesitate, visits are paid to other places and it is judiciously noised abroad that this and that municipality are likely to get the industry. Of course, the folk in the home town wake up and pass over their money. There are very many instances most of them differing in detail where municipalities have practically furnished the funds to operate industries. It's time the bonusing system was stopped. It is bad for business in general and bad for the municipalities. Municipal councils will do well to give no heed to the appeals of crafty bonus hunters.

PERTINENT PARAGRAPHS.

Every man has his price, but in nine cases out of ten he isn't worth it.

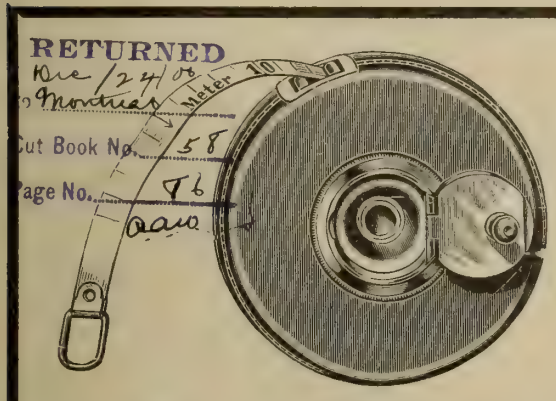
The hotheaded often get cold feet.

Compiling family trees is an industry subject to more or less graft.

Mos' uv dem things we-all gits fuh nothin' is wuth jes 'xactly what dee costs.

Don't be too easy goin'; hits mighty hahd tuh stop.

A bad tempuh is bout de onlies' thing whar don' w'ar out wid cornstant use.



Measuring Tapes

IN MANY VARIETIES

The Greatest Possible Assortment

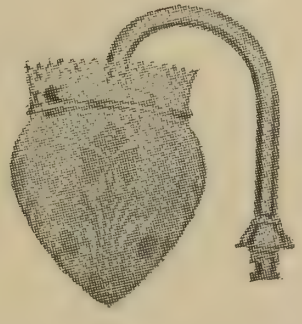
Watch for our Trade Mark

A★1

on all of our First-Grade Goods

"The R. Berg Hardware Co."

F. W. LAMPLOUGH & CO. - MONTREAL



Above illustration represents the

Lindsay Inverted Gas Lamp

The latest and highest achievement in the art of Gas Lighting. If you sell GAS LAMPS you should stock this one.

The ROCHESTER LAMP CO., AGENTS

109 Church St., TORONTO

WE ALSO SELL ALL KINDS OF GAS AND OIL LAMPS AND GAS FIXTURES

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Dec. 7, 1906.)

Room 511, Union Bank Building, Office of HARDWARE AND METAL, Winnipeg, Man.

Wholesalers say that the recent tariff changes will have very little effect on prices the principal effect being to divert trade in some lines from American to British goods. This is notablly the case in respect to galvanized sheets. During the early part of last week importers were busy rushing in their shipments before the announcement of the new tariff.

LANTERNS. — Quotations are as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS.—Quoted since the recent advance at $2.70 per keg.

CUT NAILS.—Quoted at $2.80 per keg.

PRESSED SPIKES — Prices are quoted as follows since the recent advance: ¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Discounts are quoted as follows since the recent advance in the price of copper rivets: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ¼, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES.—Quotations are: Bench axes, 40; broad axes, 25 p.c. dis. off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE—Discount on pails is now 37½ per cent. and on other galvanized lines 30 per cent.

CORDAGE—We quote: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Quotations are as follows: Cartridges, Dominion R.F. 50 and 5; Dominion, C.F., 33½ C.F., pistol, p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL.—Quotations are: Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop, $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—Quoted a $5.85 per cwt.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

IRON PIPE AND FITTINGS— Revised prices are as follows:—Black pipe, ¼ inch, $2.65; ⅜, $2.80; ½, $3.50; ¾, $4.40; 1, $6.35; 1¼, $8.65; 1½, $10.40; 2, 13.85; 2½, $19.00; 3, $25.00. Galvanized iron pipe, ⅜ inch. $3.75; ½, $4.35; ¾, $5.65; 1, $8.10; 1¼, $11.00; 1½, $13.25; 2, inch, $17.65. Nipples, discounts 70 and 10 per cent.; Unions, couplings, bushings and plugs, 60 per cent.

LEAD PIPE—The price, $7.80, is firmly maintained in view of the advancing lead market.

GALVANIZED IRON—Quoted as follows:—Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65, 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.50; 26, $4.65; 28, $5.00.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Quoted as follows: Canada plate, 18 x 21, 18 x 24, $3.40; 20 x 28, $3.65; full polished, $4.15.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM & GASOLINE—As noted last week there has been a decline in petroleum. We quote:— Silver Star in

We have been fortunate enough to secure the Western Agency for BERRY BROS. celebrated VARNISHES and are carrying a full stock from which all orders will be shipped promptly.



THE

WINNIPEG PAINT AND GLASS CO. Limited

Warehouses CALGARY EDMONTON WINNIPEG



SUPERB EMPIRE

The Perfect Cooker

We draw the attention of the Western Trade to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a Western stove factory for Western people only.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

Everything for the Painter



Wire Glass

This is the season of the year when buildings are being completed—Wire Glass will be needed for Skylights, Metal Frames, etc.

Wire Glass is now almost universally used instead of Rough Rolled Plate on account of the ultimate economy. It may crack but the wire mesh keeps it intact and just as serviceable as ever.

Wire Glass is practially indestructible.

Special prices in case lots—write for them. Samples furnished on request. You may have an enquiry any day, better be prepared.

G. F. STEPHENS & CO., Limited

WINNIPEG, CANADA

barrels, per gal., 20c.; Sunlight in barrels, per gal., 21c.; per case, $2.30; Eocene in barrels, per gal., 23c.; per case, $2.50; Pennoline in barrels, per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; Engine gasoline in barrels, per gal., 28c., f.o.b. Winnipeg in cases, $2.75

PAINTS, OILS & TURPENTINE — Turpentine is firm at the recent advance White lead, pure, $7; bladder putty in barrels, 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg, $1.01; Calgary, $1.08; Lethbridge, $1.08; Edmonton, $1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

It's easier to sell a customer what he wants than what you think he wants. Study to please always.

DAVID REID & CO.

Hardware Commission Merchants

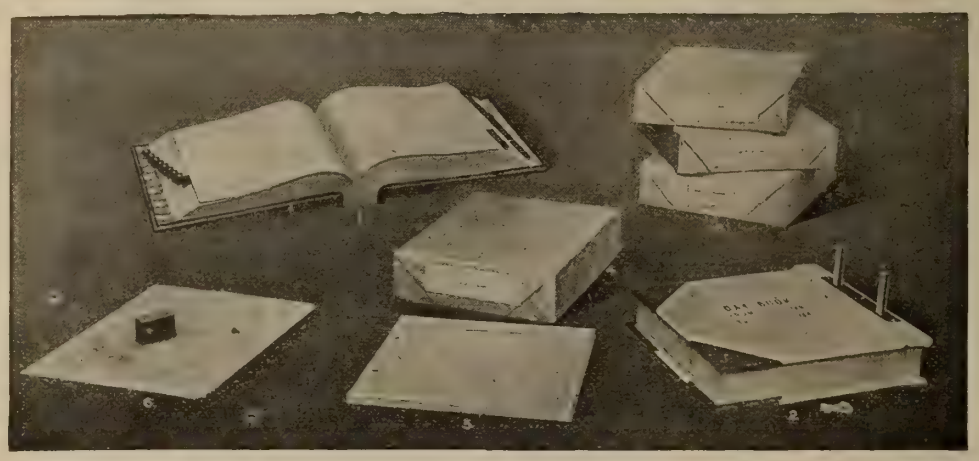
Room 22 Stanley Block, - Winnipeg, Man.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents throughout Western Canada.

BEST OF REFERENCES

Stores System $15.50



No. 1—Current Binder, Heavy Canvas Binding and Index. No. 2—Day Book Binder, heavy canvas binding, for filing duplicate accounts. No. 3—1000 Duplicate Monthly Statement Blanks, size 9 x 11, your name or the title of your firm being printed with the address. No. 4—150 Ledger Leaves, 125 for customers accounts and 25 for general accounts. No. 5—12 Recapitulation Blanks, for monthly total of sales. No. 6—14 Sheets of Carbon Paper. 1 Box of Manifold Pens.

OUR reputation for making practical labor saving systems to handle business accounting has covered this continent, and is gradually working through Europe. A particular specialty is our system for taking care of bookkeeping in a retail business.

We have just put this special one, known as our "Stores System," on the market. Though low in price, it is a very complete and an ingenious outfit. It is not merely a monthly account system, but includes also the Ledger feature and recapitulation system of sales. It is on the unit plan—the only successful method by which books can be kept—one account to the page. The photograph herewith, and the explanation below it, will give you an idea of just exactly what you will get for $15.50.

This system will enormously reduce the work of handling your bookkeeping and facilitate your general business. It will pay for itself in clerical service value in no time.

Employing our Stores System means that each customer's account is made out daily, items being entered from the Counter Check Books or Counter Blotters. These entries are made in duplicate by one writing, through the use of carbon paper. The ledger sheet faces this account, and at the end of the month it is totalled and amount posted to the ledger leaf. The account is then detached at the perforated line and posted to the customer. The duplicate sheet is removed to the Day Book Binder and becomes a detailed record, to explain the ledger entry.

Send for this outfit to-day — $15.50 F. O. B. Factory, Brampton, Ontario.

The Copeland-Chatterson Co., Ltd.

General Offices, Toronto — Works, Brampton, Ont.

Montreal: - - - - - - - - Liverpool & London & Globe Building.
Winnipeg: - - - - - - - - - - 141 Bannatyne Ave. East.
Ottawa: - - - - - - - - - - - - - 14 Citizen Building.
London, England: - - - - - - - - - - 43 Cannon Street, E.C.
European Factory: - - - - - - - - - - Stroud, Glou., Eng.

BANK OF MONTREAL REPORT

Eighty-ninth Annual Meeting of Share holders—Satisfactory year's work—Canadian Trade Conditions Reviewed by President.

The eighty-ninth annual general meeting of the Shareholders of the Bank of Montreal was held in the Board Room of the institution, at Montreal, on Monday.

There were present: Hon. Sir George Drummond, K.C.M.G., President; Mr. E. S. Clouston, Vice-President and General Manager; Sir William C. Macdonald, Hon. Robert Mackay, Messrs. James Ross, A. T. Paterson, R. B. Angus, Michael Burke, F. S. Lyman, K.C.; Angus, W. Hooper, James Tasker, B. A. Boas, George Durnford, Henry Dobell, J. S. Keoch, M. S. Foley, John Beattie, R. G. Starke, H. Cameron, W. Blackader, James Kirby, K.C.; James Croil, Lieut.-Col. Prevost, H. Paton, W. Stanway, A. G. Ross, W. D. Gillean, Rev. G. H. Parker, (Compton); M. O'Shaughnessy, John Turnbull, J. Scott.

On the motion of Mr. R. B. Angus, Sir George Drummond, President, was unanimously voted to the chair, and on the motion of Mr. W. Stanway, seconded by Mr. James Tasker, it was resolved: "That the following be appointed to act as scrutineers: Messrs. F. S. Lyman, K.C., and Angus W. Hooper; and that Mr. James Aird be secretary of the meeting."

THE GENERAL STATEMENT.

The General Statement on 31st October, 1906, is as follows:

Liabilities.

Capital Stock		$ 14,400,000.00
Rest	$ 11,000,000.00	
Balance of Profits carried forward	159,831.84	
	$ 11,159,831.84	
Unclaimed Dividends	2,228.01	
Quarterly Dividend, payable 1st December, 1906.	360,000.00	
		$ 11,522,059.85
		$ 25,922,059.85
Notes of the Bank in circulation	$ 12,036,097.00	
Deposits not bearing interest	30,842,380.93	
Deposits bearing interest	99,059,070.61	
Balances due to other Banks in Canada	141,564.73	
		$142,079,113.27
		$168,001,173.12

Assets.

Gold and silver coin current	$ 6,282,607.49	
Government demand notes	5,374,510.25	
Deposits with Dominion Government required by act of Parliament for security of general bank note circulation	520,000.00	
Due by agencies of this bank and other banks in Great Britain	$5,597,767.93	
Due by agencies of this bank and other banks in foreign countries	3,027,768.24	
Call and short Loans in Great Britain and United States	29,784,242.00	
	38,409,778.17	
Dominion and Provincial Government securities	1,346,087.68	
Railway and other Bonds, Debentures and stocks	8,999,865.20	
Notes and cheques of other Banks	4,418,994.19	
		$65,301,842.98
Bank Premises at Montreal and Branches		600,000.00
Current Loans and Discounts in Canada and elsewhere (rebate interest reserved) and other assets	$101,814,453.38	
Debts secured by mortgage or otherwise	183,955.04	
Overdue debts not specially secured (loss provided for)	100,921.72	
	102,099,330.14	
		$168,001,173.12

Bank of Montreal.
Montreal, 31st October, 1906.

E. S. CLOUSTON,
General Manager.

The Directors' Report.

The report of the Directors to the Shareholders at their eighty-ninth annual general meeting, was then read by Mr. E. S. Clouston, vice-president, as follows:

The Directors have pleasure in presenting the Report, showing the result of the Bank's business for the year ended 31st October, 1906

Balance of Profit and Loss Account, 31st October, 1905		$ 801,855.41
Profits for the year ending 31st October, 1906, after deducting charges of management, and making full provision for all bad and doubtful debts		1,797,976.43
		$2,599,831.84
Dividend 2½ per cent. paid 1st March, 1906.	$ 360,000.00	
Dividend 2½ per cent. paid 1st June, 1906.	360,000.00	
Dividend 2½ per cent. paid 1st September, 1906	360,000.00	
Dividend 2½ per cent. payable 1st December, 1906	360,000.00	
	$1,440,000.00	
Amount credited to Rest Account	1,000,000.00	
		2,440,000.00
Balance of Profit and Loss carried forward		$ 159,831.84

The sub-agencies at Fort Rouge (Winnipeg) and Ste. Anne de Bellevue, mentioned in our last report as about to be established, were opened shortly afterwards. Since the last annual meeting branches have also been opened in the city of Mexico and at Saskatoon, and sub-agencies at Fenelon Falls; St. Henri, Montreal; Upper town, Quebec; and Bank street, Ottawa.

The Ontario Bank having intimated that is was in difficulties and would have to suspend, this bank, on 13th October, last, assumed all its liabilities, under a guarantee of other banks against loss, and it is now being liquidated.

In view of the change in the number of directors made by resolution of the shareholders at the last annual meeting, and in order to bring the by-laws of the bank into accord with the Bank Act, as at present, it has been thought well by the directors to have the existing by-laws consolidated and amended to date. This has been done, and they are now placed before you for confirmation.

All the offices of the bank, including the Head Office, have been inspected during the past year.

G. A. DRUMMOND,
President.

THE VICE-PRESIDENT.

The vice-president then spoke as follows:

As the president will deal with the business of the country generally, I will only refer to the statement of the affairs of the bank presented to you. You will notice that the chief features are increases of about $11,000,000 in deposits bearing interest, and about $13,000,000 in our current loans. These changes took place principally during the last month of our fiscal year, and are the result of our undertaking the liquidation of the liabilities of the Ontario Bank. The profits show an increase of $160,000, due partly to the good rates ruling in London and New York, where we are compelled to carry a considerable portion of our reserve funds. The other changes are of minor importance, and do not call for any special comment.

When in October the deplorable condition of the Ontario Bank was submitted for the consideration of a number of bankers, it was thought best, in the interests of all concerned, that the bank should be liquidated, and, with the view of allaying any excitement which would probably be detrimental to the interests of the commercial community generally, it was decided that this bank should undertake to assume all the liabilities of the Ontario Bank, under a guarantee from other banks in the event of the assets being insufficient to discharge them. The bank is also a party to the guarantee, and we have agreed in addition to pay $150,000 for the goodwill of the business . We do not anticipate that there will be any claim under the guarantee. The liquidation is proceeding quietly, without any public excitement or disorganization of the business of the country, with a minimum of cost to the shareholders of the Ontario Bank, and without the loss of a dollar to either noteholders or depositors. The record of Canadian banks in this respect is excellent. During the last quarter of a century, by failures of banks, which could be organized under our present banking laws, the loss to depositors has been under $750,000. The noteholders, of course, have lost nothing. I speak only of banks that could be organized under our present acts. Other banks during that period failed, involving loss to both depositors and noteholders, but they were acting under old charters and under conditions which do not now exist—in one case there was no double liability. Out of the 12 banks that have suspended since 1880, five only could obtain charters under our present system.

With respect to the general business of the country, I can only repeat my remarks of last year, that we are still in the full flood tide of prosperity. Railway earnings continue large, immigration is satisfactory, and the farming community share with manufacturers and merchants the general well-being; but in its wake it is feared will follow over-expansion, inflated values and increasing speculations, particularly in real estate and mining stocks, leaving wreckage behind when the tide ebbs.

There is still time to set one's house in order and keep it there, but the tardy should remember that the prolongation of the day of grace may add to the severity of the day of reckoning.

THE PRESIDENT'S REMARKS.

The president, in moving the adoption of the directors' report, said:

In accordance with a practice of many years' standing in this bank, I attempt a brief review of the general trade of the country.

Beyond question the general condition is one of great prosperity.

In all or nearly all branches of trade, manufacture and commerce, considerable advances in the volume of trade have taken place, as compared with the preceding year.

The port of Montreal is now, it is satisfactory to note, much more widely recognized as the eastern port of the Dominion, and its efficiency the concern not of the province of Quebec specially, but of the whole Dominion. It is therefore not entirely satisfactory to note that the business of the year now ending shows little, if any, advance over the previous year.

The improvements of the port proceed but slowly, and much remains to be done in the harbor, the channel, and the gulf, to make it possible to claim Montreal a model port

The present extreme rates of marine insurance are a great disadvantage. Upon the whole the shipping business shows a fair season's business, due in part to a greatly increased importation of goods and increased passenger trade, and the shipowners appear to be fairly well satisfied.

In this connection, it is in the highest degree satisfactory to note the improved volume of passenger business, due largely to the appearance on the route of four new steamers of the Allans and Canadian Pacific Railway Company. These boats, if only the pioneers, do much to remove the reproach which forced Canadian travel to New York and Boston, and prevented almost entirely general travel from reaching Canada, in effect placing Canada and Canadian interests in the background. We have the shortest sea route from Europe, and are only beginning to secure a reasonable share of a business which may include not Canada alone, but a large portion of the Western United States.

Taken in detail, I may say the various important departments of trade and commerce have done well.

The hardware trade reports "a larger business during the past year than at any former period in the trade's history."

The new application of iron and steel in building structures added to the demand for other standard purposes have caused a famine in these materials and unexpected delays in many enterprises.

The dry goods trade is reported as never better, and one feature to which I may refer later on, is the much better and more expensive goods now in demand.

In wooollens the report is that while still under a cloud from the operation of the preferential tariff it is better than last year, prices of all classes having advanced.

In cotton, advances in prices and an active demand are reported. Here again buyers are said to be taking goods costing seven to eight cents a yard, when not long ago four to five cents sufficed.

Boots and Shoes.—The demand has been good. Prices it is said have not advanced in proportion to the advance in the raw material, though now from 5 to 20 per cent. above last year.

In leather a large business has been done in the home trade, at an advance of one to two cents per pound. Raw hides having advanced all round about 25 per cent.

Wool has brought very high prices during the year.

Some idea of the value to the farming community of the cheese and butter trade may be found from the following figures.

Cheese. -- The cheese exported to Great Britain during the present season was of the value of $22,401,132.

Butter.—Of butter, $4,433,891, and including what remains to be sent over, we reach a total of over 33 millions of dollars. To these must be added the home consumption, which is every year growing in volume and importance.

The great feature of the hour is, however, the development of the North Western provinces — Manitoba, Saskatchewan and Alberta—in which the capacity to produce excellent qualities of all kinds of cereals seems to be assured beyond question.

Of wheat alone the present crop is estimated at 85 million bushels, the quality undoubted; the area under cultivation is greater than last year, but the yield per acre is about 19 bushels, as against 23 last year.

If the other grains such as oats, barley and flaxseed, are taken into account, and cattle exported to the value of eight millions of dollars, we are assured that the farmers have shared in the general prosperity .

The number of acres of Canadian Pacific lands sold from January 1st to October 31st, 1906, is 1,080,000, as against 653,000 acres in the corresponding period of 1905.

The number of immigrants entering Canada through Canadian Pacific gatewas from January 1st to November 7th, 1906, is 132,000, as against 96,000 in the corresponding period of last year.

The best evidence of the extraordinary activity of trade is to be found in the railway traffic, which is trying to the utmost the resources of the roads; new rolling stock is being put into

service as quickly as acquired, and the demand is still unappeased.

In addition, we have three great trunk lines engaged in active construction.—The Grand Trunk to reach the Pacific, the Canadian Northern and the Canadian Pacific in great stretches of extension the pace being only limited by the supply of labor.

The current complaint is of the increased cost of living, and it is an interesting question how far this is due to any increased cost of what are called the necessities of life, or to an advance in the style of living and the increased use of luxuries. Doubtless both enter into the case, but this is too large a subject for adequate treatment on this occasion.

In this matter some evidence may be adduced from the fact that the dry goods and other trades report the more costly class of goods now being sold.

There is abroad in the world at large a prevalent idea that capital and corportions of all kinds are antagonistic to the general welfare. Now it would be an interesting question how much of our present prosperity is founded on substantial realizations of our own, and how much is due to an increased confidence in our future on the part of outside capitalists.

The absurdity of regarding capital with suspicion is evidenced by the fact that the vast additions to our railways and other enterprises essential to the opening up of our country would be impossible without the aid of outside capital.

It would be contrary to all experience to hope for an unbroken continuance of the present condition of prosperity—periods of reaction and of suspended enterprise may be expected, but we may be assured that the surest means of postponing their coming and dealing with the bad times when they come, is the exercise of prudenec and caution to prosperous times like the present.

I beg to move: "That the report of the directors, now read, be adopted and printed for distribution among the shareholders." If any shareholder has any questions to ask, we shall be pleased to answer them.

The motion for the adoption of the report was seconded by the vice-president, after which Rev. G. H. Parker asked several questions in regard to dividends, and also as to the bank's premises, which were replied to by the president and the vice-president.

Mr. B. A. Boas spoke on the dividend question, and advocated the possibility of higher dividends in the future.

The report was then unanimously adopted.

Confirm Amended By-laws.

It was moved by the president: "Resovled that the consolidated amended by-laws of the shareholders of the Bank of Montreal, laid before the shareholders and read, be and the same are hereby confirmed, adopted and passed by this meeting of shareholders, and that the same be sealed with the Corporate Seal of the Bank, countersigned by the president thereof."

This was seconded by the vice-president, who remarked: I think it is hardly necessary to read the by-laws through; they are before the shareholders, and the changes are small and few. In paragraph III. the number of directors is increased from nine to ten. Paragraph VI. governs the election of an honorary president, which is a new position. No. X. had to be changed in order to enable us to carry out the quarterly dividends and the closing of the bank's books. As to No. XI., under the old by-laws, if we appoint any local director, he had to be qualified to the extent of twenty shares. We have though it was hardly necessary to ask a local director for any qualification. No. XIII. has been stricken out, as it is provided for by a footnote.

The motion was then adopted, after which Mr. B. A. Boas moved:

"That the thanks of the meeting be presented to the president and direc-



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

WELLAND CANAL

Tenders for Supplies for the year 1907

SEALED TENDERS for Supplies, addressed to the Superintending Engineer, Welland Canal, St. Catharines, will be received until 16 o'clock on Monday, the 31st of December, 1906, for the supply and delivery of various articles of Timber, Hardware, Castings, Fuel, Paints, Oils, etc., for use on the Welland Canal and its branches for the year 1907.

Specifications, forms of tender and other information may be obtained at the Superintending Engineer's Office, St. Catharines, on and after Tuesday, the 11th December, 1906.

The lowest or any tender not necessarily accepted.

By Order,

L. K. JONES,

Secretary.

Department of Railways and Canals,
Ottawa, 4th December, 1906.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

tors for their attention to the interests of the bank."

This was seconded by Mr. Henry Dobell, and was concurred in unanimously.

Mr. A. T. Paterson moved:

"That the thanks of the meeting be given to the general manager, the assistant general manager, the inspector, the managers, and other officers of the Bank for their services during the past year."

In making the motion, Mr. Paterson said that the importance of the staff to the Bank was a point which must be patent to everybody. The success of the Bank depended in the first place, upon the chief officers, but the subordinate staff had a hand in carrying out their several offices. The extension of a bank's business necessarily carried with it an augmentation of the staff. When he first joined the Board of the Bank of Montreal the staff was under 300; now it was, he believed, somewhat over 1,000.

Sir William Macdonald seconded the motion, which was unanimously adopted.

The vice-president thanked the shareholders, on behalf of himself and staff, for their kind expression of appreciation.

Mr. H. Paton moved, seconded by Mr. John Turnbull:

"That the ballot now open for the election of directors be kept open until 2 o'clock, unless fifteen minutes elapse without a vote being cast, when it shall be closed, and until that time and for that purpose only this meeting be continued."

This was unanimously concurred in.

THE DIRECTORS.

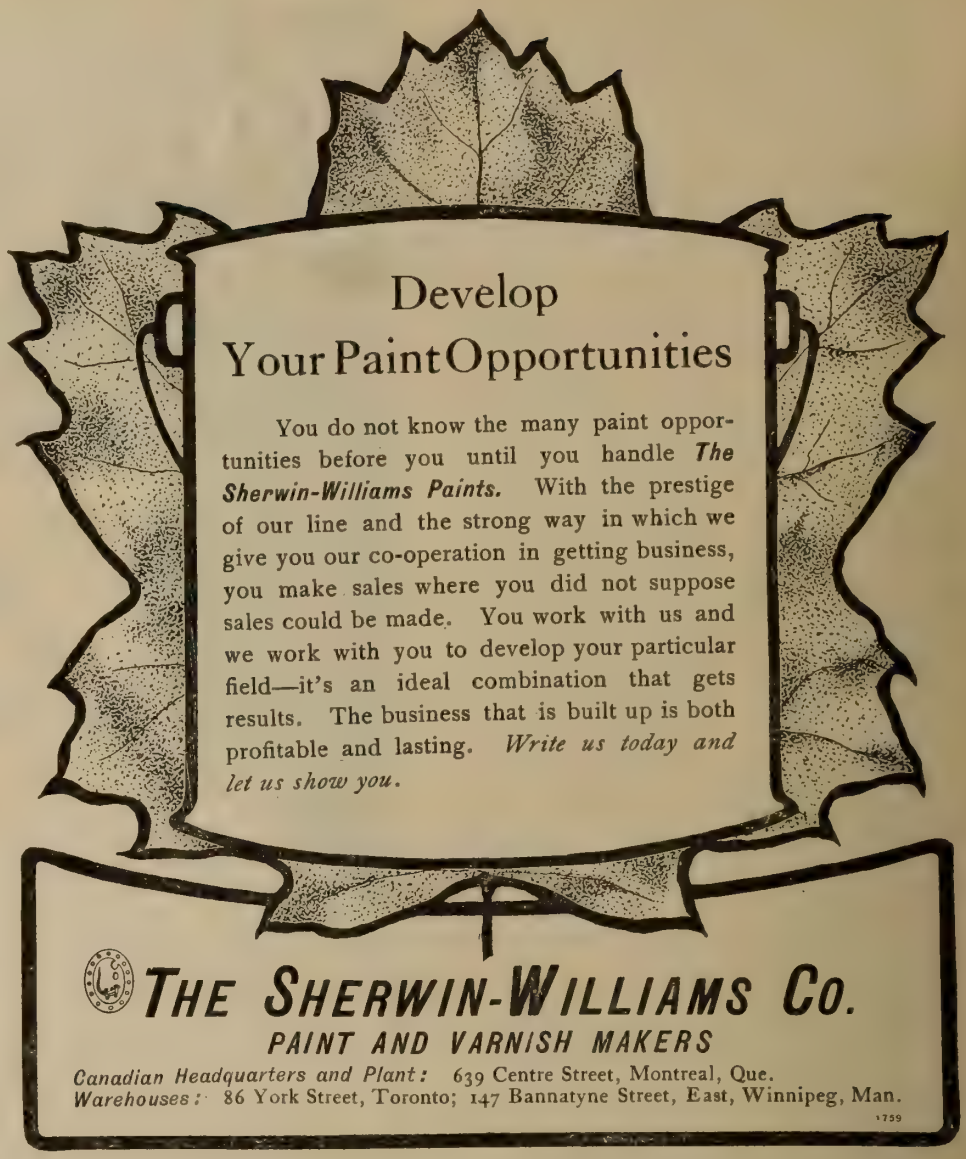
The ballot resulted in the election of the following directors:

R. B. ANGUS,
E. S. CLOUSTON,
THE HON. SIR. GEORGE A. DRUMMOND, K.C.M.G.,
E. B. GREENSHIELDS,
HON. ROBERT MACKAY,
SIR WM. C. MACDONALD,
A. T. PATERSON,
ROBERT G. REID,
JAMES ROSS,
THE RIGHT HON. LORD STRATHCONA AND MOUNT ROYAL, G.C.M.G.

IRRITATING DELAY.

This is the season when everybody from the largest manufacturers to the smallest retailers should be so busy that they are working overtime, and in many instances this is actually the case, but there is one great drawback to prevent trade running along the usual channels smoothly and harmoniously. This thorn in the side, is the congestion of traffic on the railways. From one end of the Dominion to the other there is a shortage of cars and engines, and the freight sheds of the railway and transportation companies are filled to overflowing. The effect of this congestion is only now beginning to be felt by the retailer. Christmas and the holiday trade is coming on, and it behooves the grocer to have a complete stock of all those lines which are so necessary at this time of year. Orders for holiday goods have been placed for a very long time, but grocers in all parts of the country are daily anticipating the receipt of an advice card from the local freight office informing them of the arrival of the long-looked for goods, which are so slow in coming. During the past couple of weeks there has been a slight improvement in some circles, but on the whole transportation conditions are very bad. The wholesaler is not to blame for non-arrival of the goods so anxiously awaited by the retail merchant, he is just as badly off or more so, because many other customers of his are in the same position as the first grocer. One of the largest jobbers in Montreal has filled a number of contracts at a straight loss. Goods had been ordered by the retailer and the jobber, having waited a reasonable length of time for the receipt of the foodstuffs by him, found it necessary to buy from spot stocks of other firms at enhanced prices, in order to satisfy his customer.

If a man is too lazy to work he sets himself up as a philosopher dispenser.



SETTLING OF THE WEST.

Much has been said and written about the foreign invasion of Western Canada. People of all lands are seeking to make for themselves new and happier homes in the Canadian West, but a survey of the homesteading returns give the assurance that the prairies and the coast province will be not very different from the rest of Canada.

During August, for instance, there were 3,388 homesteaders located, and of these only about 10 per cent—to be exact, 373—were alien of tongue and origin.

From Eastern Canada came 687, and it will be reassuring to the Maritime provinces to know that 590 of them were from Ontario. There were 259 natives of the West and 940 Americans.

During the first eight months of this year, 110,527 immigrants arrived in Canada, against 85,722, during the same period a year ago. Of these, 92,579 were of British origin. There were 71,000 English, 17,000 Scotch and 3,000 Irish.

Metals are Advancing!

All wholesale buyers should get our prices on

Ingot Tin, Pig Lead, Ingot and Sheet Copper, Zinc Sheets, and Spelter, Antimony, Etc.

FULL STOCK CARRIED

A. C. LESLIE & CO.
MONTREAL

HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West, TORONTO

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE

or to

Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

ATTENTION

should be paid to the sterling character of manufacturers. I VOUCH FOR THE SOLID RELIABILITY OF MY FIRMS.

LEEDS FIRE CLAY CO., Ltd.
Their fire bricks, glazed bricks, stable bricks, etc., have no superior.

T. JOWITT & SONS, SHEFFIELD,
guarantee the quality of their files, cast steel hammers, and crucible steel. Try us for prices.

JOS. FENTON & SONS, SHEFFIELD,
serve us with a fine variety and style of cutlery and plated ware. Write for catalogue.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

Perfectly Flat Galvanized Sheets

Is a marked characteristic of

GILBERTSON'S

COMET
Brand

Sold by all jobbers who are up-to-date.

It sells readily, is selected carefully; soft and mooth. Prices lower than other high-grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Agent: Alex. Gibb, 13 St. John St., Montreal.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

Paint, Oil and Brush Trades

THE TURPENTINE INDUSTRY.

A southern trade paper states that if present conditions are permitted to continue, the extinction of the long leaf pine will be complete within the next 40 or 50 years. The United States Government is fully alive to the situation, but it is difficult to see in what way they can remedy it further than by giving advice to the owners. It is customary to lease tracts of timber for short terms of years to turpentine operators. The lessee naturally endeavors to obtain the largest quantity of products he can during his term of lease. As there is practically no supervision, he bleeds the trees to such an extent as to damage them. The timber speculator and the turpentine operators appear to be in control and are indifferent as to whether the country is depleted or not of the long leaf pine.

The following description of the method employed in the distillation of turpentine is taken from one of the publications of the United States Department of Agriculture.

"The process of distillation requires experience and care in order to prevent loss in spirits of turpentine, to obtain the largest quantities of resin of higher grades, and to guard against overheating. After heating the still somewhat beyond the melting point of crude turpentine, a minute stream of tepid water from the top of the condensing tub is conducted into the still and allowed to run until the end of the process; this end is indicated by a peculiar noise of the boiling contents of the still and the diminished quantity of volatile oil in the distillate.

"On reaching this point the heating of the still and the influx of water have to be carefully regulated. After all the spirits of turpentine has distilled over, the fire is removed, and the contents of the still are drawn off by a tap at the bottom. This residuum, the molten resin, is first allowed to run through a wire cloth, and is immediately strained again through coarse cotton cloth, or cotton batting made for the purpose, into a large trough, from which it is ladled into barrels. The legal standard weight of the commercial package is 280 lbs. gross, no tare being allowed. The finest grades of resin are largely used in the manufacture of paper, for sizing, of soaps, and of fine varnishes; the medium qualities are mostly consumed in the manufacture of yellow soap, sealing wax in pharmacy, and for minor purposes; and the lower and lowest qualities are used for pitch in ship and boat building, brewers' pitch, and for the distillation of resin oil, which largely enters into the manufacture of lubricating agents."

ADDITION TO PAINT TRADE.

W. H. Gerke, at Montreal, the Canadian manager of the Martin-Senour Co., is rejoicing in the arrival of a big, bouncing, baby boy. As is well known, no one born outside the protecting folds of "Old Glory" can aspire to the White House at Washington. As an American, Mr. Gerke's only regret is that his young son cannot therefore be the president of the United States. However, if the youngster continues to grow in popularity, a special Act of Congress might be passed suspending the Munro doctrine in this case, or, better still, he may grow to be a right loyal Canadian and become the Premier of Canada.

We notice that the baby carriage or perambulator, in which the young son and heir takes his daily airing, bears in the axle the Canadian Manufacturers' Association mystic legend "Made in Canada."

"Hardware and Metal" congratulates Mr. Gerke.

SUES WHITE LEAD COMPANY.

Joseph Boule, who was employed by the Carter White Lead Company in January and February last, has entered suit for $5,000 damages against his former employers. He alleges that owing to the failure of the company to provide the necessary protection he suffered from chemical poisoning which brought on various complications and greatly undermined his general health.

DON'TS FOR BRUSH USERS.

The Marshall Wells Hardware Co., in their new brush catalogue, give the following items of advice to buyers and users of brushes:

Don't put a bristle brush in lime or any compound containing lime.

Don't put a cement set varnish brush in shellac or any alcohol combination.

Don't put a glue set brush in water.

Don't put a duster in water.

Don't use a paint brush as a duster.

Don't use a paint brush for varnish, though any varnish brush may be used in paint .

Don't keep brushes when not in use in a hot dry place, as shrinkage of the block will cause the bristles to loosen and come out.

Don't think that a new brush is defective because a few bristles work out. All new brushes contain short, loose bristles which should be shaken out as much as possible before the brush is used. The best brush made will shed a few bristles in the first day's work.

KOVERALL RED

Is a red red that stays red, brilliant, bright, durable and permanent, for painting School Houses, Elevators, Bridges, Barns, Roofs, Fences, Iron and Tin Roofs and Sidings, and all Outbuildings.

Put up in

¼-Gal. ½-Gal. 1-Gal. 5-Gal. Barrels

"Wears On the Job, Not Off."

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

STOCKS AT

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

WINNIPEG, MAN., c/o. MASON & HICKEY.

A RAPID SELLER

GRANITE FLOOR PAINT

Made from the purest materials. Has no superior anywhere. Dries quickly and hard and resists the rough usage to which Floors, Piazzas, Steps and kindred surfaces are necessarily subjected. Just the article your regular customers are likely to be in need of. Our catalogue gives full details. Don't miss getting a copy.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

Have you ever tried to sell

JAMIESON'S Floor Enamels?

They will please your customers because they possess just those qualities which the ordinary floor paints lack.

We guarantee them to dry hard over night, without cracking leaving a fine glossy finish.

Floors on which our enamels are used, are never sticky, and never peel off, thus meaning less work to the housewife who desires to keep her floor clean.

Genuine satisfaction awaits the users, and this ensures a continuance of trade, to the dealer who handles them.

Manufactured in all desirable colors by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD, 21 St. Peter Street., Quebec
HOMER TAYLOR, Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim fo them **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied. Established 1815

CANADIAN AGENT
GODFREY S. PELTON
201 Coristine Building Montreal

A. Shaw & Son
52 Rahere St., E.C., London

The Canadian Bronze Powder Works
R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. *NO ORDER TOO LARGE*

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.
Small Springs of Every Description.

As the White Lead is So is the Paint

The only white lead used in

"Anchor" and "English"
LIQUID HOUSE PAINTS

is Brandram's B.B. Genuine.

Brandram's
B. B. GENUINE

has been the world's standard **white lead** for close on to two centuries.

With such a foundation of quality as this, are you surprised that

"Anchor" and "English"
LIQUID HOUSE PAINTS

are standards all over Canada and wherever else they are sold.

BRANDRAM-HENDERSON
LIMITED
Halifax, St. John, Montreal, Winnipeg,
MARSHALL WELLS CO., Winnipeg
Sole Distributors for Western Canada

Paint and Oil Markets

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 7, 1906

Many paint travelers are off the road, and sales will not be pushed until after the holiday season. There are no important price changes this week, the disposition being, to await, not only a more settled condition in primary markets, but also the permanent adoption of the new tariff. The original draft shows some anomalies which the paint manufacturers hope will be remedied before the tariff is definitely settled.

LINSEED OIL—Linseed is very firm just now, and prices are as follows: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.

TURPENTINE—Higher prices are expected, but for the present, we are still quoting: Single barrel, 95c. per gal.; two barrels or over, 94c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—All lead products are firm. We quote: Best brand Government standards, $6.75 to $7.00 No. 1, $6.40 to $6.65; No. 2, $6.05 to $6.40; No. 3, $5.80 to $6.05, all f.o.b. Montreal.

DRY WHITE ZINC—V.M. Red seal, 7½c. to 8c. Red seal, 7c. to 8c.; French V.M., 6c. to 7c.; Lehigh, 5c. to 6c.

WHITE ZINC (ground in oil) — We quote: Pure, 8c. to 9c.; No. 1, 6½c. to 7½c.; No. 2, 5¼c. to 6¼c.

PUTTY — A heavy demand is shown. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—The following quotations are firm: Genuine red lead in casks, $6.00; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

SHELLAC—Our prices are:—Shellac Bleached, in bars or ground, 46c per lb., f.o.b. Eastern Canadian points, Bone Dry, 57c per lb., f.o.b. Eastern Canadian points; T.N. Orange, etc., 48c per lb. f.o.b. New York.

SHELLAC VARNISH—The prices are: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c

BENZINE—We still quote 25 cents in barrels, and 30 cents in smaller quantities.

WINDOW GLASS—Our prices are: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, December 7, 1906

Paint sales are practically over until after the holiday season, as some paint manufacturers decline to book orders for Spring shipments, as the general outlook is that paint materials will be advanced on present prices.

Lead is still firm at $6.80 although some firms are not booking orders for a few days, awaiting the 1907 price list.

Turpentine remains as quoted last week with demand very large. Domestic lines such as aluminum, paint, floor wax, varnish, etc., are still selling briskly.

Quite a number of paint houses are taking stock, during the present lull in the paint business.

WHITE LEAD — Ex Toronto, pure white, $6.80; No. 1, $6.42½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $7.00.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.50; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.25.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

A few more of our

TRADE MAGNETS and TRADE RETAINERS

The Martin-Senour
Porch and Deck Paint
"Stands the Weather."

The Martin-Senour
Wood Lac Stain
Non-fading. Does not obscure the grain of the wood. Made to walk on.

The Martin-Senour
Carriage Paint
It's "superfine," everything said.

The Martin-Senour
Marine Paint
for outside and inside work on vessels.

Martin's White Enamel
Air-drying. The white that stays white.

THEY SELL

THE MARTIN-SENOUR PAINT

100% PURE

FOR EXTERIOR WORK



FOR INTERIOR WORK

The Martin-Senour 100% Pure Paint Exclusive Agency, with its up-to-date trade-winning line of advertising, will start your paint business on the road to success—will build up the best permanent paint trade in your locality.

SENOUR'S FLOOR PAINT The original reliable standard brand. **WEARS LIKE IRON.** Known the world over.

Address our nearest office for Color Cards and further information

THE MARTIN-SENOUR CO., Limited

"Pioneers of Pure Paints"

142-144 Inspector Street, MONTREAL
2514-2520 Quarry Street CHICAGO (Established 1878)

THE WINNIPEG PAINT & GLASS CO., Limited
WINNIPEG

THE MARITIME PAINT & VARNISH CO., Limited
HALIFAX, N.S.

YOUR PAINT TRADE FOR 1907

will be interesting if you do it with



LET US POST YOU

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICAGO

NO. 1 FURNITURE
VARNISH

The popular finishing coat for inexpensive furniture and all classes of wood work. A useful household Varnish for all domestic articles. Quick drying. Not intended for outside exposure.

The contents of package, when not in use, must be carefully corked or sealed, to prevent evaporation. Keep from excessive cold or heat. Do not expose to the sun's rays in window. Brushes should be clean and soft and varnish applied with an even light coat.

THE
CANADA
PAINT CO.
LIMITED
MANUFACTURERS
MONTREAL-TORONTO
-WINNIPEG

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50; gum shellac, bone dry, 63c., Toronto. T. N. (orange) 51c. net Toronto.

LINSEED OIL—We still quote: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic sheet, 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75; barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—Gals., 70c. to 80c.

BRIDGE PAINTS—Gals., 75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

ADVERTISING MIXED PAINTS.

Something of a controversy has arisen of late as to whether it is desirable to enter into a co-operative plan of mixed paint advertising with a view to influencing the public, the individual buyer, says the Paint Oil and Drug Review. Several of the larger paint manufacturers are now carrying on a campaign of that kind in the more popular magazines. It is difficult to determine what results, if any, they are reaping from their big expenditure in advertising mixed paints in general, without any direct reference to their particular brands. But of course the mixed paint trade as a whole cannot but be benefitted by a resort to wholesale publicity at the expense of a few.

The question as to whether co-operative advertising of mixed paints is for the individual manufacturer to decide. No doubt it pays someone, if judiciously done, but whether it pays the one who foots the bills is a question that we will not attempt to answer. Advertising of some kind, however, is desirable from the mixed paint standpoint, and the more the merrier. No interest in the paint trade needs the benefit of direct advertising more than the mixed paint interest. It thrives on wise publicity. In competition with "lead and oil" it must be pushed. What the results of a magazine propaganda may be when applied direct to the exploitation of a special brand of mixed paints has been sufficiently demonstrated by the experience of manufacturers of floor paints, varnish stains, etc., who have appealed to the general public with liberal announcements and have been compelled to enlarge their factories time and again to take care of the resulting orders. This experience will be repeated in the future by other manufacturers of equal enterprise and liberality.

After all, the mixed paint business is largely "proprietary." Taken as a whole it labors heavily under the odium thrown upon it by a few manufacturers who pay so little attention to the quality of their goods that they are a discredit to the trade. But the persistent makers and advertisers of really good paints win out in the long run by building up a substantial reputation. It is the same in any business or profession—merit wins. To condemn all lawyers or doctors because of a few shysters or quacks would be no more reasonable than to declare all mixed paint inferior because of a few dope preparations. The paint manufacturer who makes the right kind of paint and represents it to the public in the right manner will build up a large and increasing business on the merits of his goods.

FIRST WALL PAPER IN AMERICA.

Again the question of the earliest period in which wall paper was manufactured in the United States has been revived. We have endeavored from time to time to give some definite information on this point and we would again state for the benefit of all interested in this detail of the trade, and inquiring correspondents in particular, that as near as can be ascertained the first wall paper made in this country was manufactured by one Charles Hargrave in Philadelphia. This was about 1745, and a little later Peter Fleeson began the manufacture of wall-paper and papier-mache moldings in the same city, at the corner of Chestnut and Fourth Streets. Previous to this time all the wall-paper used was brought from across the water, and, in fact, for a great many years afterwards most of the better class of wall-coverings of this description were imported.

As a matter of fact, wall-paper was used very little in the Colonies. Till about sixty years ago, those who could not afford to import papers painted their walls either in one color or stenciled in a simple pattern, or paneled in imitation of French papers. These attempts at decoration ranged, with the taste and skill of the artist, from fruit and floral designs and patterns copied from India prints and imported china, to more elaborate reproductions of landscapes and "waterscapes."

There is no question but what Philadelphia was the first city in America in which wall-paper was manufactured. It is impossible to get any trace as to what inspired the undertaking, but rumor has it that two Frenchmen who located in that city about that time were responsible for the beginning of the industry in this country. The details of the business of these beginnings of the manufacture of wall-paper are very vague, and there was comparatively little paper made here before the advent of wall-paper printing machines in 1843.

BERRY BROTHER'S VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO

Hamilton, November 20th, 1906

Messrs. Benjamin Moore & Co., Limited
(Formerly The Francis-Frost Co., Limited)
Toronto



I have handled Ark Brand Paint for this past year and feel I am safe in recommending same to the public, as I have sold about seven hundred gallons and have had no complaints.

CASH-WITH-ORDER CO., Limited
(Signed) J. W. Baby

This Company has placed an order for 1,000 gallons Ark Brand Paint to be shipped after the first of the year



Consolidated Plate Glass Company of Canada Limited

Import Window Glass

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Torbrook iron mines, Halifax, N.S., have been sold for $250,000.

Ratepayers of Elmira, Ont., carried a by-law to expend $25,000 for waterworks.

The Gurney Tilden Co., of Hamilton, Ont., will erect a big warehouse at Edmonton.

Building permits issued in Winnipeg for the month of November total about $400,000.

A new fire station is to be built in Winnipeg for the protection of C.P.R. shop's district.

The Atikokan Iron Company's blast furnace plant at Port Arthur will be ready in about six weeks time.

The contract for the new fire hall on Adelaide St., Toronto, was awarded last week for the sum of $59,535.

Discoveries of tin deposits have been found on an island within 100 miles of Vancouver, by a German prospector.

The Canadian Ethinite Company of Niagara Falls, Ont., have commenced the construction of their factory building.

The Philip Carey Manufacturing Company of Cincinnatti have been granted the special privileges in Hamilton, and will establish a factory there.

An English Cordage Company are making arrangements for the erection of a large warehouse in Brandon, Man., to be used as a distributing centre in the West.

The Lethbridge coal strike is at last over, the company granting the requests of the men. Work was started immediately as there is a great scarcity of coal in the West.

Tenders are being asked for the various works required in the erection and completion of a grand stand also of a horticultural building on the Exhibition Grounds, Toronto.

W. McLea Walbank, Raymond S. Kelsch, H. B. Bayne, J. A. Milne, and J. W. Pilcher have been incorporated as the Canadian Electrical Exhibition Company with a capital stock of $20,000.

The Customs receipts of the Dominion for November amount to $4,574,105, represent an increase of $703,633. In the four months that have now elapsed of the current financial year the increase in Customs collections represents $2.960,079.

A disastrous fire occurred in Preston on Dec. 4, by which the car barns and rolling stock of the Galt, Preston & Hespeler and Preston and Berlin Electric Railways were totally destroyed, loss being estimated at about $75,000.

The Commercial Cement Company has been incorporated in Winnipeg with a capital of $150,000. The mills will be located on Boyne River where a good supply of suitable rock has been secured. Machinery has been ordered which will equip a mill with a capacity of 1,000 barrels per day.

A company is formed at Brockville for the purpose of manufacturing tools of all kinds. Also galvanizing and plating metals under the name of Canadian Billings & Spencer, with a share capital of $200,000. J. T. Gardner, J. H. Botsford and W. S. Buell of Brockville are directors of the company.

The General Metal Foundry and Machinery Company has been incorporated with a share capital of $199,000 with head office at Montreal. Directors of the company will be M. E. Lymburner, St. Agathe, Que., L. M. Lymburner, H. N. Lymburner, J. E. Mathews and J. B. Mathieu of Montreal and A. St. George of St. Paul, Que.

The W. J. Kemp Company have been incorporated with a share capital of $300,000, with head office at Stratford, for the purpose of manufacturing and dealing in agricultural and other implements and machinery. Provisional directors of the company are: W. J. Kemp, Stratford, N. J. Kemp and J. S. Lewis of Newark Valley, N.Y.

The Dominion Asbestos Company has been incorporated with a total capital stock of $500,000 for the purpose of developing mines, also to carry on business as electricians with head office at Montreal. Directors of the company will be H. H. Robertson, Boston, Mass., R. T. Hopper, F. H. Markey, W. W. Skinner and R. G. Grant, Montreal.

The Percival Plow and Stove Company have been incorporated with a share capital of $200,000 for the purpose of manufacturing agricultural implements, stoves, and furnaces, with head office at Merrickville, Ont. Provisional directors of the company are: John B. Waddell, T. F. McKimm of Smith's Falls, Eli Stickney, R. C. Percival of Merrickville and W. R. Morris, Peterborough.

The Premier Asbestos Company have been incorporated at Ottawa with a total capital stock of $50,000 for the purpose of prospecting for all sorts of minerals, particularly asbestos, also to carry on other operations pertaining to mining. Directors of the company will be E. Languedoi, W. J. Henderson, A. C. Calder, C. T. Jette and J. Jenkins, with head office at Montreal.

In connection with the big rubber deal lately put through it being understood that the Canadian Consolidated Rubber Company has a capital of $5,000,000 and a bond issue of $2,600,000. This is a holding company and will control the Canadian Rubber Company of Montreal, the Granby Rubber Company of Granby, Que., and the Maple Leaf Rubber Company of Port Dalhousie, Ont. The main objects in bringing about the present deal was to centralize the management, as well as to effect economies in manufacturing and in distribution of the finished products.

Building permits issued in Toronto up to Dec. 1, represent buildings aggregating in value $12,000,000. This does not include about half a million dollars' worth of Government, civic, and school work which has been going on during the year. The total for the entire year of 1905 was $10,300,000. For November, 1906, the figures were $1,100,000; for November, 1905, $788,771.

A new hospital will be erected in New Westminster, B.C., at the cost of $50,000.

Prospects are bright for the establishment at Peterborough of a factory for the manufacture of "Radiant" gas machines, to be used for lighting and cooking purposes. A Toronto man, has perfected a machine for manufacturing gas for lighting and cooking purposes, that has apparently many points of merit over the gas generators now in use. A strong company has been formed to place the new invention on the market, and there seems no reason why the new concern should not have a bright future.

The following appropriations for Public Buildings were announced by the Dominion Government last week: Alexandria—Public building, $3.000. Belleville—Armory, $30,000. Brantford—Improvements, $4,000. Chatham—Armory, $19,000; Dominion Postoffice, renewals, repairs, etc., $16,000. Galt—Alterations to Postoffice, $2,500. Guelph—Armory, $50,000. Hamilton—Drill hall, $100,000; postoffice, $10,000. Kingston—Military buildings, $18,000. London—Military buildings, $3,000; new stores buildings, $12,000; postoffice, $7,000. North Bay—Public buildings, $25,000. Oshawa—Public buildings, $2,000. Owen Sound—Public buildings, $3,000. Peterborough—Armory, $30,000. St. Catharines—Public building, $4,000. St. Mary's—Public buildings, $20,000. St. Thomas—Drill hall, $3,000. Sandwich—Public buildings, $1,000. Simcoe—Public buildings, $10,000. Stratford—Armory, $5,000. Toronto—Custom House, $15,000; Dominion buildings, $5,000; drill hall, $150,000; military buildings, $3,000; barracks, $50,-00; postoffice, $150,000; posta. station "F", $37,000. Wingham—$1,000. Woodstock—Armory, $1,000.

AN OLD, OLD STORY.

A farmer was telling his wife one day,
"I need a new plow but I don't want to pay
Such a big price as they ask me uptown,
Even if I can buy with all the cash down.
Of course, I am sure that the plow is all right,
But the profits they make are clean out o' sight,
For plows don't cost much—just iron and wood,
An' a cheap one'll do me, I believe it's as good."
He read "ads" in the papers and big magazines
Of cheap pianos and sewing machines,
And of one plow guaranteed for twenty-five years.
Said he to his wife, "Now, that plow appears
To be jest what I want 'nd I guess I'll try
To scrape up some money and send off and buy
And learn the agents that sell in this town
That in selling to me they must cut the price down."
He sent off his money. The plow came all right.
It was nickeled, painted and polished up bright,
With a big guarantee about eight inches square,
That guaranteed everything except wear and tear.
He felt quite elated. He had saved half the price,
And had a new plow that was uncommonly nice.
He hitched up his team and drove out on the farm,
And started to plow—and the day being warm,
Drove slowly around—then "clucked" to his team,
Which gave a quick start and—snap! went the beam.
The traces fell down and the team ran away,
There was plenty doin' the rest of that day.
He got things together along toward night,
And when he got through he sat down to write.
He explained all the trouble and suggested just how
With a few minor changes they could make a good plow.
They replied by a letter that said they thought
His "team was too strong," and he ought to have bought
"A much stronger plow" — the one they'd recommend
Was a different style; they'd be delighted to send
"For cash with the order," or, if he wished, "C.O.D."
But they "would have to decline to send a beam free."
Then he took that poor plow and chopped it up fine,
And swore by the Prophet that he would decline
To buy anything more that he couldn't see,
Just because it was cheap and had a big guarantee
And he said to his wife: "I aint got so much cash—
B'gosh! but I know more, and I won't be so rash.
And now when I buy a tool or machine
I won't look at a paper or a big magazine,
But go right to my dealer and I won't have to say,
I've been swindled by sharpers, as I have to-day."

It's easy to get satisfaction by going to law—if you are a lawyer.

Our idea of a hopeless liar is a person who says he never makes any mistakes.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

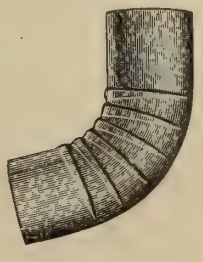
BEAR
TRADE MARK

F. Dieckmann

PLAIN ROUND.
CORRUGATED.

Made in . . .

6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.

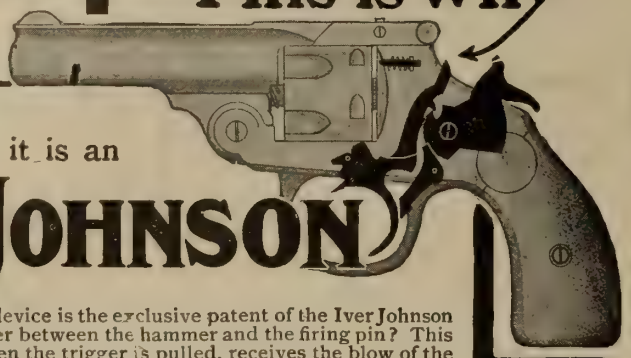


For Sale by the TRADE in Canada. Write for catalogue and samples to

FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

Accidental Discharge Impossible—

This is why



True only if it is an

IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

WINDOW ORNAMENTATION.

The following recipes by B. A. Champeau, will come in handy for the man who is looking for some new advertising material. Writing on the show windows is oftentimes more fetching than using the ordinary show cards, and it is a good deal cheaper, when you know how pencils for this purpose, with which you may write on the glass as easily as with an ordinary lead pencil on paper, are very easily made. Here are recipes for several colors, the wax and tallow to be melted and the coloring matter added:

Black.

Lampblack	10	parts
Wax	40	"
Tallow	10	"

White.

Krems white	40	parts
Wax	20	"
Tallow	10	"

Light Blue.

Light prussian blue	15	parts
Wax	20	"
Tallow	10	"

Dark Blue.

Prussian blue	15	parts
Wax	15	"
Tallow	10	"

Red.

Vinnabar	20	parts
Wax	20	"
Tallow	20	"

Yellow.

Chrome yellow	10	parts
Wax	20	"
Tallow	20	"

After preparing the above mixtures, allow them to dry and cool until they are of a consistence that may be pressed, by use of moulds, or even a bread pin and board, into convenient-sized strips or pencils.

Liquid Slating for Blackboards.

You can make your own blackboard, as follows: Into a suitable vessel pour 150 parts of rain water. When it boils add 10 parts of borax, and as soon as this has dissolved, add 40 parts of orange shellac. When this dissolves, pour in, while stirring, 25 parts of finely pulverized pumice stone. Let all boil together a few minutes, and then add 10 parts of lampblack, previously stirred up with enough of the boiling liquid to moisten it thoroughly but not wet it. Stir this long enough to insure its even distribution. Strain the liquid off through a fine sieve, and it is ready to use. It attaches itself to almost any surface, wood, metal, pasteboard, or even an ordinary wall. Apply with a soft flat brush. Two coats will answer, but three are better. This is a splendid substitute for slate, and, indeed, is superior to all but the very best slates. Use an ordinary crayon or slate pencil for writing on it.

Manufacturers' Agents

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day

you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods? They include a rare variety of money-makers That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.

Look at our list of Agencies. It will pay you to get acquainted.

AGENCIES:

Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works, Limited, Windsor, Ont.
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Dowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co., New Brunswick, N.J
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Prarls Mfg Co., Newark, N.J.
Proprietor Balmoral Oil.

LUDGER GRAVEL

22 and 28 Jacques Cartier Square, MONTREAL

PHONES:

Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.
Tel. Merchants 964

ONE CENT

Is it worth one cent to know well not only the paints and brushes you are selling but also those your competitor is selling? A Post Card sent to our advertisers will bring you full information about their goods.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

BUSINESS CHANCES.

HARDWARE and Tinware business for sale in a thriving town in Western Ontario, stock about $9,000. Box 570, HARDWARE AND METAL, Toronto. [48]

HARDWARE BUSINESS WANTED.

WANTED to buy a good hardware business about $4,000 stock. Nothing but an A1 business considered. Box 10 HARDWARE AND METAL, Winnipeg. [51]

ARTICLES FOR SALE.

CANADIAN PATENT or Provincial rights for folding ironing board, simple in construction and cheap to manufacture, can be fastened to any stand, table or sewing machine. Made in three sizes, can be retailed for one dollar with good profit. Patented October 1906. For terms, etc., address Box 567, HARDWARE AND METAL. [48]

MISCELLANEOUS

WANTED—Quotations on ore sacks for immediate shipment, by hardware firm. Address Box 28, Cobalt. [49]

SITUATION WANTED.

WANTED situation, experienced hardware salesman, formerly with J. Henderson, late of Collingwood. J. Secor, Thornbury. [49]

SITUATIONS VACANT.

HARDWARE traveller wanted to travel in Nova Scotia for an Eastern Canada wholesale house. Must be a man with experience and one who can hustle. References will be required. Apply stating salary to Hardware Traveller, care of HARDWARE AND METAL, Montreal. [48]

WANTED—Experienced and practical stoveman to take charge of stove department for wholesale house doing an agency business. Box 572, HARDWARE AND METAL, Toronto. [49]

COMPETENT man familiar with electric fixture work. One with general business experience and original ideas in designing work. Answer with full particulars to box 571 HARDWARE AND METAL, Toronto. [48]

STOVES AND FURNACES.

AN experienced, competent and practical manager for manufacturing or sales department open to consider proposal. Box 569, HARDWARE AND METAL [49]

WANTED

by January 1st, 1907,

Glass Salesman

Must be experienced and reliable, state references and qualifications, also amount of salary required. Apply only by letter to

Consolidated Plate Glass Co., Limited

Toronto, Canada. (52)

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

GALVANIZING

The kind of work we turn out has gained for us the reputation of doing the best galvanizing in the country.

Our facilities enable us to do it.

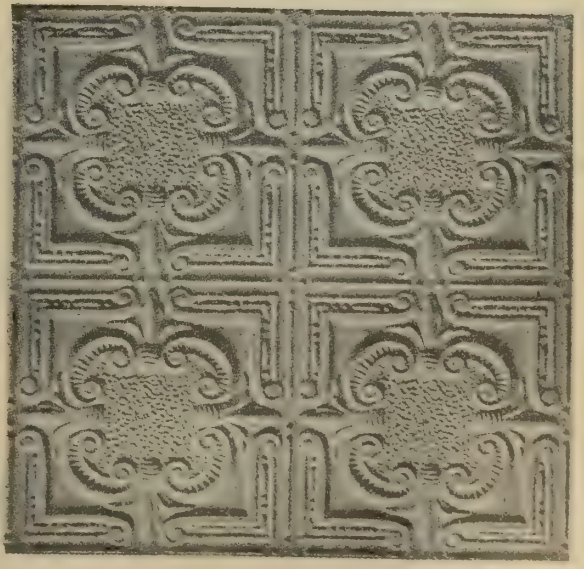
In the quickest possible time as cheaply as it can be done, as well as it can be done.

When you have any work of this kind, write us and we will gladly quote you prices.

The Montreal Rolling Mills Co.

BETTER USE THE BEST

Our "CLASSIK" ceilings cost no more than ordinary kinds, but they have the great advantage of beautiful and harmonious designs, ranging from comparatively plain patterns (such as shown in accompanying cut) to the most elaborate and decorative ornamentation.

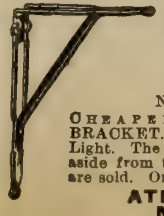


Added to this, we have made the matter of PERFECT FITTING JOINTS a strong point. That's why our ceilings look so well when finished.

We ship promptly. Try us and see.

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, **THE McCLARY MFG. CO.**, Winnipeg and Calgary.



Will Hold up a Shelf

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO.,
New Haven, Conn.,

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON., ENGLAND

THE STANDARD IDEAL SANITARY CO., LIMITED



Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

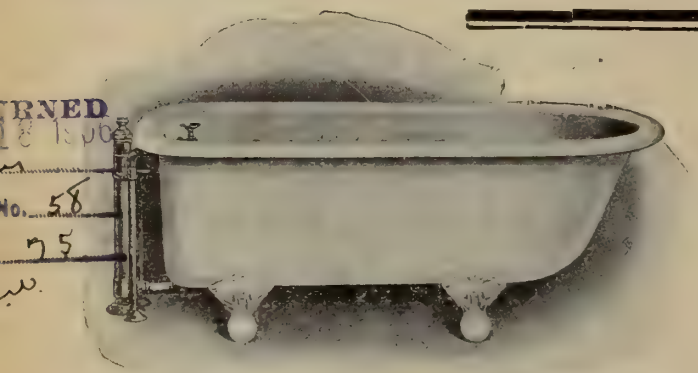
Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.



Roll Rim Enameled Bath with Nickel-plated Fuller Double Bath Cock and Combined Waste and Overflow Fixture.

PLUMBING GOODS

We carry a full line of Plumbers' heavy goods
ENAMELED BATHS, LAVATORIES, KITCHEN and SLOP SINKS.
Range Boilers, Soil Pipe and Fittings



The THOMSON

S.P. Smoke Machine

For Testing Plumbing

It's the simplest and most efficient, strongly built for durability, yet light enough to be readily carried from place to place. We send them 30 days trial if desired.



Enameled Roll Rim Sink on Brackets, with Nickel-plated Trap and Fuller Faucets.

The JAMES MORRISON BRASS MFG. CO., Limited 93-97 West Adelaide Street, TORONTO

RETURNED DEC 18 1906

Plumbing and Steamfitting

HEATING BOILER CAPACITY

Boiler capacity is a subject upon which a great deal has been written and hard and fast rules (empirical at times) to ascertain it have been given, but the question as he sees it, writes A. T. Hoyt, in Domestic Engineering. The rules generally laid down for boiler capacity are figured from several conditions, such as grate area, fire surface, floor area, chimney area, etc. From these combinations a boiler is said to have a certain power designated generally as horse-power, and in mechanical operations requiring power, a 40 h.p. boiler is supposed to operate at a given pressure of steam one 40 h.p. engine easily. This condition is easily and quite accurately reached from rules given.

But there is another condition that is supposed to be just as accurately reached from rules and figures, and that is the heating power or capacity when used in the heating of buildings or greenhouses. It is from the rules and conditions given above that the heating capacity of the boiler is rated from the horse-power. In the rating there are two types of boilers given, the horizontal return flue boiler and the fire-box, or locomotive type. The horizontal tubular is figured at about 15 square feet and the locomotive type at about 12 square feet of fire surface for one horse-power, and these figures are probably correct.

Method of Rating Heating Power.

The heating power or the heating capacity of the boiler is rated from the fire surface or the horse-power, each horse-power of 12 or 15 square feet, heating by low pressure steam or by hot water a certain number of square feet of radiation, which varies from 20 to 100 square feet for water, and from 100 to 200 for steam, and this amount of radiation is supposed to heat a certain amount of cubic feet of space, or a certain number of square feet of glass surface. With all these conditions fulfilled the boiler capacity, or what the boiler will really heat, is still subject to other conditions. In mechanics there are two conditions or propositions—"power and resistance." The boiler has a given power from its fire surface, grate surface, chimney area, etc., and that is the amount of steam in cubic feet it will generate and circulate in a given time, say per hour, or the amount of water in cubic feet, and also in temperature, that it will circulate in a given time, say per hour. This will be the power of the boiler or the boiler capacity, and it can be increased some by strong firing, but that increases expense above normal conditions.

Now as to the resistance, and that is to be found in the radiation and is subject to several conditions, viz., "friction" (though a very weak factor, is still resistance), "loss of heat" (taken up or given off in the radiation), "condensation" (loss of steam in the rediation) these three conditions exist in all heating plants and are sources of resistance, and the limit of the boiler power or boiler capacity is reached as soon as the resistance becomes as great as the power. As soon as the steam condenses its heating power is lost and the boiler power is the radiation limit of the steam-circulation, and in water-circulation, when the water in circulation reduces to about 100 degrees Fahr., the boiler power or boiler capacity has reached its limit the resistance in either case being as great or greater than the power of the boiler, and the boiler power can be increased only by driving the boiler, and this is quite expensive, as the results are generally less than the cost. There are several conditions existing that tend to weaken the boiler power, or boiler capacity, that are not generally known, and there are not very many heating plants, either water or steam, with all conditions favorable to the full development of the boiler power. These conditions are to be found in the installation, and a plant is frequently put in such a manner as to block the boiler at every point (like a set brake does a wagon.) The rules governing installation are largely theoretical and practically result in checking the boiler.

Fire Radiation and Resistance.

Pipe radiation has internal cubic area out of proportion to its external circumference in square feet, and this external surface is the heating power while the internal cubic area is the resistance. A 1-inch pipe has the maximum radiating power, and is the basis of most of the cast iron radiators, with the minimum resistance about one pound of water to one square foot of external surface. The cast iron radiation where used favors all makes of boilers, as its resistance is less to its square foot of heating surface than is the case in any other form of radiation, and that of itself makes house-heating the easiest class of heating. A 2-inch pipe has about twice the resistance of a 1-inch pipe in same square feet of radiation. A 3-inch pipe has about six times the resistance of 1-inch and a 4-inch pipe has about eight times the resistance of 1-inch pipe to the square foot of radiation. The capacity of a boiler or boiler power will depend, therefore, largely upon the character of radiation, the maximum power in using cast radiators or 1-inch piping and the minimum power in using 2-inch, 3-inch or 4-inch piping as radiation.

No boiler can heat as much radiation in 4-inch piping as it will heat in cast iron radiators, or in 1-inch piping, and especially is this true in greenhouse heating when the sun interferes with a steady internal heat. It is economy, therefore, to figure the load (radiation) that the boiler can best carry, its power in either water or steam, and this requires a practical heating knowledge, as theory or what others do is not practical heating.

Again, resistance in piping is subject to the pipe directional, having the maximum resistance in a down-hill directional, or, in other words, up-hill directional in piping or radiation gives the least resistance, and down-hill piping or down-hill radiation gives the greatest resistance to the power of the boiler.

Steam and Hot Air Heating.

In steam-heating the steam can be run either up or down-hill and the directional of the piping or the radiation has much to do with the easy flow of the steam through it. Steam has to be pushed or forced down hill in piping or radiation and also has a lot of water to push ahead of it, and this water also helps to condense the steam, and by the time it reaches the boiler again has become cold, and the boiler has to heat it again while in an up-hill piping or radiation the steam will naturally travel up the pipe from gravity and the condensation is lessened and returns under the steam also from gravity and enters the boiler hot. In hot-air furnace heating the pipes from the furnace to the registers are not given a down-hill directional, and in steam-heating it is done largely through ignorance, and in following in the path of what others do, as there is no good mechanical law for it.

In water-heating there is no up or down hill as to the direction of the water flow, any more than there would be in a big tank filled with water, and the terms up-hill or down-hill flow apply to the pipe directional. The idea that cold water will slide to the boiler in down-hill piping exists only in the imagination or in theory. In water heating the pipe directional or the radiation should be up hill from the boiler and should be run as much up hill as is possible, as this directional reduces resistance and water is like steam in

its flow when heated. It has to be forced in down-hill piping, but has a natural flow in up-hill piping; and although there is no up hill or down hill as far as the water in the radiation is concerned, there is decidedly an up hill and a down hill to the pipe directional, and this fact mitigates against the boiler when a hown-hill directional of installation is installed.

There are certain conditions under which the installation has to be of such a nature as to mitigate against the boiler, especially in greenhouse heating; conditions where a boiler in a pit would be dangerous or an impossibility; and in steam-heating this condition would require trapping the condensation back into the boiler. This can be done, but only at extra expense and by curtailing the effectiveness of the boiler. Water-heating can be done under the same conditions (high-boiler), but with same results—expense and loss of boiler power. There is still another condition affecting boiler capacity or power, especially in water-heating, but it comes in under boiler construction and may be treated in another article.

AUTOMATIC DEVICE FOR TURNING OFF THE GAS.

While the public has been pretty well educated to the dangers of "blowing out the gas," accidents from this cause are still of not infrequent occurrence. Now, however, it is seldom that the gas is deliberately blown out, but the flame is often extinguished accidentally by a strong draft, or the gas may be temporarily cut off for the purpose of repairing the mains, and then turned on again without due warning to sleeping inmates. In order to obviate such dangers, Iver C. Peterson, Brooklyn, N.Y., has invented a controlling device for gas burners, which operates to shut off the flow of gas when the gas flame is extinguished. The device comprises a standard secured to the gas bracket, and supporting a bell-shaped thermostat directly over the burner. The standard also carries a spring arm, to which a bell-crank lever is pivoted. One arm of the lever is very short, and is connected by a hooked wire to the lower edge of the thermostat. The other arm is very long, and extends downward to the gas bracket. In addition to the usual valve, the fixture is provided with an auxiliary valve of the poppet type. The stem of this valve rests on a hinged plate, and the latter carries an arm which engages the longer arm of the bell-crank lever. Normally, the plate is tilted downward, permitting the valve to remain closed. When lighting the gas, the main valve is first opened, and then the hinged plate is raised to open the auxiliary valve. The plate is held up for a moment or two, or until the thermostat is expanded by the heat sufficiently to draw down the shorter bell-crank arm and swing back the longer arm, thereby holding the plate in its upper position. Now, should the gas flame be extinguished, the thermostat would contract, permittibg the bell-crank lever to return to its normal position and allowing the plate to drop, whereupon the poppet valve would close, cutting off the flow of gas.

AN EMERGENCY FLANGE REPAIR.

We were refitting an old plant with a new steam line from boilers to engines and the work was progressing nicely, when we found a flange that was cracked and had to break it off. This was rather unfortunate, as we were trying to get the main header in position to cut in, so the plant could start up on time the next morning. As it was on Sunday everything in town was closed up, and as there were no machine tools at the plant large enough to serve, should we need them, we seemed to be in the middle of a pretty bad fix, writes L. L. Arnold in The Practical Engineer.

In searching over our list we found we had one 16-inch flange to spare, but when we tried it on the pipe it was found to be too small and would not screw on more than two threads. It was getting along in the afternoon and time was becoming more and more limited, when at last we decided to put it on hot. We were afraid it would crack, but it was the only chance. We had been working on the flange for some time and had coaxed it to screw on three threads fairly easy, so locating the bolt-holes in their proper position, we marked the flange and pipe so we could have a guide when needed for placing the flange on the pipe.

The piece of pipe was located in an inclined position, with the thread end at a convenient height for working, and held from turning by two pairs of chain tongs. A piece of 3-4-inch pipe was then capped and drilled with 1-8-inch perforations on the outside and just small enough to slip easily inside of the pipe. An ell was screwed on the end of this pipe and a 3-4-inch run made from 1-inch inside the top end of the pipe to a hose connection at the bottom end. An old piece of thin sheet iron found in the plant scrap pile was used to make a disc that just fitted the inside of the pipe at the top end. This was to prevent the water from spattering out on the hot flange.

A portable forge was used to heat the flange to an even, dull red all over, and when this heat was reached the water was turned on at the hose connection to keep the pipe cool. The flange was handled with iron rods through the bolt holes and was screwed back to its proper position without trouble. Care was taken in cooling not to hurry matters too much, and the job turned out all right.

LIGHT WEIGHT BOILERS A MISTAKE.

Many of the heating boilers now on the market and just appearing, are not heavy enough, writes a correspondent in the Metal Worker, who spent many years as a dealer and salesman of heating appliances and as manufacturer of cast iron boilers, but is now out of the business and can, therefore, speak from an unbiased standpoint.

It has not been many years since heating boiler castings were made very heavy; in fact, much heavier than was really necessary for strength. The extra metal was put in for various reasons. Perhaps the greatest of these was that with the old methods of molding and core making there was too much loss in casting thin sections or plates, but with improved machinery, accurately fitted flasks, correctly made cores, properly vented, carefully placed and anchored, the losses in casting are reduced to a minimum, even though the castings be entirely too thin for practical service. From the number of egg shell heating boilers now on the market and those for which the patterns are under way or finished it would seem to the writer that a large corps of engineers must be working overtime planning to reduce the quantity of iron used in heating boiler construction, regardless of true requirements coupled with the necessary factor of safety.

The writer's object is to sound a note of warning to those boiler manufacturing companies who have already exceeded the limit or are contemplating it, that the day is coming when substantial quality and merit will place the egg shell boiler business "on the blink" with many purchasers, as it already has with others.

Four years ago the writer rented a house and found one of the egg shell boilers, with egg shell doors or rather pieces of doors. When ordering new doors he told the manufacturer that he wanted good, heavy doors and was willing to pay a good price for same, but after much parleying was told: "We have no patterns for heavy castings. Of course you understand that our boiler is built for competition."

Since his experience with this boiler he has examined a number of boilers of other makes of late design and find that some of them are even worse than it was, because in addition to extremely thin castings some of them show that they were designed by either careless or incompetent engineers.

As a general thing consumers are not posted in matters pertaining to boiler construction. Therefore the dealer, for his own future welfare as well as that of his customer, should take it upon himself to recommend only such boilers as are known to him to be safe beyond question and which have first-class trimmings, including doors that will not crack into pieces when closed.

J. H. Neelands, plumber, Barrie, was a visitor in Toronto during the week on Masonic business.

* * *

R. G. Sturgeon, Peterboro, one of the best posted plumbers in Eastern Ontario spent a few days in Toronto during the past week.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 7, 1906.

Trade in plumbing supplies is still buoyant this week. There is very little apperance of a let-up in orders, in spite of the season.

Iron pipe is just as scarce as ever. In fact, in some sizes, it is even more so. There has been no enhancement of prices on this account, but, in the meantime, quotations are being very firmly held at the same figures as last week.

RANGE BOILERS—A satisfactory trade is being done. Our prices now are: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—There has been no change in the price of pig lead, and pipe is also quoted at the old discount of 5 p.c. f.o.b. Montreal, Toronto, St. John, N.B., Halifax: f.o.b., London, 15c per hundred lbs extra; f.o.b. Hamilton, 10c per hundred lbs. extra.

IRON PIPE FITTINGS—Conditions are stationary We give the following prices: Discounts on nipples, 1-4 inch to 3 inch, 75 per cent., 3½ inch to 2 inch, 55 per cent.

IRON PIPE—Supply men are still troubled about getting sufficient quantities of many sizes and the shortage seems likely to continue. Our prices are: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, $11.50; 1 inch, $16.50: 1 1-4 inches $22.50; 1 1-2 inches, $27; 2 inches, $36.50, discounts on black pipe, 1-4 inch, 61 per cent.; 3-8 inch, 61 per cent.; 1-2 inch, 70 per cent.; 3-4 inch and upwards, 72 per cent.; Discounts on galvanized pipe:1-4 inch, 46 per cent.; 3-8 inch, 46 per cent.; 1-2 inch, 60 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 70 per cent.; and for galvanized 60 per cent.

SOIL PIPE AND FITTINGS—We still quote as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Nothing new has transpired. We still quote: Bar solder, half-and-half, guaranteed, 25c; No. 2 wiping solder, 22c.

ENAMELWARE—We give the following prices: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65 special, $18.65; plate E11 and E21 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60. special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, December 7, 1906

Iron pipe is the feature of the market with its remarkable scarcity and the sharp advances being made on all sizes. This week we are quoting new prices on all sizes up to 2½ inches and this is to be followed at once by a 20 per cent. advance on the sizes from 2½ to 4 inches owing to the jump in the duty in the new tariff from 15 to 35 per cent. Hardly a foot of the most used sizes of black and galvanized pipe can be procured in Toronto, although occasional shipments are received by the different jobbers. Every line is scarce and plumbers are using second hand pipe or different sizes than those specified on many jobs in order to keep working and finish contracts.

The jump in enamelware and earthenware from 30 to 35 per cent. has not made any change as yet but American lines must advance in keeping with the duty and an announcement is expected daily that Canadian manufacturers are following the increase.

The stiff price of lead has prevented any change in lead pipe although the duty has been reduced from 35 to 30 per cent.

Business keeps up well, considering the season, heating goods, of course, having the largest run.

LEAD PIPE — The discount on lead pipe is now five per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 6c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—Stocks are low with prices advancing. One-inch black pipe is now being quoted at $4.80 and one-inch galvanized at $6.43. Full list in current market quotations.

IRON PIPE FITTINGS — New lists are as follows: Cast iron elbows, tees, crosses, etc., 60 per cent.; cast iron plugs and bushings, 60 per cent.; flangle unions, 60 per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent, hangers, 65 per cent.; standard list.

GALVANIZED IRON RANGE BOILERS—Boiler stands are scarce. We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. Copper range boilers are now net list.

RADIATORS—Prices are very stiff at: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance also.

SOLDER — Quotations remain firm as follows: Bar solder, half-and-half, guaranteed, 27c.; wiping, 23c.

ENAMELWARE—A general 5 per cent advance on American and Canadian lines is looked for owing to tariff changes. We quote as follows: predicted. We quote as follows: Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25: plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

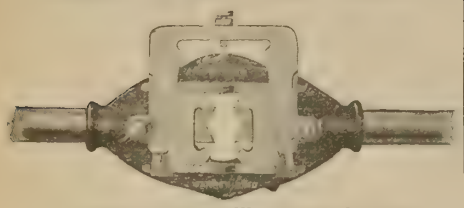
A new metal called monel, which is expected to cause something of a revolution in the industrial world, is being produced at the works of the Canadian Copper Company at Sudbury, Ontario. It is cheaper than nickel, and it is claimed that it possesses all the qualities of the former. Monel is a compound of copper, nickel, iron and one or two other minerals which are found in the district, and its importance lies in the fact that it is much less costly than nickel, is less liable to rust, and will serve all the purposes for which nickel is at present utilized. The company has now got beyond the experimental stage in the production of this new metal. It costs very much less to produce it than nickel, as the costly refining process is dispensed with.

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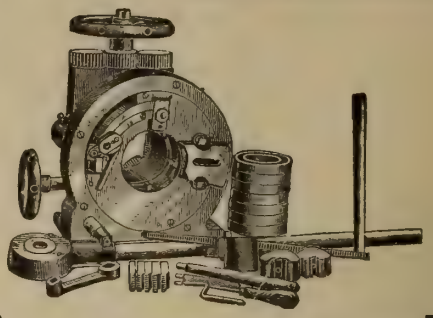


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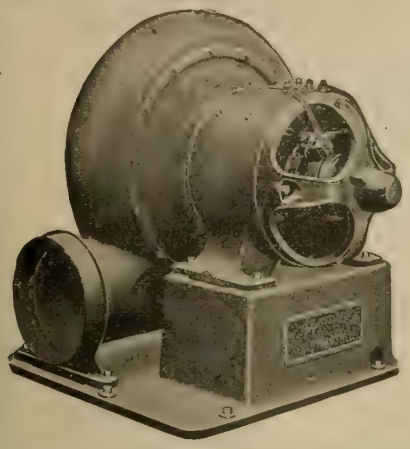
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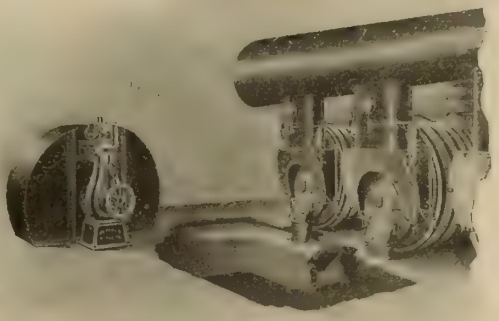
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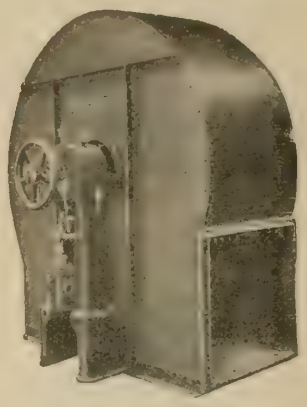


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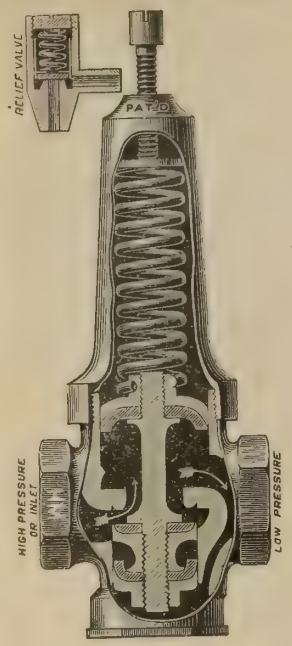
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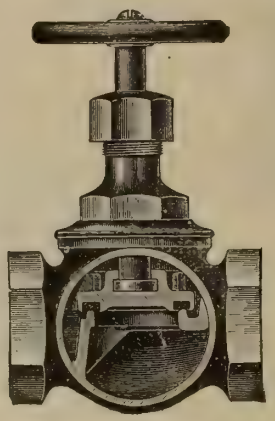
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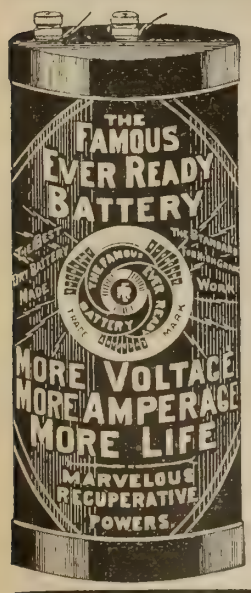
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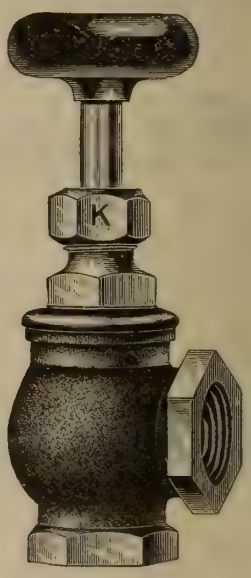
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Manufacturers Limited

WALKERVILLE - ONTARIO

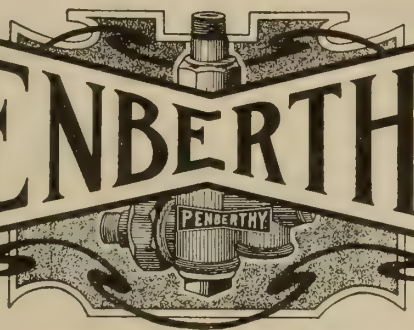
Stocked by all leading jobbers throughout the country



Plain Engine Lubricator with or without Drain and Tube, extra heavy

AUTOMOBILE BRASSES

PENBERTHY



Real satisfaction comes in the purchase of an injector that has a distinction of its own—no experiment necessary—no time lost—absolutely no chance taken—an injector with a reputation of a quarter of a century and still growing.

MANUFACTURED BY

PENBERTHY INJECTOR CO. LIMITED

WINDSOR, ONT.

Hardware dealers should specify our goods in order to get the best



Plain Steam Whistles with heavy valve

GAS ENGINE BRASSES

One Great Feature

of the ***Daisy Hot-Water Boiler*** which we cannot show by illustration, and it is well worth your attention, is the PROFIT you realize in handling it. It is an easy seller, satisfaction is guaranteed and one sale never fails to make another.

CLUFF BROTHERS

Selling Agents for WARDEN KING & SON, Limited

Lombard Street, TORONTO

LOOK AT THESE LEADERS

"JOLIETTE" and "CYCLONE" SHEATHING

"BLACK DIAMOND" TARRED FELT

Sold throughout the country and have a record for always pleasing.

WRAPPING PAPERS, BUILDING PAPERS, READY ROOFING, SHEATHING, TARRED FELTS

We have had years of experience making the above goods, and these years of experience are at your service in the shape of

HIGH QUALITY, FAIR PRICE.

"What think you on 't?"

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Dec. 7, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27½	0 28

BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.
Spun..... }

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 5c. ; Metallic, 30c. ; Herculer, 20c ; Star, 15c ; No. 1, 12c., No. 2, 1 c.; No. 3, 7c.; No. 4, 6c.

James Robertson Company — Extra Monarch, 45c.; No. 1 Monarch 30c ; "King" Anti-friction, 20c.; Fleur-de-lis Anti-friction, 15c ; No. 1 Thurber, 12c ; Philadelphia 10c.; Canadian, 7c.; Hardware babbit No. 1, 10c ; Hardware babbit No. 2, 8c ; Hardware babbit No. 3, 6½c. Discount on Hardware No. 1, 2 3, 15 per cent. All others net list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ⅜ to 2 in.	0 31

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots.....	24 00	24 50
Bars.		
Cut lengths, round, ½ to 2 in.	31 00	32 00
Sheet.		
Plain, 16 oz,, 14x48 and 14x60	29 00	30 00
Plain, 14 oz.....	30 00	31 00
Tinned copper sheet, base	27 00	33 00
Planished base.....	27 00	37 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 27	0 30

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 60	2 60
12 gauge.....	2 60	2 65
14 "	2 60	2 60
17 "	2 40	2 50
18 "	2 40	2 55
20 "	2 40	2 55
22 "	2 40	2 70
24 "	2 45	2 75
26 "	2 55	2 85
28 "	2 60	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 80	3 00
All bright "	3 90	4 00
Galvanized Canada Plates, 52 sheets		4 35
" " " 60 "		4 60

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60.....	4 50	4 60
20x28x80	8 50	8 70
" 94.....	9 00	9 20

GALVANIZED SHEETS.

Fleur-de-Lis.		Gordon Crown.
16 to 20 gauge	3 60	3 95
22 to 24 gauge	3 95	4 00
26 " ..	4 30	4 20
28 " ..	4 45	4 50

Apollo.

10⅜ oz. (American gauge).....	....	4 60
28 gauge..... "	....	4 40
26 " ..... "	....	4 00
24 " ..... "	....	3 80

	Comet.	Queen's Head.	Bell.
16 to 20 gauge	3 60	3 75	....
22 to 24 gauge	3 75	3 90	....
26 "	4 30	4 45	....
28 "	4 45	4 60	4 45

Less than case lots 10 to 25c. extra.

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.....	2 15	2 25
Forged iron "	2 40	....
Refined " "	2 55	2 70
Horseshoe iron "	2 55	2 70
Hoop steel, 1½ to 3 in. base...	....	2 80
Sleigh shoe steel "	2 25	2 30
Tire steel	2 40	2 50
Best sheet cast steel.....	....	0 12
B. K. Morton "Alpha" high speed.		0 65
" annealed	....	0 70
"M" Self-hardening.....	....	0 50
"J quality, best warranted		0 18
'I' " warranted.....		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel....	0 10	0 20
" "Novo".....		0 65
" annealed		0 65
Jowett & Sons B.P.L. tool steel...,		0 10½

INGOT TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$46 50 $47 00

TINPLATES.

Charcoal Plates—Bright	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX. 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C. 14 x 20 base.....	6 50
I X. 14 x 20 "	8 00
I X X, 14 x 20 base.....	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base.....	5 75
I X, 14 x 20 "	6 75
IXX, 14 x 20 "	7 75
Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00
Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50
Charcoal Plates—Terne	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 00
IX., Terne Tin	9 50
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	7 50
" 14x60, " }	
" 14x65, " }	
Tinned Sheets.	
72x30 up to 24 gauge.....	8 50
" 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	5 40	5 50
Bar, "		5 25
Sheets, 2½ lb. sq. ft., by roll		0 06¼
Sheets, 3 to 6 lb. "		0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

SHEET ZINC.

5-cwt. casks	8 00	8 25
Part casks.....	8 25	8 50

ZINC SPELTER.

Foreign, per 100 lb	7 25	7 50

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, dis. half inch 60 per cent., others 50 per cent.
Cushion work, discount 40 per cent.
Fuller work, ½-inch 70 per cent., others 60 p.c.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, discount 50 per cent.
Standard Globe, Angle and Check Valves discount 52½ per cent.
Kerr's special standard globes angles and checks, discount 50 and 10 per cent.
Kerr's Jenkins' disc, copper-alloy disc and heavy standard valves, discount 55 per cent.
Kerr's standard brass disc, steam copper-alloy disc and quick-opening hot-water radiator valves, discount 65 per cent.
Weber's (Kerr) patent straightway gate valves, brass, discount 47½ per cent.
Weber's (Kerr) patent straightway gate valves, I.B.B.M., discount 70 per cent.
J. M. T. Radiator Valves discount 50 per cent.
Standard Radiator Valves, discount 52½ per cent.
Patent Quick-Opening Valves, discount 65 per cent.
Jenkins' Bros. Globe Angle and Check Valves discount 32½ per cent.

No. 1 compression bath cock.....net		2 00
No. 4 " " ..... "		1 90
No 7 Fuller's..... .... "		2 25
No. 4½, " ..... "		2 35
Patent Compression Cushion, basin cock, hot and cold, per doz., $16.20		
Patent Compression Cushion, bath cock, No. 2208		2 25
Square head brass cocks, discount 50 per cent.		
" " iron " "		60 "
Thompson Smoke-test Machine		$25.00

BOILERS—COPPER RANGE

Copper, 30 gallon.....		25 00
" 35 "		29 00
" 40 "		33 00

Net list.

BOILERS—GALVANIZED IRON RANGE.

Capacity.	Standard.	Extra heavy
30-gallons ...	4.75	7.50
35 "	5.75	8 50
40 "	6.75	9.50

2 per cent , 30 days.

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, 85c.; 16x30, $1; 18x36, $1.40.

ENAMELED CLOSETS AND URINALS

Discount 20 p.c.

ENAMELED BATHS.

Standard Ideal Enameled.			
Plate E I, Fittings extra	1st quality		Special
4 and 4½ ft. 3 in. rolled rim..$21 65			20 25
5 feet " .. 22 65			21 25
5½ " " .. 24 15			22 75
6 " .. 28 90			25 50

Plate E II			
5 feet	2½ in. "	.. 21 15	19 75
5½ "	2½ " "	.. 22 65	21 25

Closer prices and discounts in quantities.

ENAMELED LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	..20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	.....30 & 10 p.c.	40 p.c.

ENAMELED SINKS.

	1st quality.	Special.
Plate E 201, one piece....	20 p.c.	20 &10 p.c.
Plate E, flat iron	300.65 & 5 p.c.	70 p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 6c. per pound.
Traps and bends, 50 per cent. discount.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 20	⅛ inch.....	3 02
¼ "	2 20	¼ "	3 02
⅜ "	2 63	⅜ "	3 48
½ "	3 33	½ "	4 47
1 "	4 80	1 "	6 43
1¼ "	6 52	1¼ "	8 77
1½ "	7 83	1½ "	10 53
2 "	10 41	2 "	14 04
2½ "	17 16	2½ "	25 30
3 "	22 55	3 "	33 28

2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings— Standard bushings 60 per cent.; headers. 60; flanged unions 60, malleable bushings 55 ; nipples, up to 2 in., 70 and 10 per cent. ; up to 6 in., 65 per cent.; malleable lipped unions, 55 and 5 per cent.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe, 50 and 10 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 00	4 75

RADIATORS, ETC.

Hot water	47½ p.c.
Steam	50 p.c.
Wall Radiators and Specials	45 p.c.

STOVES, BOILERS, FURNACES, REGISTERS.

Discounts vary from 40 to 70 per cent. according to list.

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb..... per lb.	....	0 37
1-lb. or over ..... "	....	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25	0 27
Wiping.....	0 22	0 23

PAINTS AND OILS.

COLORS IN OIL.

Venetian red, 1-lb. tins, pure.	....	0 03
Chrome yellow "	....	0 15
Golden ochre "	....	0 08
French " "	....	0 08
Marine black "	....	0 04½
Chrome green "	....	0 10
French permanent green"	....	0 13
Signwriters' black "	....	0 15

CLAUSS BRAND EBONY HANDLED RAZORS



FULLY WARRANTED

Manufactured from finest Clauss hammered steel.

Hardened by our secret process.

Honed and set ready for use.

Crocus-finished back, tang and shoulder.

High blue-polished blades.

CLAUSS SHEAR CO.

169 Spadina Ave.

TORONTO, - ONTARIO

WRITE FOR TRADE DISCOUNT

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 14

PREPARED PAINTS.

Pure, per gallon, in tins	....	1 20
Second qualities per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints, ¼ gal.	....	1 50
" " ½ gal.	....	1 45
" " gal.	....	1 40
Canada Paint Co.'s pure	....	1 25
Standard Co.'s "New Era."	....	1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Brandram-Henderson "Anchor"		1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, ¼ gal.		1 45
" " " ½ gal.		1 40
" " " 1 gal.		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel	....	1 50
" barn paints, bbls, per gal.		0 60
Senour's Floor Paints ....gal.	....	1 20
Sanderson Pearcy's, pure	....	1 20
Robertson's pure paints	....	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb	1 85
Bulk in 100-lb. irons	1 80

RED LEAD.

Genuine, 560 lb. casks, per cwt	$6 00
Genuine, 100 lb. kegs, "	6 25
No. 1, 560 lb. casks, per cwt	5 75
No. 1, 100 lb. kegs, per cwt	6 00

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian points.
Shellac, bone dry, 57c. per lb., f.o.b., Eastern Canadian Points; 63c., Toronto.
Shellac, T N. orange, etc., 48. net, Toronto.

WHITE LEAD GROUND IN OIL. Per 100 lbs

Pure	6 80	7 00
No. 1	6 40	6 55
No. 2	6 05	6 15
No. 3	5 80	6 05
No. 4	....	5 50
Munro's Select Flake White	....	7 00
Elephant and Decorators' Pure	....	6 80
Monarch	....	6 75
Standard Decorator's	....	6 50
Essex Genuine	....	6 25
Brandram's B. B. Genuine	....	8 25
" Anchor," pure	....	6 50
Ramsay's Pure Lead	....	6 40
Ramsay's Exterior	....	6 15
"Crown and Anchor," pure	....	6 50
Sanderson Pearcy's	....	6 80
Robertson's C.P., lead	....	8 80

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off. All prices per 100 feet.

ZINC—DRY WHITE.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

ZINC—GROUND WHITE.

Pure	0 08	0 09
No. 1	0 07½	0 08
No 2	0 05½	0 06½

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Brown japan	1 10	1 20
Black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor nish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		1.20
Sherwin-Williams' kopal varnish, gal.,		2.50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac." coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal.		2 00
Sanderson Pearcy's amberine		2 50

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells | 5 50 | 8 00
Peterboro' door bells, discount 50 and 10 per cent. off new list.
American, house bells, per lb. | 0 35 | 0 40

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt ....per ton	55 00
Heavy Straw Sheathing....per ton	35 00
Dry Surprise	0 37½
Dry Sheathing....per roll, 400 sq. ft.	0 35
Tar " 400 "	0 45
Dry Fibre " 400 "	0 55
Tarred Fibre " 400 "	0 65
O. K. & I. X. L. " 400 "	0 70
Resin-sized " 400 "	0 45
Oiled Sheathing " 600 "	1 00
Oiled " " 400 "	0 70
Root Coating, in barrels....per gal.	0 17
Roof " small packages "	0 25
Refined Tar....per barrel	5 00
Coal Tar "	4 00
Coal Tar, less than barrels....per gal.	0 15
Roofing Pitch ....per 100 lb.	0 80 0 90
Slater's felt ....per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BUTTS.

Wrought Brass, net revised list
Wrought Iron, 70 and 5 per cent.
Cast Iron Loose Pin, discount 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 75 and 5 per cent.

CEMENT AND FIREBRICK.

"Lafarge" cement in wood	3 40
"Lehigh" cement, in wood	2 54
"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick (Scotch) per 1,000	15 00 24 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x2", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod ....per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil Door Springs, 25 per cent.

STORE DOOR HANDLES

Per Dozen 1 00 1 50

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 60 per cent.	
Heavy T and strap, 4-in., per lb. net	0 06
" " 5-in., "	0 05½
" " 6-in., "	0 05½
" " 8-in., "	0 05½
" " 10-in. and larger	0 05

Light T and strap, discount 65, 10 and 2½ p.c.

Screw hook and hinge—	
under 12 in. ....per 100 lb.	4 75
over 12 in. "	3 75
Spring, No. 20, per gro. pairs	10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.	

SPRING HINGES.

Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago Floor Hinges, 40 and 5 off.
Garden City Fire Engine House Hinges, 12½ per cent.

HOOKS.

Cast Iron.

Bird cage ....per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 50	12 00
Hat and coat ....per gro.	1 10	10 00
Chandelier ....per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 ....per gross	....	2 65
5-16 x 5 "	....	3 30

Bright steel gate hooks and staples, 40 per cent. discount.
Hat and coat wire, discount 62½ per cent.
Screw, bright wire, discount 62½ per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin ....per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw ....per gross	1 30	2 00
White door knobs....per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
" porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American ....per gross 0 60

LOCKS.

Peterborough, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SASH WEIGHTS.

Sectional....per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb. 0 31

BLIND AND BED STAPLES

All sizes, per lb. 0 07½ 0 12

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	5 50	8 50
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS CLEAVERS

German....per doz.	6 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump....per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 75 per cent.
P. S. & W. Extra, discount 60 and 10 per cent

CROSSCUT SAW HANDLES.

S. & D., No. 3 ....per pair	0 15	
S. & D., " 5 "	0 22½	
S. & D., " 6 "	0 15	
Boynton pattern "	0 20	

DRAW KNIVES.

Coach and Wagon, discount 75 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nichol son	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HANDLES.

C. & B., fork, 40 per cent., revised list.
C. & B., hoe, 40 per cent., revised list.
American, saw ....per doz 0 25
American, plane ... per gross 3 15 3 75
Canadian, hammer and hatchet 40 per cent
Axe and cant hook handles, 45 per cent.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack ....per doz.	1 10	1 20
Canadian sledge .... per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40
" " 2, "	4 85
Barrel, Underhill	5 00

MALLETS.

Tinsmiths'....per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian.... per doz. 5 50 6 00

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem .....each 1 15

NAIL PULLERS.

German and American 0 85 2 50
No. 1..... 0 85
No 1573..... 0 75

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00

PUNCHES.

Saddler s .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher. 40 per cent.; buck, New Century. $6.25; buck. No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 23 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50
(Hollow Back) (Reinforced S Scoop.)
Moose..... $17 50 ..... $16 30
Bear..... 15 00 ..... 15 30
Fox..... 12 50 ..... 14 30
Black Cat.... 10 00 ..... 13 30
Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather..... 5 50 9 75
Chesterman's .....each 0 90 2 85
" teel.....each 0 80 8 00

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS

	doz.	pairs.
Steel barn door.....	8 00	10 00
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Acme, wood track	5 00	6 50
Atlas.....	5 00	6 00
Perfect	8 00	11 00
New Milo.....	....	6 50
Steel, covered.....	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1¼ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net prices.

HEAD HALTERS.

Jute Rope, ⅜-inch....per gross 9 00
" " ½ " .... " 10 00
" " ⅝ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter..... per doz. 4 00 4 50

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head

HORSESHOES.

F.O.B. Montreal
M.R.M.'Co. brand, base..... 3 65
Add 15c. Toronto, Hamilton, Guelph.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 45 per cent.

HEAVY GOODS NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10¾
Hay Budden, 80-lb. and over 0 09¼
Brook's, 80-lb. and over 0 11¼

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12¾
Pipe Vise, Hinge, No. 1..... .... 3 50
" " No. 2..... .... 5 50
Saw Vise..... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅝ and smaller..	60, 10 and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	50
Machine Bolts, ⅝ and less	60 and 10
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 10
Blank Bolts.....	55
Bolt Ends.....	55
Sleigh Shoe Bolts, ⅝ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

CHAIN.

Proof coil, per 100 lb., 3-16 in., $7; ¼ in., $5.85; 5-16 in., $4.45; ⅜ in., $3 75; 7-16 in., $3 50; ½ in., $3.25; 9-16 in., $3.20; ⅝ in., $3.20; ¾ in., $3.10; 1 in., $3; ⅞ in., $3.05.
Halter, kennel and post chains, 40 to 40 and 5 per cent.
Cow ties ..... 40 p.c.
Tie out chains .... 65 p.c.
Stall fixtures .... 35 p.c.
Trace chain .... 45 p.c.
Jack chain iron, discount 35 p.c.
Jack chain, brass, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.1

NAILS.

	Cut.	Wire.
2d.....	3 70	3 20
3d.....	2 85	2 85
4 and 5d.....	2 60	2 60
6 and 7d	2 50	2 50
8 and 9d	2 35	2 35
10 and 12d	2 30	2 30
16 and 20d.....	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 20

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Kivets, usual proportion burrs, 27½ p c.
Copper Burrs only, discount 15 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent,
" R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 5
" " tinned.....	80 and 10
" " (in kegs).....	40
Cut tacks, blued, in dozens only	75 and 10
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85 and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	40
Copper tacks.....	37½
Copper nails	42½
Trunk nails, black	65
Trunk nails, tinned and blued ..	65
Clout nails, blued and tinned ..	65
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " " bulk....	40
Clinch and duck rivets.....	45

Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

CUTLERY AND SPORTING GOODS.

AMMUNITION.

B. B. Caps Dominion, 50 and 5 and 25 per cent
American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000

CARTRIDGES.

Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent, American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent., American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign, 25, 10 and 10; Regal, 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.; American $2.05

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads, in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8.50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Lewis Bros. " Klean Kutter'	8 50	10 50

Clauss Razors and Strops, 50 and 10 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy 40 and 5 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.

Mic Mac hockey sticks, per doz	4 00	5 00
New Rex hockey sticks, per doz	....	6 25

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 30 p.c.
Copper pitts, 33⅓ per cent.

ENAMELLED WARE.

London, White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial Crescent, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN NOVELTIES.

Can openers, per doz		0 40	0 75
Mincing knives per doz		0 50	0 80
Duplex mouse traps, per doz		....	0 65
Potato mashers, wire, per doz		0 60	0 70
" wood "		0 50	0 60
Vegetable slicers, per doz		....	2 25
Universal meat chopper. No. 0, $1; No.1, 1.15.			

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

PICTURE NAILS.

Porcelain head per gross	1 35	1 50
Brass head "	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished per set	0 75	
" No. 50, nickle-plated, "	0 80	
Common, plain	4 50	
" plated	5 50	
Asbestos, per set	1 25	

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

LANTERNS.

No. 2 or 4 Plain Cold Blast per doz.	6 50	
Lift Tubular and Hinge Plain, "	4 75	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent
Zinc and tin, discount 50 per cent.
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 40, 10 and 5 per cent.
Flaring pattern, discount 40, 10 and 5 per cent.
Galvanized washtubs 40, 10 and 5 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Creamery cans, discount 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ 10 and 5 per cent. revised list.
papering, 10c.

SAP SPOUTS.

Bronzed iron with hooks per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch " "	7 50

STOVEPIPE ELBOWS

5 and 6-inch, common per doz.	1 32
7-inch "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Per doz	3 00 15 00

Clauss, discount 35 per cent.

WIRE GOODS.

BRIGHT WIRE

Discount 62½ per cent.
Brass wire, discount 45 per cent.
Copper wire, 45 per cent. f.o.b. factory.

CLOTHES LINE WIRE.

7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $1.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2 55, No. 11, $3.20; No. 12, $2.80.

FINE STEEL WIRE.

Discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No. 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.70 — Nos. 6, 7, 8, $3.15 — No. 9, $2.50 — No. 10, $3.20 — No. 11, $3.25—No. 12, $2.65—No. 13, $2.75—No. 14. $3.75—No. 15, $4.30—No. 16. $4.30 from stock. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland. In carlots 12½c. less.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.15; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 75c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

OULTRY NETTING.

2 in mesh w. g., discount 50 and 10 per cent. All thers 50 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.62½, per 100 sq. ft.; in 50-ft. rolls, $1.67½, per 100 sq ft. Terms, 2 per cent. off 30 days.

WIRE FENCING.

Galvanized barb	2 80
Galvanized, plain twist	2 80
Galvanized barb, f.o.b. Cleveland, $2.55 for small lots and $2.45 for carlots.	

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount,

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	56 00
Square "	59 00
Eclipse, per doz	48 00
Dowswell "	36 00
New Century, per doz	72 00
Daisy	48 00

WRINGERS.

Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Eze, 10 in., per doz	35 75

Terms, 2 per cent., 30 days.

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball per M	4 25
Small heel "	4 50

CARPET STRETCHERS.

American per doz.	1 00	1 50
Bullard's "	....	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins per gross	7 80
" " "	9 60

PULLEYS.

Hothouse per doz.	0 55	1 00
Axle "	0 22	0 33
Screw "	0 22	1 00
Awning "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

ROPE AND TWINE.

Sisal	0 10½
Pure Manilla	0 15½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.	....	0 27
Wrapping, cotton, 3-ply	....	0 25
" " 4-ply	....	0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

SCALES.

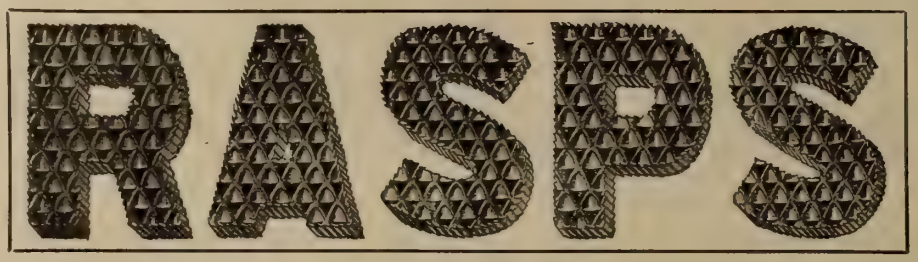
Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 40 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
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INDEX TO ADVERTISERS.

A

Acme Can Works ... 18
Alabastine Co ... 15
American Shearer Mfg. Co ... 57
Armstrong Mfg. Co ... 62
Atkins, E. C., & Co ... 16
Atlas Mfg. Co ... 57

B

Banwell Hoxie Wire Fence Co ... 19
Barnett, G. & H. Co ... outside back cover
Batty Stove Co. ... 47
Belleville Rolling Mills ... 17
Benjamin Moore, & Co ... 49
Berry Bros ... 53
Birkett, Thos. & Son Co ... 1
Bowmanville Foundry Co ... 24
Brandram Henderson ... 50
Brantford Cordage Co ... 19
Brantford Roofing Co. ... 9
Bregent, A. E. ... 13
Burr Mfg. Co ... 12
Business Systems ... 25

C

Cameron & Campbell. ... 26
Canada Foundry Co ... 12
Canada Horse Nail Co ... 16
Canada Iron Furnace Co ... 47
Canada Metal Co. ... 61
Canada Paint Co ... 52
Canada Paper Co ... 12
Canadian Buffalo Forge Co ... 63
Canadian Bronze Powder Works ... 49
Canadian Fairbanks Co ... 62, 64
Canadian Heating & Ventilating Co ... 22
Canadian Oil Co ... 14
Canadian Sewer Pipe Co ... 47
Caverhill, Learmont & Co ... 7
Chicago Spring Butt Co ... 1
Clauss Shear Co ... 67
Cluff Bros ... 63
Consolidated Plate Glass Co ... 54
Consumers' Cordage Co ... 10
Copeland-Chatterson ... 44
Copp, W. J ... 43
Covert Mfg. Co ... 9
Cumming Mfg. Co ... 4

D

Davenport, Percy P ... 12
Davidson, Thos., Mfg. Co ... 4
Dennis Wire and Iron Co ... 18
Dieckmann, Ferdinand ... 55
Dominion Cartridge Co. ... 19
Dorken Bros ... outside front cover
Dowswell Mfg. Co ... 9

E

Eadie, H. G ... 47
Emlyn Saw Bench ... 14
English Embrocation Co ... 72
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co ... inside back cover

F

Fenner, Frederick ... 49
Findlay Bros. ... 18
Forman, John ... 64
Forwell Foundry Co ... 62
Fox, C. H ... 16
Frothingham & Workman ... 6

G

Galt Art Metal Co ... 57
Gibb, Alexander ... 16
Gibsone, J. B ... 18
Gilbertson, W., & Co ... 47
Glauber Brass Co ... 62
Grautoff, B. A ... 25
Greening, B., Wire Co ... 72
Guelph Stove Co ... 24
Gutta Percha and Rubber Mfg. Co ... outside back cover

H

Hamilton Cotton Co ... 18
Hanover Portland Cement Co ... 13, 18
Harris, J. W., Co ... 11
Heinisch, R., Sons Co ... 17
Heney, E. N., & Co ... 68
Hobbs Mfg. Co ... 14
Howland, H. S., Sons & Co ... 5
Hutton, Jas., & Co ... 17
Hyde, F. & Co ... 13

I

Imperial Varnish and Color Co ... 48
International Portland Cement Co ... 13, 25

J

Jamieson, R. C., & Co ... 49
Jardine, A. B., & Co. ... 47
Johnson's, Iver, Arms and Cycle Works 56
Joy Mfg. Co ... 22

K

Kemp Mfg. Co ... 26
Kerr Engine Co ... 64

L

Lamplough, F. W. & Co ... 46
Leslie, A. C., & Co. outside front cover, 47
Lewis Bros., Limited ... 3
Lewis, Rice, & Son ... inside front cover
Lockerby & McComb ... 9
London Foundry Co ... 11
Lucas, John ... 51
Ludger Gravel Co ... 52
Lufkin Rule Co ... inside back cover

Mc

McArthur, Alex., & Co ... 66
McCaskill, Dougall & Co ... 49
McClary Mfg. Co ... 20
McDougall, R., Co ... 15

M

Macfarlane, Walter ... 72
Martin-Senour Co ... 51
Maxwell, David ... 72
Metal Shingle and Siding Co ... 11
Metallic Roofing Co ... 45
Millen, John & Son ... outside back cover
Montreal Rolling Mills Co ... 57
Moore, Benjamin, & Co. ... 53
Moore, D., Co ... 23
Morrison, James, Brass Mfg. Co ... 58
Morrow, John, Machine Screw Co ... 17
Mueller, H., Mfg. Co ... 64
Munderloh & Co ... 69

N

Newman, W., & Sons ... 13
Nicholson File Co ... 70
North Bros. Mfg. Co ... 7
Nova Scotia Steel and Coal Co ... 47

O

Oakey, John, & Sons ... 47
Ontario Steel Ware Co ... 17
Ontario Tack Co ... 47
Ontario Wind Engine and Pump Co ... 13
Orford Copper Co ... 47
Oshawa Steam & Gas Fitting Co ... 62
Owen Sound Wire Fence Co ... 11

P

Penberthy Injector Co ... 65
Peterborough Lock Co ... 26
Peterborough Shovel & Tool Co. ... 24
Phillips, Chas. D ... 57
Phillips, Geo., & Co ... 53
Pink, Thos ... 2

Q

Queen City Oil Co ... 18

R

Ramsay, A., & Son Co ... 51
Reid David ... 43
Robertson, James Co ... inside back cover
Roper, J. H ... 16
Round, John, & Son ... 10

S

Samuel, M. & L., Benjamin, & Co ... 2
Scott, Bathgate & Co ... 16
Seymour, Henry T., Shear Co ... 17
Shantz, I. E., & Co ... 62
Sharratt & Newth ... 62
Sherwin-Williams Co ... 46
Shurley & Deitrich ... 8
Silica Barytic Stone Co ... 17
Stairs, Son & Morrow ... 70
Standard Ideal Sanitary Co ... 58
Standard Paint and Varnish Works ... 47
Stanley Rule & Level Co ... 13
Starr Mfg. Co ... 12
Staunton's Limited ... 11
Steel Trough and Machine Co ... 17
Stephens, G. F., & Co ... 47
Sterne, G. F., & Son ... 62
Stewart, Jas., Mfg. Co ... 21

T

Taylor-Forbes Co ... outside front cover
Tenders Welland Canal ... 45
Thompson, E. & S. Co ... outside back cover
Toronto and Belleville Rolling Mills ... 23
Turner Brass Works ... 64

V

Vickery O ... 62

W

Wallace Barnes Co ... 49
Warminton, J. N ... 25
Western Assurance Co ... 22
Western Wire Nail Co ... 9
Whitaker Stove Co ... 22
Winnipeg Paint and Glass Co ... 43
Wright, E. T., & Co ... 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Auditors.
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Robertson, Jas. Co,, Montreal.

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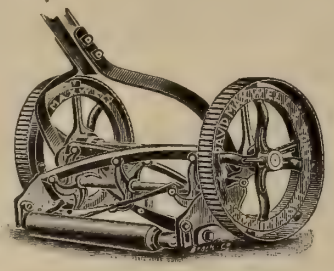
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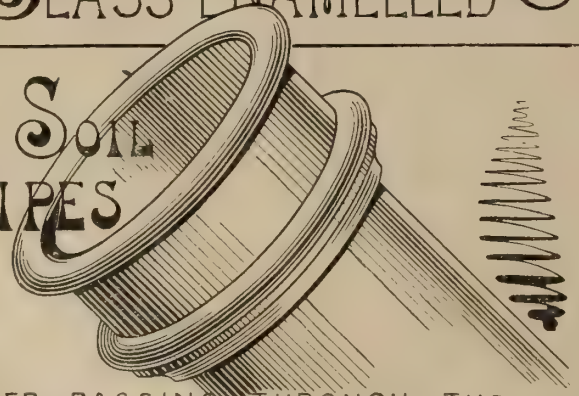
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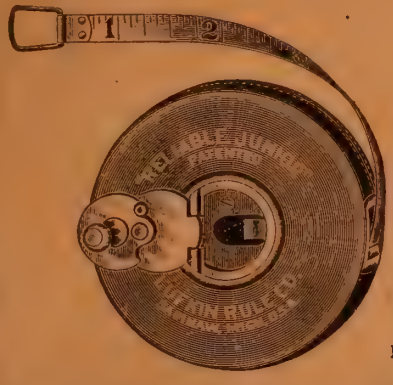


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Facts YOUR Customers Know About "SOVEREIGN" HOT WATER BOILERS



The economic devices which appealed so strongly to **you practical men** are **now** universally recognized.

The "Sovereign" **Sifting Grate** has "caught on." Come to think of it **that** was inevitable. In shaking the fire of the ordinary boiler, or stirring it up to remove clinkers, a little good fire is wasted every day—not much, of course, but still a few pounds daily. Your customers figured this out long ago—by the week, month and year. They concluded that a good many dollars were going to the ash heap. They read "Sovereign" ads. They had its economic devices explained by enthusiastic users. Now the demand is for "**Sovereign**" **Hot Water Boilers** all the time. Can you meet that demand?

Did you ever think what our constant advertising means to you?

GET PARTICULARS AT ONCE

TAYLOR-FORBES COMPANY, Limited

TORONTO—1088 King St. West.
MONTREAL—122 Craig St. West.
Head Office and Works, **GUELPH, ONT.**

AGENTS:
Mechanics' Supply Co., Quebec.
Vulcan Iron Works Co., Winnipeg.
Boyd-Burns & Co., Vancouver.

See Classified List of Advertisements on Page 71.

FIRE-PLACE GOODS

FENDERS - ANDIRONS

GAS LOGS - COAL VASES

FIRE SCREENS - TEA STANDS

Etc.





Brass and Iron Bedsteads

GRATES



FIRE SETS



COAL VASES IN IRON AND BRASS



FIRE SETS

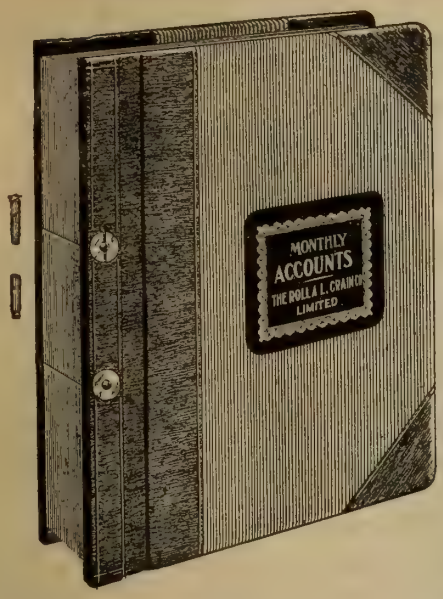
MANTELS

WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

TORONTO.



How Many Slow Debts Have You?

How many of these debts are due to the debtor or to your own carelessness? If you insist upon prompt collections you usually get them, but it is important that you properly approach the delinquent debtor when forcing a settlement.

THE MONTHLY ACCOUNT SYSTEM

has proved the most efficient means of approaching debtors. Make it known to your customers that you have adopted the new system—the monthly account system of rendering accounts—and you will be surprised at the returns. Short accounts make best friends. Do your part to foster the friendship and goodwill of your customers by letting them know monthly how they stand on your books. Leave your accounts to a convenient time for making them up, when they have piled up into a big amount, and you have distrust. They may not tell you so, but they wonder how it ever amounted up to such an amount.

WRITE US FOR FURTHER INFORMATION.

The Rolla L. Crain Co., Limited

OTTAWA, CANADA

TORONTO: 18 Toronto Street MONTREAL: 74 Alliance Bldg
WINNIPEG: 11 Nanton Block

OUR LINES FOR XMAS ARE SELLERS

BOKER'S SKATES
Single and Double Enders.

Dominion Perfect, Rover, King Fisher, Crescent

HOCKEY STICKS

GILLETTE SAFETY RAZORS
No stropping; no honing.

GILLETTE EXTRA BLADES

BOKER'S KING CUTTER RAZORS

RODGER'S PEN AND POCKET KNIVES

CARVERS IN CASES

SCISSORS IN CASES

QUALITY HIGH PRICES LOW

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

OTTAWA, ONT.

Other Tools are very Good Tools, but

"YANKEE TOOLS"

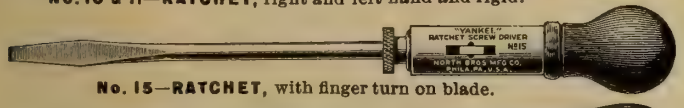
ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET—right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



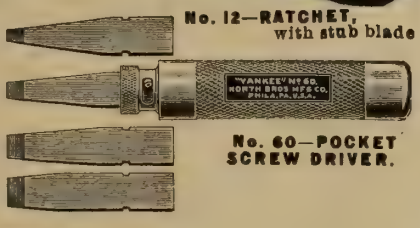
Chuck and 8 Drill Points for spiral ratchet screw driver.



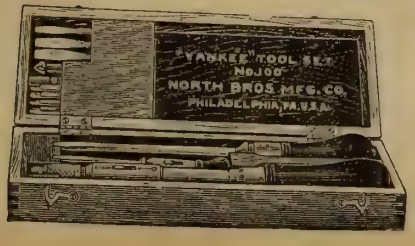
No. 12—RATCHET, with stub blade



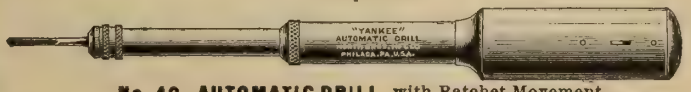
Countersink, for spiral ratchet screw driver.



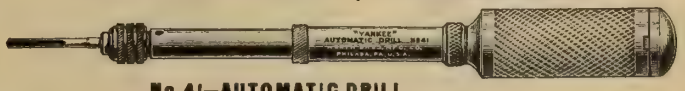
No. 60—POCKET SCREW DRIVER.



DRILLS



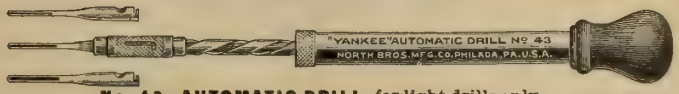
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



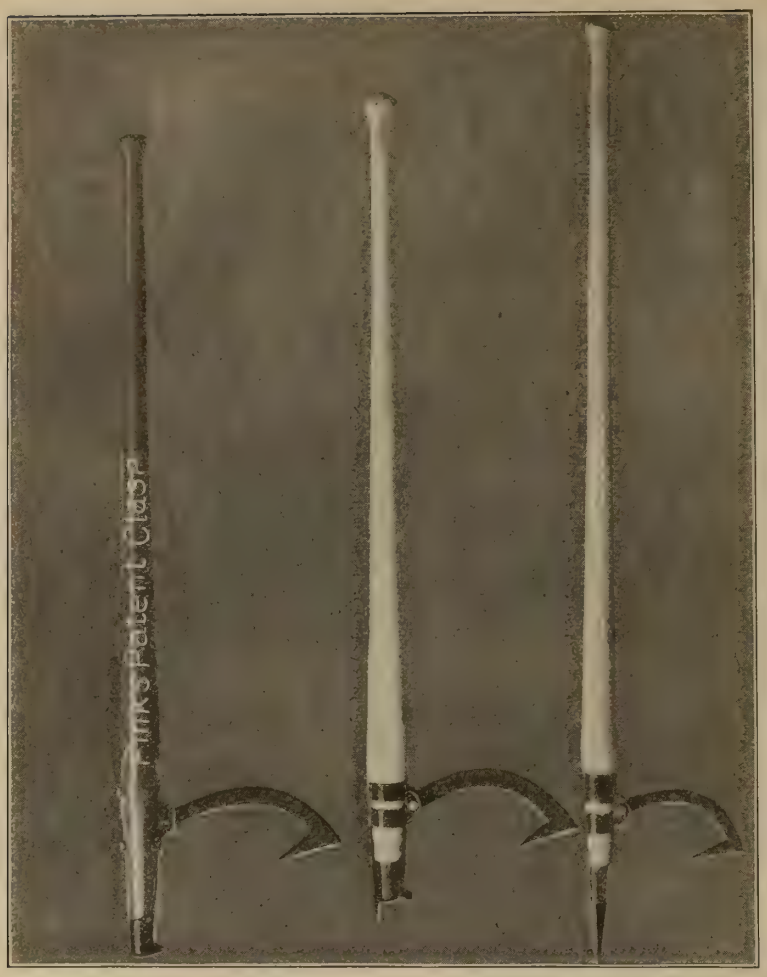
No. 50—RECIPROCATING DRILL, for wood or metals.

SOLD BY LEADING JOBBERS

SEND FOR OUR NEW "YANKEE" TOOL BOOK

NORTH BROS. MFG. CO.

PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

ESTABLISHED 1855

HEADQUARTERS FOR

PIG IRON

ENGLISH and SCOTCH

Prompt and forward delivery. Interesting prices.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

TORONTO

THERE'S SOMETHING IN IT

RETURNED
DEC 22 1906



RETURNED
DEC 22 1906

50 ACRES
54 BUILDINGS
3500 EMPLOYEES



RETURNED
DEC 22 1906





RETURN
DEC/22
to Montreal
Cut Book No.
Page No.
aaw

We mean in the wonderful growth of the Disston plant---it's proof of the quality of the goods turned out by the firm.

Poor tools may sell for a while, but the 65 years that the Disston products have been on the market mean that the public have recognized their value, and, having once found a good thing, have sense enough to remember the name---DISSTON.

DISSTON'S FILES, although perhaps not so well known as Disston's Saws, are nevertheless the same quality as everything else turned out by the Disston Works---the best; and it's none too good for you, Mr. Dealer.

These files won't cost you any more than the poor sort. Why not get the best possible value for your money?



RETURNED
DEC 2

WRITE FOR PRICES

LEWIS BROS., LTD.

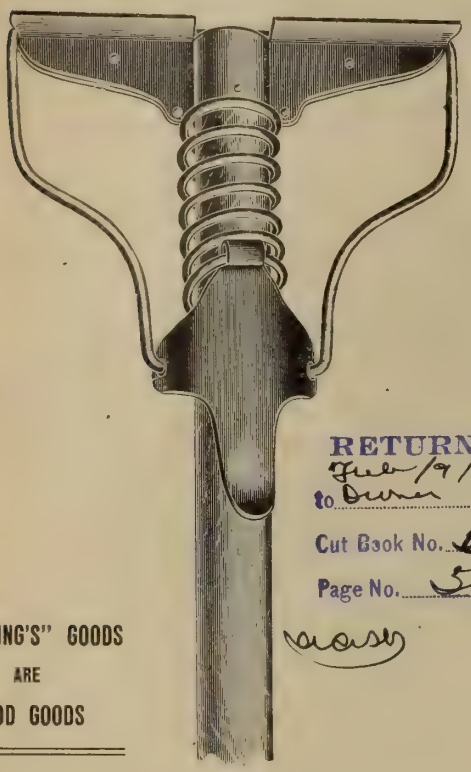
MONTREAL

OTTAWA
TORONTO

WINNIPEG

VANCOUVER
CALGARY

The "Best" Mop



"CUMMING'S" GOODS
ARE
GOOD GOODS

RETURNED
Feb 19/07
to Dunn
Cut Book No. 60
Page No. 56

ENJOYS THE LARGEST SALE OF ANY MOP MADE

Unquestionably the most popular and best selling article of its kind.

Although we had increased our output greatly in the past we were unable to supply the trade. We, therefore, have been obliged to double our capacity in order to meet the steadily increasing demand for this favorite article.

ORDER EARLY FOR PROMPT SHIPMENT

They are sold by all the leading jobbers.

Made by

THE CUMMING MFG. CO., LIMITED
RENFREW, ONT.
Winnipeg : 608 Ashdown Building

DAVIDSON'S GALVANIZED PAILS



The "Alberta"

Strongly made with heavy Pressed Bottom and supplied with substantial bail handle.

DIMENSIONS

Top Diameter - -	14 inches
Bottom Diameter - -	9 "
Depth - - - -	10½ "

The most suitable pail yet made for farm and stable work

Note the extra width across the top. Horses with their bridles on can drink with ease.

The "Minto"

Made very strong and rigid and supplied with heavy Hercules bottom.

Ears reinforced on the inside.

Just the pail required for Contractors, Railways and Corporations.



We also supply Dufferin and English pattern pails, all sizes, and can make prompt shipment

Write for prices

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

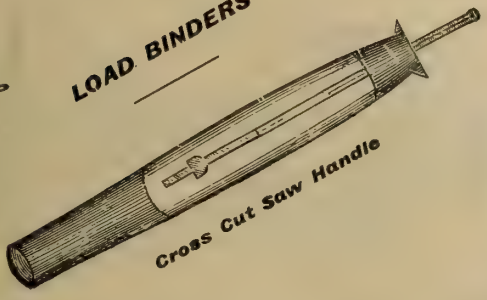
Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

LUMBERMEN'S SUPPLIES

LOAD BINDERS

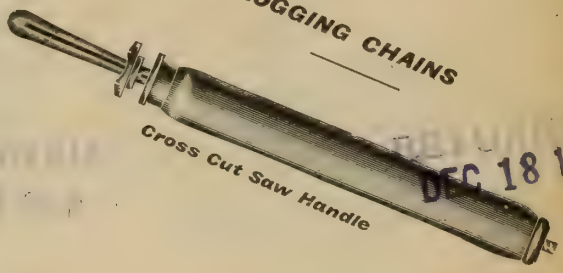


Cross Cut Saw Handle



Cross Cut Saws

LOGGING CHAINS



Cross Cut Saw Handle



Narrow Cross Cut Saws



Axe Handles



Boot Calk



Boot Calk



Cross Cut Saw Set





Repair Link

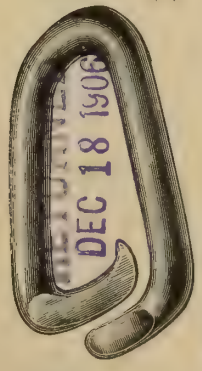


Coil Chain



Cross Cut Saw Set

Chopping Axes, Single and Double Bit



Repair Link



"Nicholson" and Kearney & Foote Files

For fuller particulars of the above see our Hardware Catalogue.

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station.

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

We Ship promptly

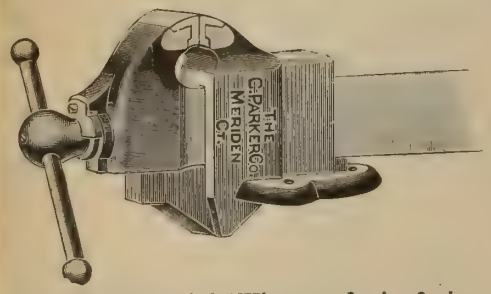
Semi-Steel has a strength several thousand pounds greater than cast iron.

That is why it is used in Parker Vises.

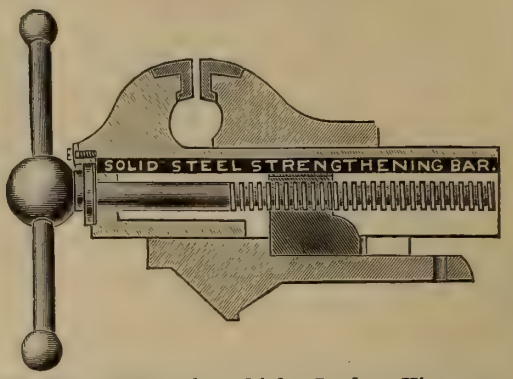
The Parker Vises are made stronger in the weak part of all vises than any other vises are made.

The sliding or moving jaw is the part most liable to break in any vise.

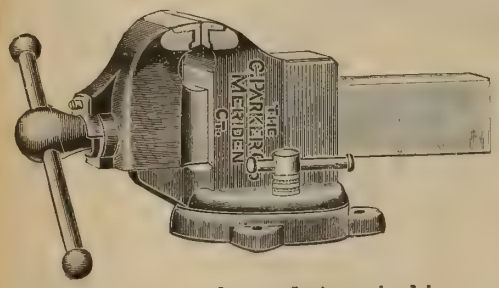
The Parker Company has provided against that danger by casting in the sliding jaw a solid steel bar strengthener. This improvement makes the jaw practically unbreakable. It is found only in Parker Vises.



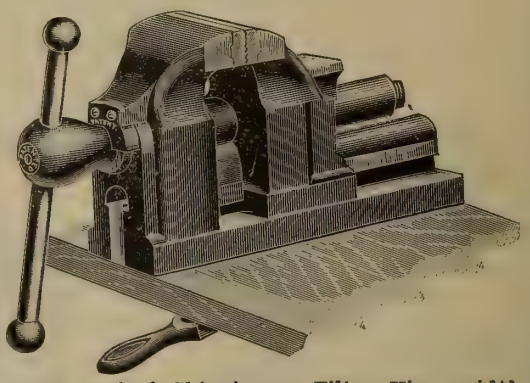
Stationary Machinist Vise, made in 6 sizes with jaws 3¼-in. to 6¼-in.



Showing manner in which Parker Vises are strengthened by a solid steel bar.



Same as above only made to swivel in any direction.



Heavy Swivel Chipping or Filing Vise, width of jaws 5 inches.

Parker Vises are made in all approved shapes and sizes for machinists, pipe fitters, wood workers, etc.

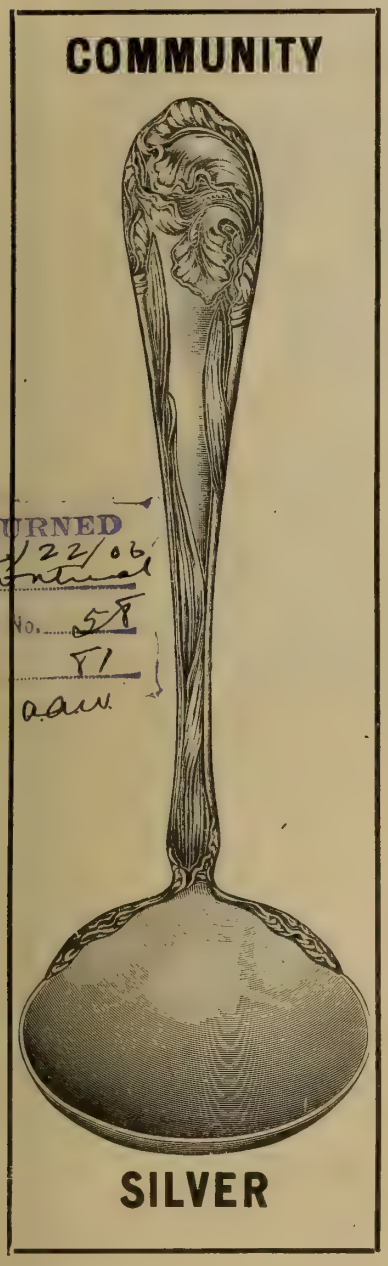
We keep a full line of Parker and other makes of vises.

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA.

FOR CHRISTMAS GIFTS



RETURNED
Dec/22/06
to Montreal
Cut Book No. 58
Page No. 81
a.a.w.

It is just a question of **Yes** or **No.**

Do you want common every-day plated ware that will drive away your trade in a short time.

Or silverware with a high reputation for quality, with a guarantee for 25 years wear.

A line that will bring repeat orders. In

COMMUNITY SILVER

we have such a line. The Flower De Luce pattern shown here looks like Sterling.

It possesses the true beauty and delicacy of ornament found only in the best sterling ware.

CAN BE SUPPLIED IN

SPOONS

Coffee, Tea, Dessert, Table, Soup, Orange and Berry.

FORKS

Dessert, Table and Oyster



RETURNED
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a.a.w.

Pie Servers, Sugar Tongs, Dessert and Table Knives, Cold Meat Forks, Gravy, Oyster and Soup Ladles.

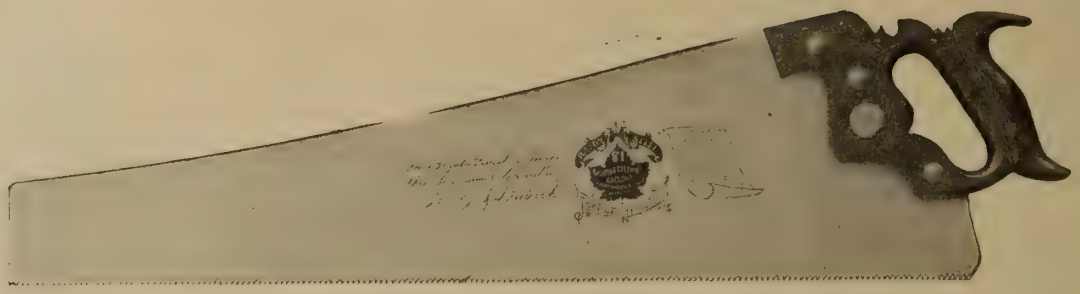
Wholesale Distributors

Caverhill Learmont & Co

MONTREAL and WINNIPEG

Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

Brantford—Roofings

This Represents Our



"ASPHALT"
No. 1, 2, 3
"RUBBER"
No. 1, 2, 3

Each Roll is complete with Nails and Cement to lay. Best selling goods in the market.

BRANTFORD ROOFING CO.
LIMITED
BRANTFORD, ONTARIO



SIMPLE



DURABLE

RELIABLE

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

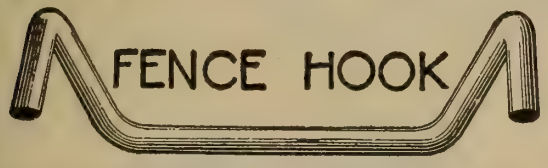
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, ——LONDON, ONT

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

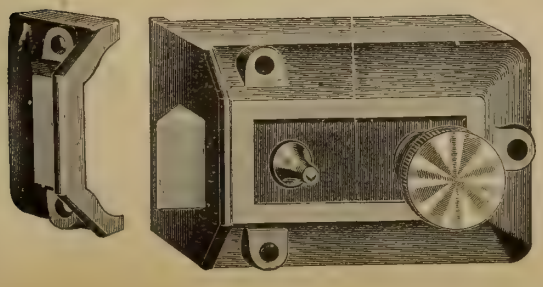
Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

SILVER PLATED LIST $22.30

BEST NICKEL SILVER LIST $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

JOHN ROUND & SON, LIMITED

MANUFACTURING

Cutlers and Silversmiths

Factories SHEFFIELD, *Eng.*

MONTREAL

Established 1847

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

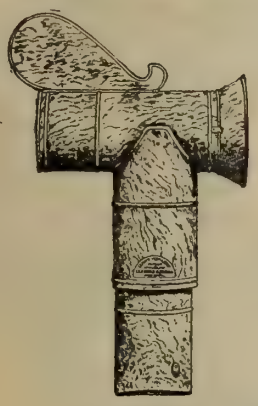
CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

Business Getters for Tinsmiths



Are there any defective chimneys in your locality?
Then it is your chance to get business.

—THE—

ZEPHYR Ventilator

saves the expense of building a high chimney.

It is so constructed as to guarantee a perfect draft, and, therefore, easy combustion.

By using the ZEPHYR, it is possible to burn soft coal with the best results.

The smoke is easily drawn off, enabling an even heat to be generated

THE ZEPHYR IS STRONGLY PUT UP AND WILL RESIST ANY STORM

This is what others think of it :

Montreal, June, 1901.

MESSRS. J. W. HARRIS CO., LTD.
Dear Sirs,—
We have been using two [2] of your "AEOLIAN" Ventilators for the past three years and would say that they have given entire satisfaction and are certainly all that you claim for them.

Yours respectfully, WARDEN KING & SON.

We manufacture and guarantee:

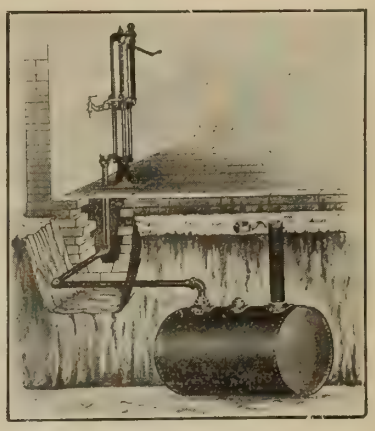
The Harris Filter. The Zephyr Ventilator,
The Aeolian Ventilator. Expansion Conductor Pipe.

The J. W. HARRIS CO., Limited

Successors to LESSARD & HARRIS.

Contractors - - - - MONTREAL

Explosion Proof



The Bowser Long Distance Outfit makes explosions impossible, because the tank is built for gasolene and not for water, and is then buried safely underground, absolutely preventing leaks, evaporation and deterioration, and because the pump is fitted with an automatic check valve and lever shut-off which immediately cut off the flow of gasolene and prevents dripping.

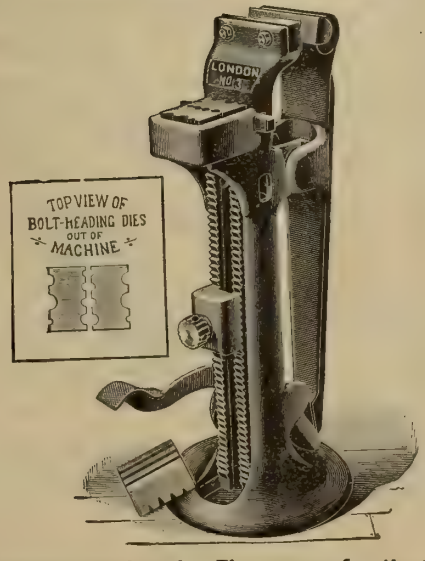
Besides safety, the Bowser insures economy, facility and cleanliness. Delay is dangerous.

Write to-day for catalog V.

S. F. BOWSER & CO., Inc.

Toronto, Ont.

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,

LONDON, CANADA Limited

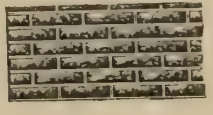


SAFE LOCK SHINGLE

SHINGLES

Our "Safe Lock" shingle has helped many a dealer to make and hold trade. It's construction appeals to anyone as being superior, and when put on a roof they give lasting satisfaction and makeneighbors want them.

ROCK FACE BRICK & STONE.



SIDINGS

There is nothing else so suitable as our steel sidings to dress up old buildings with and make them warm—They are also useful for a low priced building where attractive appearances are desired.



CEILINGS

When you sell and erect one of our classified designs you can always count on a well pleased customer—These designs do not get out of date same as patterns carrying out no idea. Give a customer a selection and he will invariably turn to our classified ceilings. They cannot get away from their richness.

The Metal Shingle & Siding Co.,

PRESTON, Ontario LIMITED

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills.
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK

This design a guarantee of quality.

CANADA PAPER CO., LIMITED,

"Headquarters for high grade Fibre and Manilla Papers"

Toronto. Montreal. Windsor Mills, P.Q.



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Some Points About C. G. E. Meridian Lamps

Simplicity	*Efficiency*	*Low Cost*	*Quality*
Easy renewal	Perfect light distribution	Inexpensive to install	Brilliant
Lights instantly	Average downward efficiency	No repairs	Soft and uniform
Burns on any standard circuit	Exceeds 1 watt per candle	Cheap renewals	

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office: Toronto, Ont.

District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Proper Heating Essential

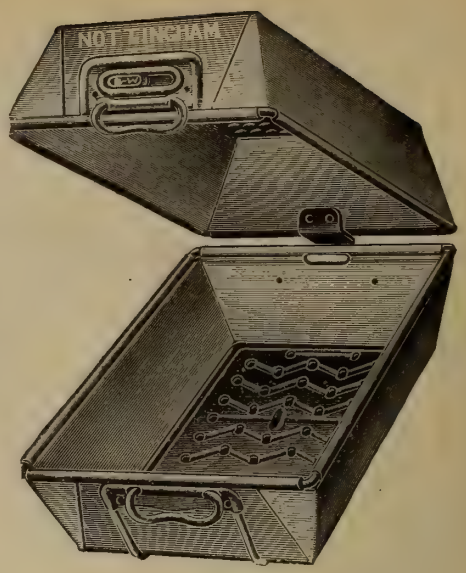
Tensile strength, great durability and facility in welding depend on the treatment of the metal in the furnace.

Only experts handle the iron in the London Mills' Furnaces. This is the secret of the regularity of its good quality.

A trial order will make you a regular customer. 53

London Rolling Mills
London, Canada.

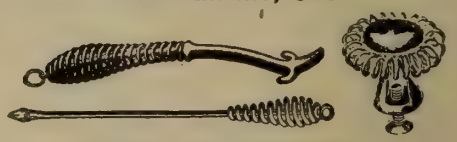




Strong, durable and convenient, with false perforated bottom and ventilator

E. T. WRIGHT & CO., - HAMILTON, CAN.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT

622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts



Are Your Best Winter Money-Makers

They are so well-known and so widely advertised, that they sell themselves.
All styles for men, women and children.
If you don't know Starr Skates—and Rex and Mic Mac Hockey Sticks
Write for 1907 Catalogue

Starr Manufacturing Co.
Limited
DARTMOUTH, N.S.
Canada
Branch Office, TORONTO, ONT.

Let us Help You Increase Your Business

Why not **go after and get** the fire brick trade in your locality.

Our expert information is at your command and will enable you to make this a paying line.

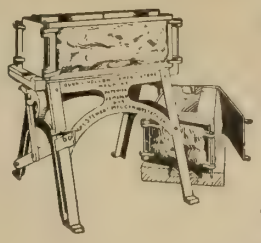
Make this one of the New Year resolutions and KEEP IT.

Francis Hyde & Co.

Contractors and Foundry Supplies

31 WELLINGTON ST.

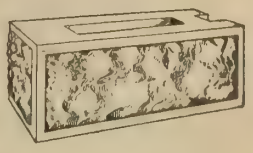
MONTREAL



INCREASE YOUR SALES OF CEMENT

BY HAVING A

Dunn Hollow Concrete Block Machine



TO RENT TO YOUR CUSTOMERS

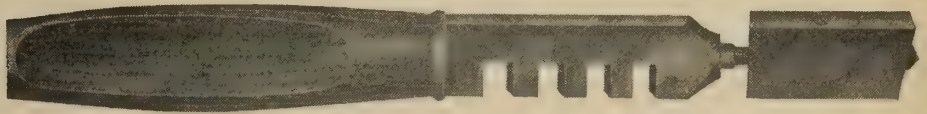
Concrete Block Construction has come to stay and, on the Dunn Machine, which is compact, portable and simple in construction and operation, all the blocks required in the average building can be made. The price of complete outfit is very moderate, and you will find it a profitable investment. It is the most popular machine in the market. Write for catalogue to Dept. H.

The James Stewart M'f'g Co., Limited

WOODSTOCK, ONT.

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns. Also **Cirole Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons,** etc., etc., etc.

Canadian Agent: J. B. GIBSONE, P.O. Box No. 478, MONTREAL

From whom users of Glaziers' Diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.

NEWMAN'S PATENT INVINCIBLE FLOOR SPRINGS

Combine all the qualities desirable in a Door Closer. They work silently and effectually, and never get out of order. In use in many of the public buildings throughout Great Britain and the Colonies.

MADE SOLELY BY

W. NEWMAN & SONS, Birmingham.

WORK AND PRICES RIGHT

GALVANIZING

ONT. WIND ENGINE & PUMP CO. LIMITED.

TORONTO, ONT.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

OUR LINES ARE SELLERS!

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" ***FARLEY WORKS, SHEFFIELD, ENG***

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL **TELEPHONE M. 5576**

It Pays to Sell "STERLING" Paints



It costs no more than ordinary brands.

Your customer gets all paint—no sand in the bottom of can.

It spreads more easily—more smoothly.

The job when completed has a finish, a beauty about it which delights the customer and adds to your reputation and business.

It wears splendidly—will last at least a year longer than the ordinary brands.

Stock "Sterling" Paints for your Spring trade—a trial will convince you that you cannot afford to handle any other if you wish RESULTS and are anxious to get the BEST.

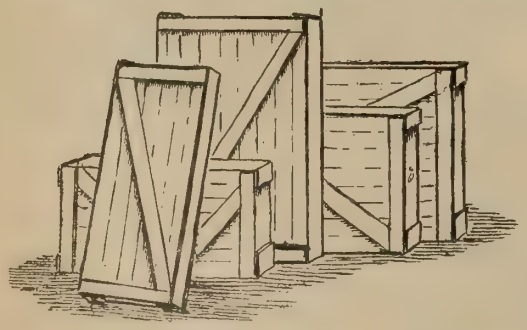
"STERLING" IN NAME. **"STERLING" IN QUALITY.**

Manufactured by

CANADIAN OIL COMPANY LIMITED, TORONTO

MONTREAL ST. JOHN HALIFAX WINNIPEG VANCOUVER

WINDOW GLASS FOR IMPORT



We have Special Prices for Import for Spring Delivery.

Do not place your order before seeing our prices. They will interest you.

Save money by importing direct.

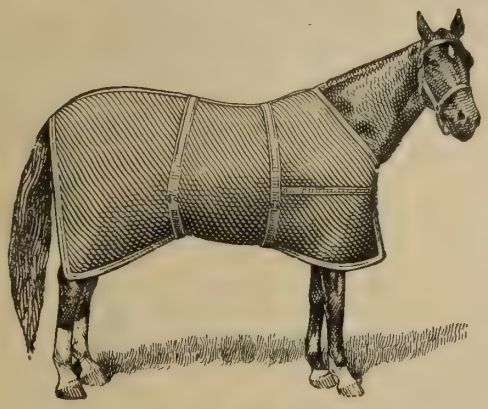
We offer special Strong Cases, thus ensuring delivery in good order.

Send us your specification. We are always pleased to quote prices.

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

STAY-ON
(REGISTERED TRADE MARK)



1907

Our travellers are now showing Summer Sheets for 1907. Do not forget that trade in this line is growing very fast. Order when traveller calls and have the goods when they are required. Made in Hessians, Linens, Ducks, Cottons, etc. Only large dealers in this line in Canada.

THE TELFORD & CHAPMAN MFG. CO.,
ROCK ISLAND, QUE.

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

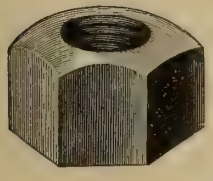
Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

GALT, - CANADA



The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO

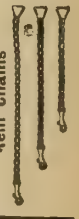


Trojan Strap No. 20

Covert Mfg. Co.

TROY, N. Y.

Harness Snaps, Chain, Rope and Web Goods, etc. For sale by Jobbers at Manufacturers' prices.



Rein Chains

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.
OF ONTARIO, Limited.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

CELEBRATED # HEINISCH **SHEARS**

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

106 N. Francisco Ave., CHICAGO, ILL.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

SEYMOUR SHEARS

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

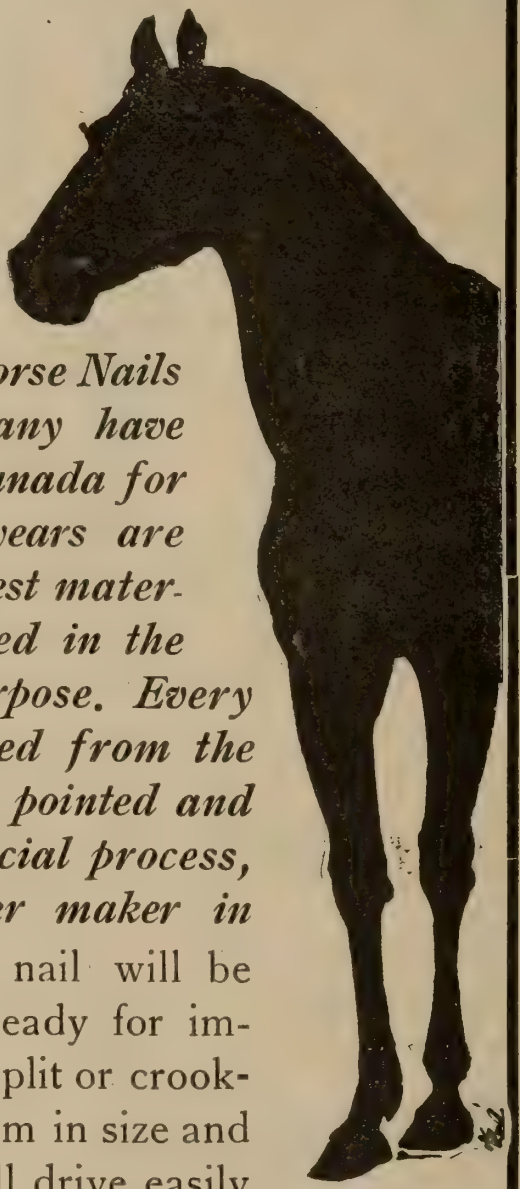
Henry T. Seymour Shear Company

WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

I Want "C" Horse Nails!



No one who has any "horse sense," will want anything but the best Horse Nails! *The "C" brand Horse Nails which this Company have been making in Canada for the last forty years are made from the best material known or used in the world for the purpose. Every nail is HOT-forged from the end of a rod, and pointed and finished by a special process, used by no other maker in Canada.* Every nail will be found perfect and ready for immediate use. No split or crooked nails—all uniform in size and quality. They will drive easily into the hardest hoofs without buckling, and form a perfect clinch which will hold the shoes firmly on.

Samples and quotations on application.

CANADA HORSE NAIL CO.

MONTREAL

ESTABLISHED 1865

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephen's Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

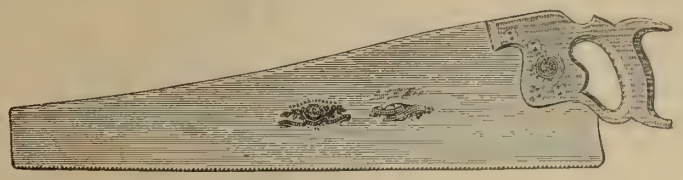
Our extensive Advertising creates the demand Will you supply it in your territory?

Write for our special plan, tells how "We help you **sell.**"

G. F. Stephens & Co. Limited

PAINT AND COLOR PAINTERS

WINNIPEG, - CANADA



Dame Quality at Our Bidding Waits

Our ***Handsaws*** are made of "top-notch" Crucible Cast Steel, they are tempered in oil and carefully tested. Every one is guaranteed.

The illustration shows one of our Patent Ground, Hollow-Back, Highly-Tempered, Highly-Finished ***Handsaws.*** It is praised the world over.

We also make Back Saws, Circular Saws, Hack Saws, Mill Saws, Canada Webs, Files, Edge Tools, etc.

The sun never sets on Spear & Jackson's Wares

A POSTCARD SENT TO US MAY MEAN A PILE
OF BUSINESS SENT TO YOU.

SPEAR & JACKSON

ÆTNA WORKS Sheffield, England

Telegraphic Address: "Spear," Sheffield

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

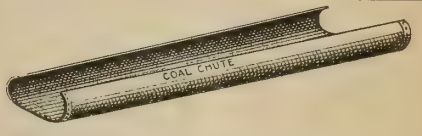
You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL



COAL CHUTE—Heavy Sheet Steel—A good line for Hardwaremen. Stock lengths, 6 ft. and 8 ft. Any length to order.

The Steel Trough and Machine Co., Ltd.
TWEED, ONT.

"QUALITY UNSURPASSED."

TORONTO AND BELLEVILLE ROLLING MILLS LIMITED.

BELLEVILLE, - ONTARIO.

WE ARE IN A POSITION TO FILL ALL ORDERS PROMPTLY FOR

BAR IRON

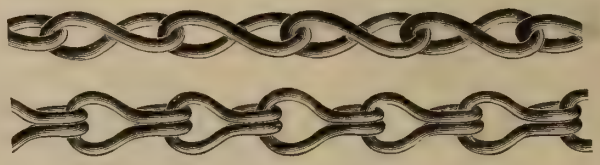
DOMINION WIRE MANUFACTURING CO.

LIMITED

MONTREAL TORONTO

Manufacturers of

Iron and Steel Wire,
Brass Wire,
Copper Wire,
Wire Nails,
Wood Screws,
Staples,
Jack Chain,
Bright Wire Goods,
Spring Cotters,
Steel Wire Barrel Hoops



WE MANUFACTURE A FULL LINE OF

Steel and Brass Jack Chain

SINGLE AND DOUBLE LINK

***WHEN** MAKING UP YOUR NEXT ORDER*

FOR

Bright Wire Goods or Wood Screws

INCLUDE IN ORDER

YOUR REQUIREMENTS FOR JACK CHAIN

When Ordering PLEASE Specify DOMINION WIRE MFG. CO.'S Goods

ALL DEALERS AGREE THAT THE



H. & R. is the Greatest Revolver Value for the Money



Because of the minute care in manufacture. Every piece of material must be the highest quality; the workmanship and finish the best; and every weapon must be perfect to pass the most rigid inspection before leaving the factory. If you are not carrying them in your stock, it will pay you to put in a line at once. Our catalog will interest you. Postal brings it.

HARRINGTON & RICHARDSON ARMS CO.

314 PARK AVE., WORCESTER, MASS.



Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.

Do You Care to Make Savings in Your Purchasing?

And also give entire Guarantee on Your Sales.



We are leaders in Sporting Goods Requisites and carry everything in this line.

Snow Shoes

of the best Indian make. **Extra quality gut**

Childs' Tufted,	*9 x 30,*	price per doz. pairs			*$15.00*
Boys' "	*10 x 33,*	"	"	"	*17.50*
Ladies' "	*11 x 36,*	"	"	"	*20.00*
Club, Plain,	*12 x 42,*	"	"	"	*22.50*
Men's "	*14 x 42,*	"	"	"	*25.00*
Shanty, "	*16 x 48.*	"	"	"	*27.50*

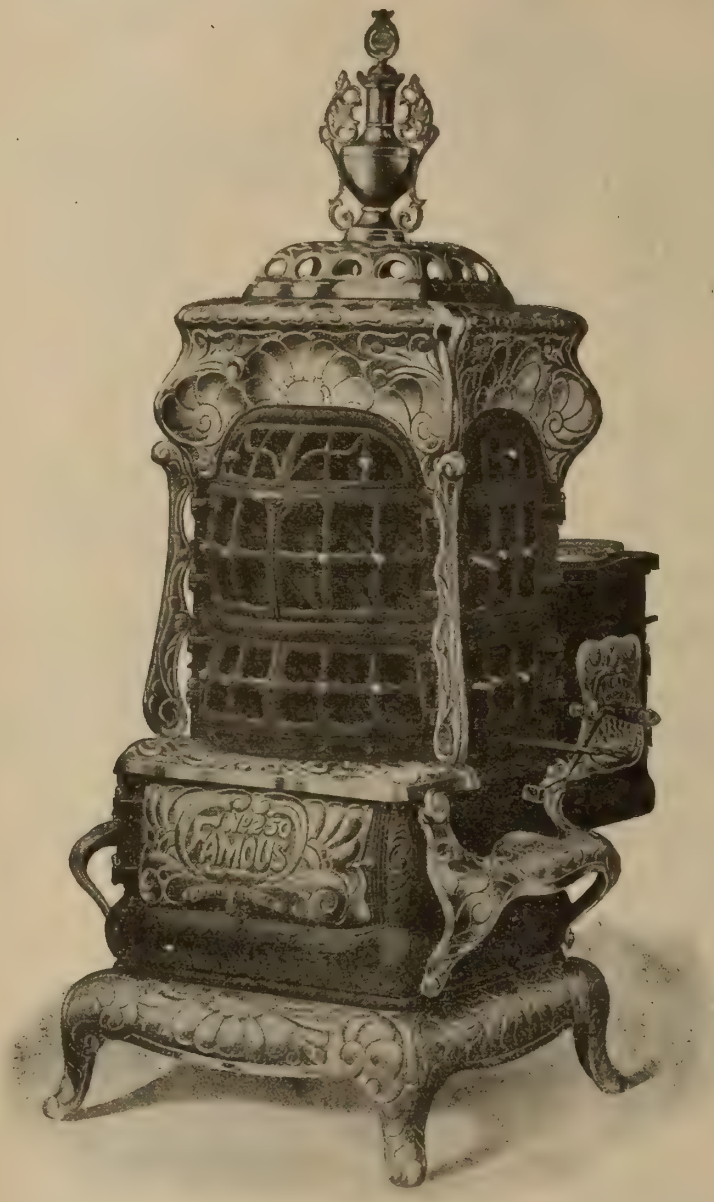
Write for Our Trade Price List

A. E. BREGENT

192 St. Catherine Street, - MONTREAL



We Can Deliver These Stoves



WITH OVEN—230 Series

To be exact, we can ship baseburners the same day we receive your order.

"Famous" baseburners are made in two styles and five sizes.

The No. 230 series is a heavy, durable stove, with a three flue construction which distinguishes it from nearly all other makes. Is made in three sizes, for parlor and two with oven.

Our No. 113 series is a lighter stove, but well made and excellent value for the money. Is made in two sizes for parlor and one with oven.

You can sell either of these lines and feel satisfied that your customers are getting the best that experience and skill can build.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON, CALGARY

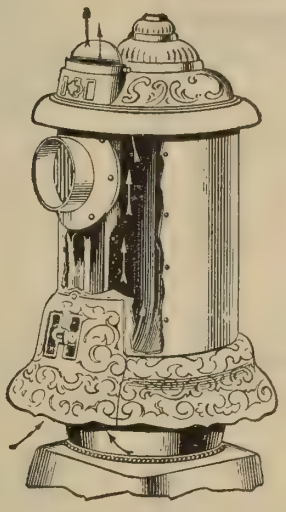
LARGEST MANUFACTURERS UNDER THE BRITISH FLAG OF STOVES, RANGES, FURNACES, ETC.

The "Good Cheer" Oak

NEW SERIES

Single and Double Heater





SECTIONAL VIEW.

Supplied with Feeder if Required



REAR VIEW.

Made in two sizes —either Single or Double Heater

No. 54, 13½ in. Firepot

No. 56, 15½ in. Firepot

This handsome Oak exactly fills the want between the low-priced heater and the more expensive base burner. The double-heater attachment we are able to include at a very small advance over price of a single-heater Oak, and is a feature which will be appreciated. Its construction as illustrated in the Sectional and Rear Views shows what a powerful heating adjunct it is.

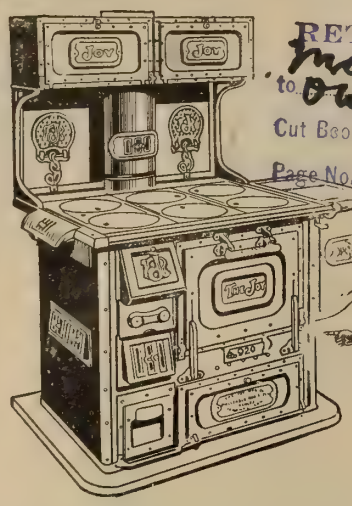
Body of Stove is of heavy polished steel, handsomely nickel trimmed. Large feed door with good sized mica lights, making it a very cheerful stove, while screw dampers in both upper and lower doors make it easy to regulate the fire.

A shaking ring draw centre grate is provided, as also a good sized ash pan.

THE JAMES STEWART MFG. CO. Limited

WOODSTOCK, ONT.

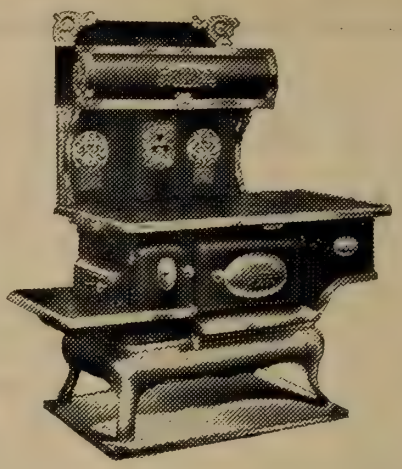
RETURNED
to Ottawa Jan 1/07
Cut Book No. 61
Page No. 49
Ottawa



The malleable iron angle frames, which are riveted to the body, front and back, and to the oven, making it perfectly tight, are alone worth the difference in price between The Joy Malleable Range and others. Do you see the idea ?

JOY MFG. CO., 32 Humberside Ave., TORONTO, ONT.

TEES & PERSSE CO., - Western Distributors, Winnipeg
CHAS. H. FOX, - Agent for British Columbia, Vancouver



Every Housewife

as well as her husband knows The Empire Queen Range.

They may not own

THE EMPIRE QUEEN RANGE

but—the decision of all their friends is good enough for them.

THE EMPIRE QUEEN looks well, cooks well, and **—sells** well. **That range is the best business builder** in the wide Dominion and we're going to tell you **just why** in the following series of ads.

Have you our Booklet ? A post card brings it.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario, Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.



"HERCULES"

CAST RANGE

is just what the name implies. Heaviest and best mounted stove on the market for the money. Write for weights and prices.

Roomy Flues,
Duplex Grates,
Large Fire Box,
Sectional Linings,

Above All—
A Perfect Baker and a Sure Trade-Winner.

CAN SHIP TO-DAY

Whittaker Stove Works

Windsor, Ont.

I WILL TALK

to practically every Hardware merchant in Canada from the Atlantic to the Pacific. I cannot do it all in one day, but during the first twenty-four hours I will deliver your message to every Hardware merchant in Ontario. I travel all day Sunday and on Monday morning there will not be a village within the limits of Halifax in the East, and Brandon in the West, into which I will not have penetrated.

I cannot go any farther East, so I now devote all my energies to the West, and so many new towns are springing up here each week that I haven't as much time as I used to have to enjoy the scenery. But I like talking to hardwaremen, clerks, travellers and manufacturers, especially as they are always glad to see me and hear the news I have to tell them. Tuesday noon I am at Calgary, Wednesday noon at Kamloops, and by Thursday morning I reach Vancouver having been in all the mining towns and all through the fruit districts of British Columbia.

I have been eighteen years on the road and I have a pretty good connection. I never intrude when a man is busy, but just bide my time, because I know men pay far more attention to what you have to say if you catch them when they have a few moments to spare. So I often creep into their pocket when they are going home at night, and when supper is over Mr. Hardwareman usually finds me. He must be glad to see me because he listens to what I have to say for an hour or more.



THE WANT AD. MAN

I try to always tell the truth, and men put such confidence in what I say that I would feel very sorry to deceive them even inadvertently. Probably some other week I will tell you about the different classes of people I meet. In the meantime if you want a message delivered to HARDWAREMEN, PLUMBERS, CLERKS, MANUFACTURERS or TRAVELLERS—and want it delivered quickly—I'm your man.

Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office . . . . .

Hardware and Metal

MONTREAL TORONTO WINNIPEG

LOOK OUT FOR THIS TRADE MARK

ON

ENAMELLED AND GALVANIZED WARE

IT MEANS QUALITY

Write for Catalogue

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

ESTABLISHED 1795

JOHN SHAW & SONS

WOLVERHAMPTON, Limited

WOLVERHAMPTON

FUSE White Countered, Gutta Percha Safety, Single and Double Tape, Etc.

Sole Canadian sales agents for

WM. BRUNTON & CO., Wrexham, England

INSIDE PRICES TO THE TRADE

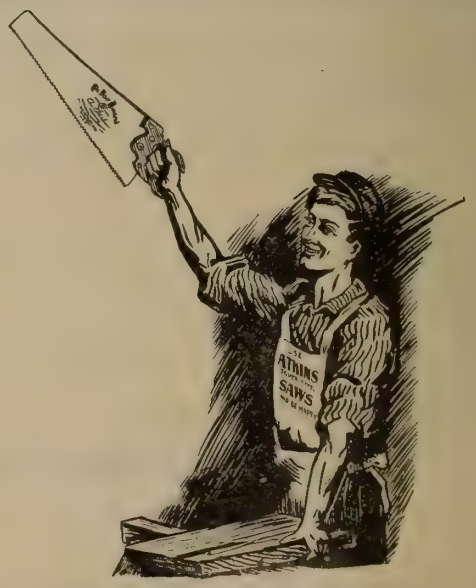
JAMES BARBER, Era Works, Sheffield

Best quality only,
TABLE AND POCKET CUTLERY,
RAZORS, CARVERS, Etc.

J. H. ROPER

Canadian Representative

82 St. Francois Xavier Street, MONTREAL



ATKINS SILVER STEEL SAWS

make merchandising easy. The Quality in them, backed by our enthusiastic publicity, has made them popular—we create the demand—you supply it. Easy to buy them—at your jobbers—or nearest branch.

E. C. ATKINS & CO., Inc.

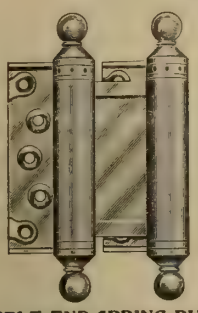
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 77 Adelaide St. E., TORONTO

CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

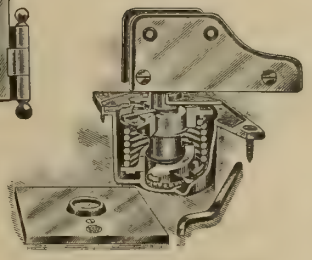


TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

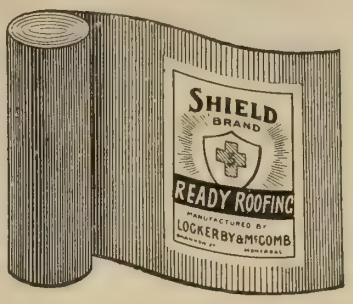
Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

The Long and the Short of It

"IT" MEANS



THE "LONG"

is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

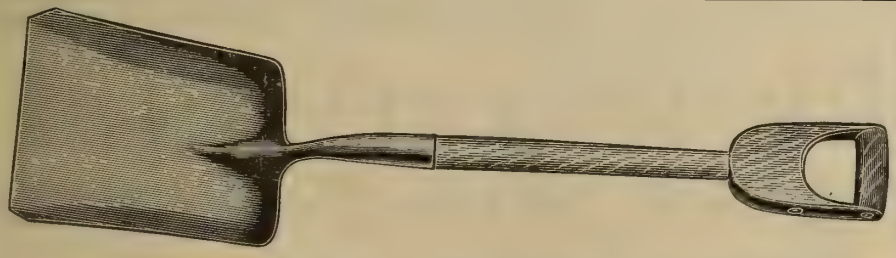
part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

LOCKERBY & McCOMB

65 SHANNON STREET

MONTREAL



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

By getting in touch with us you will become acquainted with the favorite lines:



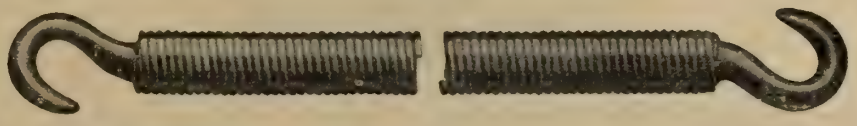
"Peterborough," "Lundy," "Irwin," and "Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

"PERFECTION" and "ECLIPSE"

Door and Gate Springs



Oil Tempered Furniture, Carriage Seat, Agricultural Implement Springs, etc., etc. Wire, Coppered, Bronzed, Tinned, etc., etc. Wire Rods.

J. A. HENDERSON, Board of Trade Building, **MONTREAL**

When it comes to HOCKEY STICKS you certainly want the best.



The high grade Hockey Sticks are manufactured by

E. B. SALYERDS

There's just one leader—our special. Why not order your supply from the largest manufacturers in Canada?

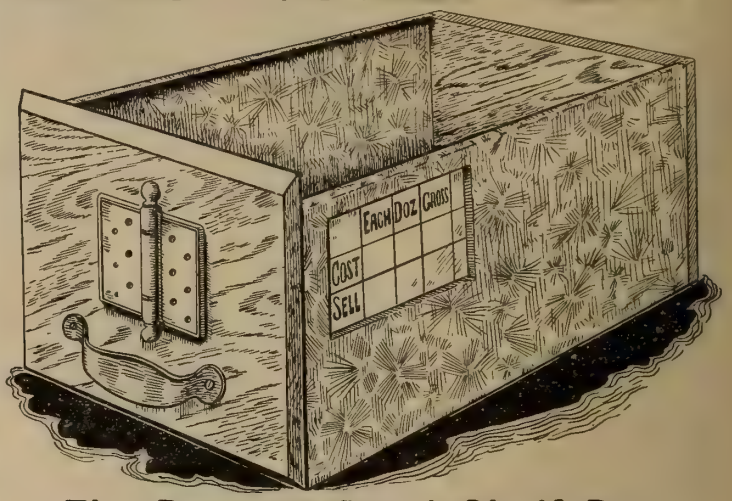
Wholesale and jobbing trade only supplied.

E. B. SALYERDS

PRESTON, ONT. - - CANADA

THE BEST SALESMAN

is the man who creates a demand for goods, convinces customers they want articles they had not thought of buying. Display your goods well and they will act as silent salesmen for you. They will suggest articles customers had not thought of buying.



The Bennett Steel Shelf Box

is the strongest and most serviceable box made. It has steel sides and wood front and back. There are no nails on the outside, the steel is locked into the wood by our own patented process.

WRITE FOR NEW CATALOGUE

Sole Manufacturers

CAMERON & CAMPBELL, TORONTO, ONT.

SAVORY ROASTERS

SELF BASTING SELF BROWNING

Now is the time to sell Savorys. Get them in your stock, fill up your windows and make a good display, as every home should have one and this is the season they sell.



Family Size $11\frac{1}{2}$x$17\frac{1}{2}$x$8\frac{1}{4}$

Hotel Size 13x20x$9\frac{1}{2}$

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KEMP MANUFACTURING CO., TORONTO, CAN.

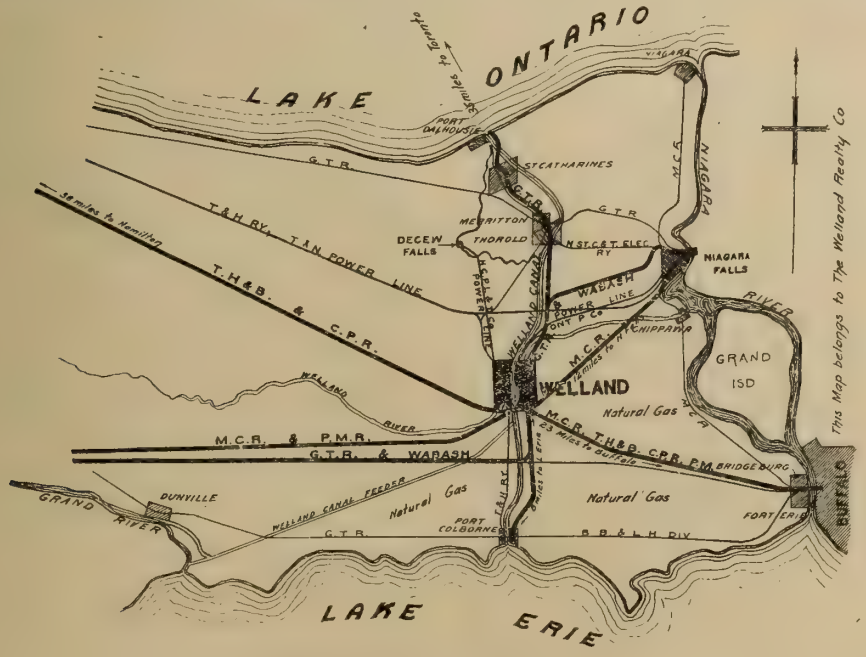
THE KEMP MFG. CO. OF MONTREAL
58 McGill St., Montreal, Que.

THE KEMP MFG. AND METAL CO., Limited
McDermot Ave. E., Winnipeg, Man.

A TOWN'S INDUSTRIAL AWAKENING

After Many Years the Town of Welland, Ontario, Suddenly Realized its Future as a Manufacturing Metropolis

Opportunity knocks but once, it's said, but for a whole generation this supposedly elusive visitor has hovered about the threshold of Welland, awaiting but a nod to enter and revolutionize the town. Opportunity has come. Nine new industries have been added to the town within a year, a feat not heretofore paralleled for a town of its size in Canadian industrial history. From all appearances the onward tide must continue until the once standstill hamlet has become a centre of manufacturing industry unsurpassed on the Western peninsula of Ontario. This is strong language but is backed by stronger evidence. Great events are known to spring from incients of small import. The loss of an industry that might have been kept marked the turning point in Welland's career, and initiated a movement that



Map Showing Welland as Railway Centre

will create there a city in the immediate future. The seal of progress has been stamped upon the municipality and it cannot turn back. It is marked for greater strides that must inevitably follow in the train of what has already taken place. With advantages a dozenfold greater than many other Canadian towns, it possesses potentialities that make possible a second Pittsburg such that a prophesy in this direction has very material evidence of future fulfilment.

Far-Reaching Advantages.

In a word Welland has probably the cheapest transportation, cheapest natural gas, cheapest electric power and light and the most inexpensive land values to be found in Canada. A well laid out town with fine public buildings and pleasantly situated in the healthiest district in the world where a progressive and aggressive citizenship exists, the centre of a rich agricultural district, and a proximity to the largest fruit farms and nurseries in Canada are a further combination adding to the desirability of residence in this much favored centre.

Unique Transportation.

First and foremost of these advantages are its unique transportation facilities. The fact of the town's situation at the head of deep water navigation from the Great Lakes gives it a commanding position over other places, insuring beyond peradventure its bounding to the forefront in proportion as the signification of this becomes generally recognized. Railway facilities are superb. The town is located on every trunk railway line in Canada, of which there are five. This leaves no possible want from a shipper's point of view.

The Welland Canal the great shipping channel between the east and west passes directly through the centre of Welland. From Duluth to near Welland the waterways will accommodate vessels drawing twenty feet. From Welland to the Atlantic fourteen feet is the greatest draft. This makes the town the natural lightering point for heavy freight from the West, and consequently a place for manufacturers to locate To accomodate the deep draft vessels from the West, the Government are building a large turning basin which will make, eight miles inland, one of the finest harbors connected with the Great Lakes. Thus shippers get the lowest of lake rates inward and to and from the seaboard, which gives them the advantage of inland competition on all freights during the season of navigation.

Welland is in the Buffalo district for rail shipments and has the same freight rates as that city on all goods coming into Canada from the United States.

The Grand Trunk, the Toronto Hamilton & Buffalo, the Michigan Central, C.P.R., the Pere Marquette, and the Wabash all enter Welland. Thirty-six passenger, mail and express trains go and come every day, making it possible to get in or out of the town at almost any hour of the day or night. It follows with no need of comment that freight facilities are proportionately excellent.

25c Gas and $15.00 Electric Power.

Here is found the cheapest light and power enjoyed by any municipality in Canada. To show Welland's position regarding the availability of electrical energy for light and power needs but a mention of the recent call for tenders to light the town, where five competing companies bid, the contract going to the lowest tenderer at a rate not known elsewhere in Canada, possibly in America. $40 an arc-light year, all night and every night. Niagara Falls is but twelve miles distant with its 5 power companies, and electrical power is available in Welland to-day for the startlingly low sum of $15 per h.p. per annum. Electric power is also being delivered from De Cew Falls, by the Cataract Power Company. Natural gas is abundant. Its abundance makes it cheap. In fact it is sold at so low a figure that people leave their lights burning in much the same manner as electric lights are left on in places where a flat rate is imposed. People heat and light their homes with natural gas. Manufacturers have it ready to run their plants. The cost to the consumer is but 25 cents a thousand cubic feet. This makes it possible to produce power by means of gas engines in the neighborhood of $8 a year. What other town can make such a boast as this?

Some Other Features.

Welland is the county town of the County of Welland. This county is one of the most aggressive in the forward movement for good roads and has arranged in conjunction with the Ontario Government to build 170 miles of permanent roads at a cost of $1,500 a mile or a total cost of $250,000. This system will radiate from Thorold, Niagara Falls, Bridgeburn, Fort Erie, Port Colborne, Wainfleet, Pelham to Welland and will include all centres of population in the county as well as connecting leading roads from adjoining counties.

A system of waterworks has been provided to supply a town five times that of the population of Welland in 1905. The water supply is taken from Lake Erie. The town is well sewered. Ten miles of concrete walk have been built.

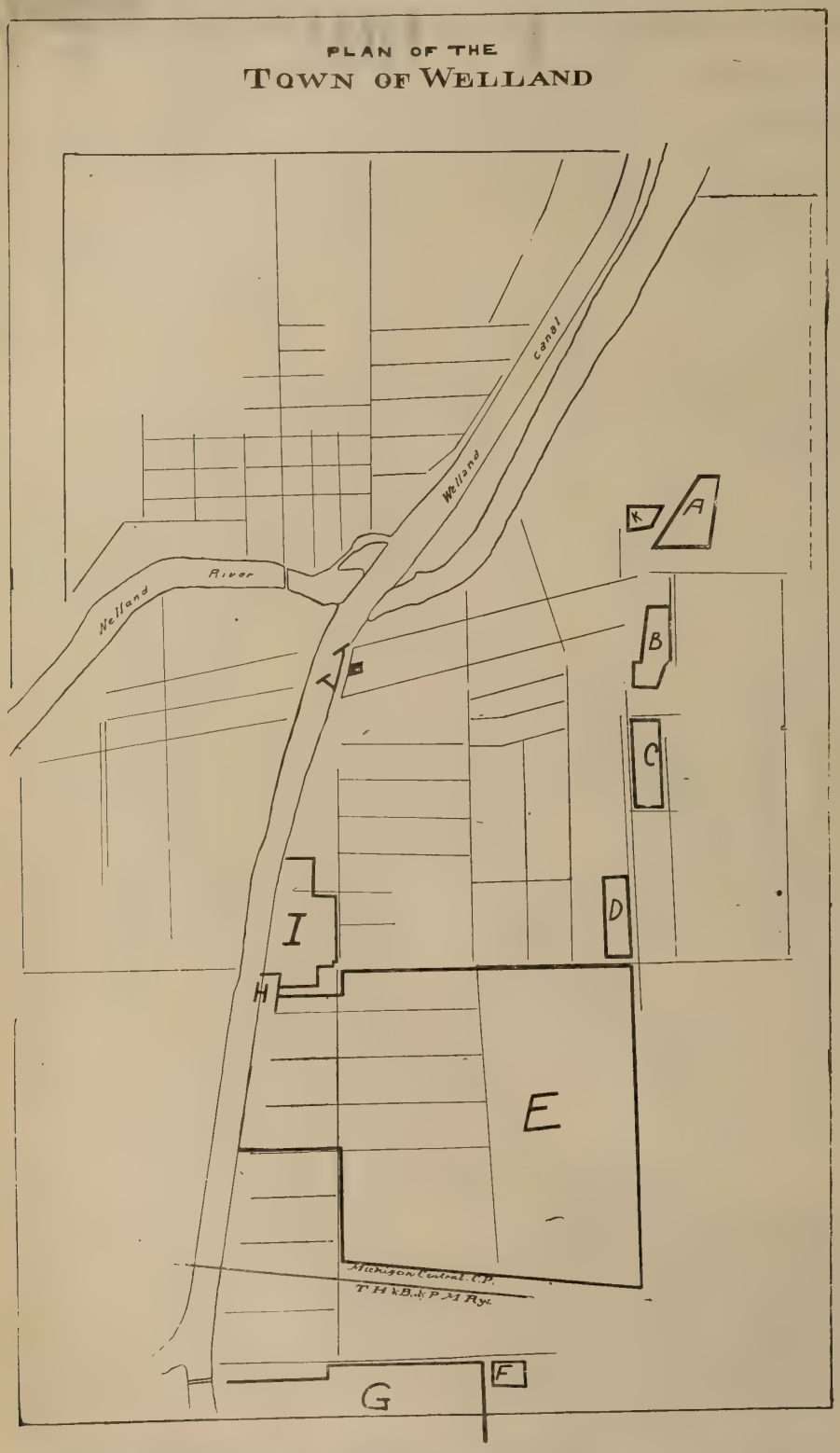
A perplexity in the town at present is the house problem. The new industries already started will require the

influx of hundreds of mechanics and several hundred houses must be built almost immediately to supply the demand.

A Bit of History.

A decade ago the town of Welland contained a newspaper, the works of M. Beatty & Sons and Robertson Bros. The first industry to come to the town was the Frost Wire Fence Company, who got a grant amounting to $600 distributed over three years. In the grant was an old church, used as a factory, and part of the fuel. At this time it was hard work to interest the citizens of Welland in industrial advancement. The Frost Company prospered and grew and about five years ago built a new place on the G.T.R. near the station. The council of that day agreed to give the Frost Company exemption of all taxation except the school tax, but neglected putting the by-law to the people. In the course of about three years an antagonistic council was elected who refused to remit the taxes. The by-law was then put to the people and defeated, resulting in the Frost Wire Fence Company moving

This marked the turning point in the career of Welland's industrial development. It was a signal of awakening in the town. When the people realized they had lost the only plant they had been successful in obtaining for a number of years they suddenly became aware of the importance of attracting industries to their town which has so much to offer. Every man in town with any sense of citizenship at once put his shoulder to the wheel with wonderful results.



INDUSTRIAL DEVELOPMENT IN ONE YEAR;
(A). Barcalo Bed Works; (B). Supreme Heating Co. Works; (C). Canada Forge Co; (D). Robertson Machinery Co; (E). Plymouth Cordage Co; (F). Cheese Factory; (G). Ontario Iron and Steel Co; (H). Turning Basin; (I). M. Beatty and Sons; (J). Welland Realty Co.

Recent Industrial Progress.

The first industry to come to the town was the Canadian Barcalo Co., manufacturers of iron beds who employ about twenty men. They took the building of the Frost Wire Fence Company and the town was glad to give the terms previously refused the former company. Then the greatest triumph for the citizens of Welland culminated with the decision of the Plymouth Cordage Company of North Plymouth, Mass., to establish their Canadian factory there. After looking over the advantages of various towns the company refused a bonus of $75,000 cash from one municipality stating that with Welland's advantages that amount would be saved every year. The company have secured 780 acres of land. Buildings are all erected. The machinery has been nearly all installed, and operations will commence immediately. For the property, plant and equipment, houses, etc., the company have spent $1,000,000.

Next on the list was the reorganization of Robertson Bros. into the Robertson Machinery Company to manufacture hoisting engines and to carry on a general machinery business. The company was formed by Welland capital, C. H. Hanson, leaving the Frost Wire Fence Company at Hamilton to take up this work. At the present time the company has five acres of land on the Grand Trunk on which the firm intend building two buildings one 150 by 40 and the other 150 by 60 feet, comprising machine shop, foundry and blacksmith shop. This will increase the facilities about 400 per cent. The calls for orders for this company during the past year amounted to five times the output.

A by-law affecting the Ontario Steel & Iron Company which proposed establishing at Welland and M. Beatty & Son who were already established was put to the people at the same time, both of which passed with only 2 dissenting votes. The firm of M. Beatty & Son are building an enormous new plant of the finest structure possible and asked for a fixed assessment of $10,000 for twenty years. The Steel & Iron Company asked for $6,000 or a site when they had paid out $100,000 for a plant and $100,000 a year in wages. This firm is aggressively going ahead and will be in active operation within a very few months.

The next industrial enterprise to come before the attention of the people of Welland was the Iroquois Motor Com-

pany and a by-law was passed granting them their request of a site of three acres of land and a fixed assessment of $6,000. The foundation of their building has already been built.

History was being rapidly made. Shortly after this another double by-law went before the people, and passed as former ones had, which affected the Supreme Heating Company and the Canada Forge Company. These two by-laws asked for land aggregating $3,300 and water extensions amounting to $2,000. The assessment was fixed at $2,000 each for ten years. The Canada Forge Company is an aggressive organization with Thomas J. Dillon as president and general manager. Their works are now completed and ready for installation of machinery, making a record in building construction. The Supreme Heating Company which will manufacture stoves, is an American concern, the Canadian branch being formed in this country and Canadian capital fostering it.

This in brief shows the wonderful advance that has come to Welland within the past year. It demonstrates more strongly than anything else that Welland must have extraordinary natural advantages to attract so many industries in such a short space of time and at practically no financial outlay. The future of the town of Welland is bright indeed. Enough has been done to demonstrate how much more is possible. The momentum already acquired must carry the town forward industrially and must see it, in less than two years a busy manufacturing city throbbing and pulsating with industrial activity.

The Welland Construction Co.

With such a large amount of building under way in the town of Welland, it is important that a construction company should be established. Only a few months ago the Welland Construction Co. was organized, and already are engaged on a number of the most important building contracts in the town. At present the company are at work on the construction of the iron and steel plant, which is to be in operation about the first of May. They have established a record in building construction in the completion of the Canada Forge Co.'s plant, on Nov. 17, the works being under construction 26 days. One of the greatest secrets of the success of this company is the fact that they have at their disposal an unlimited amount of labor. Coupled with this, is the embodiment of the latest methods in building construction with a practical experience that brings results. The agreement of the Iron & Steel Co. with the town, calls for forty houses before the plant is operating. These likewise will be erected by the Welland Construction Co., who have taken hold of the building up of the town in an admirable manner. Work already done by this company has received high recommendation from various sources, and the town of Welland is glad to have in its midst a company capable of handling the problem of construction, that must confront the municipality in the near future.

Green's foundry of Peterboro will be enlarged doubling the capacity of the works, which makes a specialty of saw and shingle mill machinery.

PUBLIC SPIRITED HARDWARE MERCHANTS

NO. 4

In Rapid City, Manitoba, they have a way of working rapidly, thinking rapidly, and acting rapidly, that shows the town name to be no misnomer, and the man who would gain and secure the confidence of his fellow townsmen must of necessity be a hustler. The Mayor of Rapid City is a hustler, and a first-class business man, as his record in his private and municipal business affairs abundantly approves.

As men count time in the West, Mr. Butchart, although still a young man in the prime of his vigor, is an old timer. Born in Owen Sound, Ontario, in 1870, he moved West when a boy of 12, and started to work in a general store in Rapid City. In 1895 he put aside his clerks apron and became station agent in Rapid City for the C.P.R., a position which he held until March, 1903. But the retail business still had strong fascinations for him, and when he resigned his position with the C.P.R., it was to open a hardware business as senior partner in the firm of Butchart, Adkin & Haslen, now Butchart Bros. & Haslen.

Elected Alderman for Centre Ward in 1903, Mr. Butchart was at once singled out for his shrewdness and exceptional business ability in the management of the municipal affairs. His advance was rapid, and after a successful term in 1905, as Chairman of the Finance Committee, he was elected Mayor in 1906.

In the last year Mr. Butchart has probably accomplished more than has ever been accomplished in the same length of time in the history of the town. Extensive improvements have been made and at the same time, the tax rate has been reduced from 22 to 18 mills.

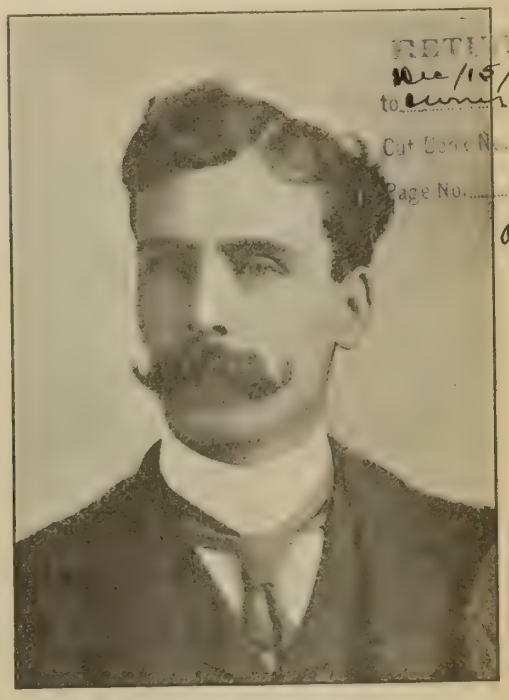
Coming into office the first of the year, Mr. Butchart and his Council were confronted with prevailing discontent due to the high tax rate, and also with the pressing necessity for extensive public improvements. They grappled with the situation like business men, and general satisfaction is expressed in Rapid City, with the results obtained. Granolithic side-walks have been laid in the busiest streets of the town, and a site has been purchased for a public park. To meet this heavy capital expenditure, debentures were issued, and sold to the Confederation Life Assurance Company, at the satisfactory price of 102 1-5. At the time of writing, it is uncertain whether or not Rapid City is to have a contest for the Mayorality this year, but the indications are that the people have good reason to be satisfied with the administration of a business man.

A FRIENDLY CALL.

G. J. B. Ramsden, Ontario sales representative for J. H. Still Company, handle manufacturers, St. Thomas, was a caller at the Toronto office of Hardware & Metal on Monday. Mr. Ramsden is a pushing young man, who has made a success on the road, and is getting accustomed to orders for 10,000 dozen handles from manufacturers, or a car load of axe-handles for New Ontario jobbers. Mr. Ramsden was formerly in the Caverhill, Learmont & Company's warehouse at Montreal, and his father is the well-known Eastern Ontario representative of that firm.

CANADA PAINT SALESMEN MEET.

The Ontario salesmen of the Canada Paint Co., met in Toronto, on Tuesday, December 11th., and held a conference with Robt. Munro, Montreal, president of the company. An interesting discus-



T. J. BUTCHART,
Mayor, Rapid City, Man.

sion taking place on the company's steady growth and method of salesmanship. The new lines to be manufactured and the important price changes made necessary by the continued advance in the cost of raw material, were also gone into. The meeting resulting in considerable advantage to each traveler present.

A banquet was tendered the salesmen at the Queen's Hotel, on Tuesday evening, at which the following were present in addition to the host: Messrs. H. Clucas and A. Hellma, Toronto; H. H. Ellis, Brantford; R. Bremner, London; Sam. L. Lewis, Smith Falls; Wm. J. Good, R. Sirman, W. H. Allison and James Ayres, Toronto.

The Canada Paint Co. closed their business year on Nov. 30th, and a most satisfactory report of the year's business was made by Mr. Munro, the sales during the past twelve months being far in excess of those of any previous year.

WINDOW AND INTERIOR DISPLAYS

SILVESTRE'S MECHANICAL WINDOW.

One of the best and most original applications of mechanical devices to window display which have yet come to our notice is that of H. Silvestre & Fils, 1111 St. Lawrence St, Montreal. As will be seen from the accompanying cut, a more appropriate contrivance could scarcely be conceived. It represents a ferry-boat in the form of a skate, and is 6 feet 6 inches long. The paddle wheels are fitted with sled skates and the walking beam, which is supported by small hockey sticks, is a twelve inch hockey skate. The box which covers the paddle wheel, is also composed of small hockey sticks, while the smoke stack is a pile of pucks.

This model boat keeps up a perpetual motion with the paddle wheel going around and the walking beam moving up and down just like the conventional side wheeler. The power is supplied by a water motor in the basement. Needless to say, there is always a crowd in front of Sylvestre's window.



Original Mechanical Window Display.

COLORING ELECTRIC LIGHT BULBS.

First mix the white of one egg, previously beaten to a frosting, and one pint of soft water. Strain through a very fine sieve, and make sure that no bubbles remain on the surface of the liquid. The globe should be carefully cleaned and polished, and then dipped into the mixture and hung up on a string to dry. After about half an hour they should be dipped the second time, to insure a perfect coating. When perfectly dry they are ready to be colored. For this, dissolve ten to thirty grains, according to the density of color desired, of any powdered dye in four ounces of collodion. Dip the globes in this and hang up to dry. If not dark enough, after about six hours, when they are dry, dip again. This coating will never crack or peel off. The best container for mixing the fluid is a baking powder or similar can, just a little larger around than the globe. This requires less of the mixture to make enough to cover the globe.

PREVENTING FROST ON SHOW WINDOWS.

During winter weather many shop keepers experience more or less difficulty in keeping their show windows clear of objectionable ice. No doubt all of the devices for keeping glass clear of ice, published from time to time in the journals, have received a fair test, with varying satisfaction. A writer in one of the foreign drug journals, apparently a druggist who has experienced the rigors of high latitudes, insists that none of the ordinary schemes are of much use, and that the only certain remedy for the opaque deposit of solid water is a double layer of glass with a sufficient air-space between. He states that applications of glycerine, alcohol and other solutions are of no avail in extreme weather, and that, in any case, they must be so frequently renewed that they become extremely troublesome. In northern portions of Russia, where zero weather is sufficiently common, experience has taught the owners of show windows that the only effective protection is a 3-inch air-space between two panes of glass. The outer sash is rendered as nearly tight as possible by calking the chinks and pasting strips of paper over the crevices. The glass is then carefully cleaned and dried on a clear, mild day, and a second sash, fitted with the same care to prevent all circulation of air, is inserted about three inches within the first. The double panes are said to obstruct the view very little. The physical cause of the deposit of moisture and ice upon windows is the difference in temperature between the surface of the glass and the air bearing a relatively high proportion of moisture, which comes in contact with it.

MAGNIFICENT WHOLESALE WAREHOUSE.

In a most central location on York street, directly opposite the Grand Trunk railway depot, at London, is located one of the finest buildings occupied by a Canadian hardware jobbing house. D. H. Howden & Co., who had the building erected for them last year are steadily winning a substantial trade for themselves in the western part of Ontario, as far east as Toronto and north and west to S. Ste. Marie and the Algoma district. The firm was established about five years ago, Mr. Howden having been with John Bowman & Co., of London, before entering the jobbing trade on his own account.

The building has a frontage of fifty feet by two hundred in depth, has four stories and basement, and is of modern fireproof construction, having floors which slope gradually from the centre to the wall, where a gutter is constructed to carry off water through self-opening vents at regular distances along the wall of the building. As a result of the scientific methods of construction the company have been granted the lowest insurance rate given on any building in London.

On the ground floor, in addition to a magnificent suite of business and private offices, there is a sample room beautifully finished in highly polished woods, the walls being hidden by sample cases of cutlery and silverware. Behind this is the shipping room, where the goods are assembled from the various departments by elevators and sent to their various destinations. In the basement, stocks of heavy goods are kept, an oil room at the rear being constructed of re-inforced concrete, and absolutely separated from the remainder of the building, so that danger of fire is reduced to a minimum. On the second floor there is another sample room for shelf goods, cutlery, etc., the arrangement of the samples and stock being most complete and convenient for handling. The balance of the second, as well as all the third and fourth floors are used as warerooms, provision having been made for the steady expansion of the firm's business.

RETAIL HARDWARE ASSOCIATION NEWS

Official news of the Ontario and Western Canada Associations will be published in this department. All correspondence regarding association matters should be sent to the secretaries. If for publication send to the Editor of Hardware and Metal, Toronto.

THE PARCELS POST DANGER.

The advent of the Parcels Post C.O.D. system in Canada, foreshadowed by the speech in Parliament of Postmaster General Lemieux, brings before Canadian hardware merchants a question which has troubled the trade in the United States greatly in recent years.

The rapid rise of the departmental store and mail order interests in Canada and their securing control of the most widely circulated daily newspapers in Toronto, Montreal, Winnipeg and other cities, coupled with their present attempt to induce the country weeklies to accept their advertisements through the medium of a Montreal advertising agency indicates that there is a power behind the demand for the extension of the parcels post system and the farmer will be induced if possible to assist in urging the Government to amend the law.

The situation is a critical one and calls for united and prompt action. Individually each retailer should bring the matter before his member of Parliament at once. Collectively the Retail Hardware and Retail Merchants' Associations must work hand in hand to organize the retailers to fight the measure. The advent of this problem proves the necessity of organization and no retailer should remain outside the existing associations.

The Toronto and Montreal Boards of Trade and the Montreal Chambre de Commerce have been approached by those favoring the amendment of the parcels post law and the Montreal bodies have initiated a movement to protest to the Government against the present parcel post rate being enjoyed by mail order houses. It is pointed out that providing these concerns with such facilities destroys the business of many small merchants, and thus at the expense of the country.

EVILS OF PARCEL POST.

The following extract from the address delivered by E. M. Bush, President of the National Retail Hardware Association, before the recent convention of jobbers and manufacturers at Atlantic City will be of interest to the retail trade in Canada at the present time.

"A good deal of the work of our Association," said Mr. Bush, "has been directed with your own against parcel post legislation—very effectively too. We were the first business organization to raise a cry against this iniquitous measure. The first appearance before your two organizations of representatives of the National Retail Association was in 1903, when Mr. Bogardus, then our president, addressed you upon the subject. It is with satisfaction we note the growth of opposition to this measure outside our triple organization.

I have been amazed at what has seemed to me to be almost criminal shortsightedness, when some of our daily papers appear as advocates of this measure—surely with no consideration of the interests of proprietors and stockholders by their editorial writers—since they advocate a plan, which, a veritable boomerang, would sweep away pages of well-paying advertisements.

Mail order houses, which alone are interested in parcels post—once the measure is secured—will quickly abandon the daily papers, for those magazines whose widespread circulation makes them a better advertising medium.

Let me urge that such united action be taken by your two organizations before adjournment of this Convention, as shall being the dire evils of a parcel post, as this business organization sees them, to the attention, the thoughtful consideration and the better understanding of the proprietors and editors of the daily papers of this country. Retailers regard it of paramount importance that this matter be brought by you to the attention of the publishers of these daily papers, who will in the next few months mould public opinion for or against this measure.

The Indiana Federation of Labor, in convention at Indianapolis during the last week in September, went upon record as decidedly opposed to a parcels Post. A resolution to consolidate third and fourth class mail was defeated upon the ground that the resolution was practically endorsing a Parcels Post, and, the Convention declared, would especially favor mail order houses, which in their opinion were responsible for cheap production.

Also at a recent Convention of fourth-class postmasters held in Chicago, a resolution was passed wherein these gentlemen declared themselves squarely against Parcels Post legislation, for the reason that such legislation would be directly in the interest of mail order houses and against the local merchants, a postmaster stating that "it would drive most of our town merchants out of business." These incidents, as straws, show the way of the wind.

Manufacturers and Retailers Co-operate.

To learn how we have succeeded with the aid and leadership of the Joint Committee, against standard goods being sold by the catalogue houses, it is only necessary to compare these latest catalogues with former ones. And, for the organization which I represent, I desire to express both to manufacturer and jobber, our appreciation and gratitude for aid and assistance rendered, and the compliance of so many of you with our desires and requests in this matter.

A few manufacturers have expressed their purpose to continue their business relations with these mail order houses, and in some instances, judging from the prices at which their goods are sold do not care to protect the retailer's interests, exen to the extent of regulating the prices at which their goods are catalogued. We, however, continue to hope they will yet view this matter from our point.

Gentlemen, I would not fairly represent our retail organization did I not emphasize the catalogue house question, though only by brief mention. It is not a theory, but a condition that confronts us in many daily transactions and incidents, nor are words of mine needed for your better understanding of the matter, but herein lies a community of interest that should appeal to us all. We plead for that united and enthusiastic action in this matter, which shall foster and further develop our present system of merchandising, manufacturer to jobber, jobber to retailer, retailer to consumer, rather than the demoralizing methods of mail order houses, which with cut prices, gift-giving schemes, widespread money borrowing systems, that cannot but work disaster upon present day business methods, seek for their own aggrandizement, usurpation of manufacturer, elimination of jobber and distrust of local merchant. We surely have the brains and courage, when awake to the situation, to stem this tide of business demoralization.

Rural delivery, trolley lines and telephones are making country and village life more attractive, more desirable every day, a condition most happy for the we,fare and prosperity of our beloved country. Will this condition be furthered by any sytem of business which does away with the retailers of village and town, and puts in their places, mail order houses, hundreds of miles away?

A mail order house that controls forty million dollars capital, will certainly increase the number of its factories as rapidly as the quantity of goods it can market will justify. Some of them are also doing so large a borrowing or banking business with their distant patrons that bankers are becoming alarmed at the flow of money away from the towns and smaller cities into the hands of these firms. Such vast amounts of money must be invested, and does it not see mthat a syndicate of mail order houses located in the principal business centres, is much nearer realization to-day than when your attention was called to its possibility on a former occasion?

Several mail order houses of no small magnitude have failed in the last year, and we believe with the improve methods of the retailers in conducting business, with the prevention of parcels post legislation, the aid we render one another, the present business method of manufacturer to jobber, jobber to retailer, retailer to customer, will continue to prevail.

AMONGST THE SALESMEN

TRAVELERS TALK ON TACTICS.

"Let me tell you, boys, one thing that I have learned in my travels. That is, that it pays to hang on. And hang on to a merchant until he gives you an order. Never let go—never—is my motto."

The speaker was a member of a group of travelling salesmen who, on a Saturday night, had met about the stove of a hotel in Jamestown, near Chautauqua Lake. He was the youngest member of the group, and he looked very young.

There was silence for a moment. Then up spoke "the old man," as the boys on the road call him, a veteran salesman for a hardware factory in New Britain. He asked:

How long have you been on the road, my son?"

"Two years, and upwards."

"I might have guessed the two years, but never the upwards."

"That's a good while, ain't it?" the young man asked resentfully.

"It's long enough to get some of one's eye-teeth cut," the veteran answered. "But not near enough for his wisdom teeth."

The talk was general for a time, and then "the old man said: "Some of the things you boys have been putting forward as wisdom born of experience, reminds me of an incident that befell me quite a while ago, when I was as fresh as some of you about this stove. There was a merchant on my route whom I had never been able to get next to. I tried all sorts of ways, and hung on to him with the persistent tenacity that "Bub" here has so glowingly described and vouched for. I kept at him until I became as tired of him as he was of me. Finally, in a desperate endeavor to get rid of me, he said: 'If you will go away and let me alone this time, I will promise to give you an order the next time you come around.' 'Do you mean it?' I asked. 'On the very next time?' 'I do,' he said, and I packed up my grip and went away.

"That's where I should have stood pat, but in my haste to push a good thing, I saw a scheme better than that. I worked a couple of towns out beyond him, on the Erie line, and then doubled on my tracks, and in three days I was back again at his store. I marched in as bold as brass, and said: 'Here I am. Next time around. Now come up to time and load me down."

"He didn't fall on my neck. In fact, he looked as though I had handed him a lemon. 'Is this your next trip?' he asked. 'It is,' I answered breezily. 'You know a promise is a promise, and here I am!' 'Oh, I won't go back on my word,' he answered, and I began to unpack my grip.

"He took a full hour going over the samples. Finally he said: 'Really, I don't need anything, but as you seem bound to hold me to my promise, I don't see how I can back down.' 'You can't' I answered, and out came my order book. And this is what he gave me and all he gave me: One quarter dozen mouse traps and one-sixth dozen curry combs!

"And I visited that town for a half dozen years, and never sold him another thing!"

KEEP THE STORE NEAT.

One great fault with many retail stores, is that they are pretty apt to become littered with goods which have been shown to customers but not sold. After an extremely busy quarter of an hour with a shopper who is making an especially and difficult selection, the counter is apt to be piled so high with goods that it is impossible to tell what there is on hand and where different stock belongs.

Not only this, it frequently means the loss of many sales during the day, and the one who first began it in the morning is apt to be a sufferer later in the day through similar acts on the part of other clerks. The firm is as much to blame as the clerks because they do not insist on closer and cleaner work in taking care of stocks, yet the latter are the ones who are able to correct things for the good of their sales sheet, and the article which a customer calls for. In the store where every clerk has the privilege of going to every stock to sell goods, it is almost impossible for every one to keep sufficiently close watch of the goods to know what is sold and what remains in stock. There is only one result when something not in its usual place is called for—if it is not in sight on the counter a sale is lost, and a customer more or less disappointed.

Such a state of affairs easily occurs during the heavy holiday trade. Goods cannot help but be tumbled, but a little reasonable care and foresight will not only save the damages but will also help wonderfully toward making the next sale for the clerk who follows after. It is not difficult to learn to do two things at once, especially when one of the things is with the hands, and another is with the brain.

There is not a manager of a department store in the country who would allow the counters to be muddled in the way they are in the greater numbers of general stores; and the clerks in a big department know that such mussing cannot be done. They take pride in keeping their stocks clean and the counters in good shape. The clerk who goes from the general store to the department store where he will be held behind one counter or in one department will find that his stock must be looked after all the time, and when he does he will find how much easier it is to make sales. Let the clerks have a mutual agreement in the store, whereby each one will be responsible for doing his best to keep goods in fairly good shape.

TREAT YOUR CLERKS WELL

If you have a corps of good clerks, go out of your way to make it pleasant and agreeable for them and they will go out of their way to increase your business. Do not let a good clerk go to a competitor if you can possibly afford to meet his views as to salary.

He is indeed a poor clerk and one whom you may part with without regret, who is so useless that he can not make a few solid friends among your customers.

There are clerks, clerks good, bad and indifferent. Clerks coming and clerks going back. If you have a clerk who has held your confidence, and who is apparently going back, get next to him and find out what's wrong. Perhaps he needs a lift and you may well afford to do a good man a good turn.

Some clerks have an idea that they hold your business securely in the hollow of their hand and that all they have to do to leave you high and dry, stranded, is to cast their lines elsewhere or to start in business for themselves.

Don't you believe it. No man is absorbingly essential to any business. Of course his going may be a loss, but men have dropped out of the harness by the wayside for untold thousands of years. The mighty business men of a century ago, even of a few decades ago, are no more. The world moves on just the same. The sun rises, whistles blow, and men buy, sell, make, lose, sleep, wake and die just as before. The beginner is always green but all adepts were at one time, beginners.

No man can steal your business from you unless you are sound asleep or an old grouchy moss back.

TRAVELERS' CONFERENCES.

Last year about this time, the travelers of the Canada Paint Company held a very instructive and enjoyable conference at the head office in Montreal, coming from all parts of the country to attend it. This fall, however, the company have been so pushed that they found it impossible to take their men off their respective territories, as each salesman has been very busily engaged.

But the benefits accruing from these meetings were so apparent, that the best possible arrangements were made to get the travelers together. The Eastern salesmen have all been in Montreal for a couple of days to refresh themselves with new prices and general information, and the Western travelers met this week in the Queen's Hotel, Toronto.

Business Management

By HOWARD R. WELLINGTON.

The Tenth in a Series of Articles on a Subject of Interest to Every Retailer.

During the period of time in which J. M. Russill has been conducting the business, we have ascertained that he has drawn out for living expenses $700, which should be kept in a separate account, and when the books are closed the total is transferred to the debit of "J. M. Russill capital account" (see Fig. 1).

Similarly the net profits for the period are transferred from the Trading Account, as shown before, to the credit of "J. M. Russill Capital Account," and the balance at the credit of this account now represents the net worth of the business.

It will be noticed that in the Trial Balance at the end of the period Merchandise Account appears as a credit, showing a balance of $350.00, while on the statement of Assets and Liabilities, which will be given in detail in next issue, Merchandise Account shows a debit balance of $4,500.00. In order to reconcile these two amounts it might be pointed out that the Trial Balance is taken before the closing entries effecting Profit and Loss Account are made, and Merchandise Account appears as follows :—

Fig. 1. J. M. Russill—Capital A/c

1906		Dr	Fol.	$	¢	1906		Cr	Fol.	$	¢
Jan	1	Liabilities—Journal	1	2350	00	Jan	1	Assets—Journal	1	7376	00
June	30	Withdrawals—from Personal A/c		700	00	June	30	Net Profits—from Trading A/c		2355	00
	30	Balance Down (Net Worth)		6681	00						
				9731	00					9731	00
						1906 June	30	Bal Down (Net Worth)	—	6681	00

FIG. 1.

On the Debit Side :—

1906.	
June 1. Md'se on hand.....	$2,650.00
June 30. Purchases to date.....	15,000.00
Balance Down	350.00
	$18,000.00

On the Credit Side :—

1906.	
June 30. Sales to date.....	$18,000.00
Balance Brought Down.....	$350.00

After the books are closed the only item brought down in the Merchandise Account is the amount of stock on hand at the end of the period, and this appears as the asset of $4,500.00 in the statement of Assets and Liabilities.

It might be here mentioned that, if J. M. Russill admits a partner into his business, at the present stage, it will be necessary to open a Capital Account for such partner in exactly the same way as shown in Fig. 1, and the net profits are then transferred from the Profit and Loss Account at the end of the period, dividing same in proportion to the amount invested by each partner in the business, or in accordance with the partnership agreement, as the case may be.

In case of partnerships where unequal amounts are invested, the arrangement is very often made, whereby each partner is allowed interest at a specified rate on the amoubt of capital invested, and again, each partner may be paid a salary out of the business for the position which he holds, in addition to his share of the profits for the period.

THE MATTER OF DISCOUNTS.

Have you ever given the matter of discounts your serious consideration? Discounts play an important part in aggregating net profits.

All large department and individual establishments have long since come to recognize in discounts a satisfactory profit. They are all the profits there are in many lines of trade. A merchant doing a business of $540,000 received in discounts $24,000 in one year. Suppose you did one-tenth of this business wouldn't you welcome the $2,400 discount? Wouldn't it make a desirable addition to your net profits.

There are many merchants who are constantly receiving new goods, and to these the discounts should be and are a very important item. If you fail to take the discounts, you are losing easy money. Go to the bank and borrow the cash. The discounts will more than make it up. It will pay you handsomely to pay interest on a loan, when you use the money to take advantage of the discounts.

When you can neither take the discounts or pay your bills you pay interest and this will make competition with the catalog retailers or the cash merchant impossible.

In this case, where do you get off?

The man who can use his money and make 5 to 10 per cent. on it through discount is getting the best results.

HARDWARE AND METAL

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IMPENDING BLOW AT RETAIL TRADE.

The announcement made in Parliament a week ago, that the Postmaster-General is preparing an amendment to the Postal Law, providing for an extension of the Parcel Post System, making it also include the Collection on Delivery feature, indicates that there is work ahead for the Ontario Retail Hardware Association, and the Executive are already arranging to inaugurate an active campaign of education and action to head off the proposed capitulation of the Postal Department to the departmental store and mail order interests.

If this proposed extension of the parcel post system is allowed to go unchallenged by the retailers, there is no telling where the stopping point will be. The matter is not a question of party politics, but one in which retailers of every shade of opinion must work side by side and every organization of retail merchants must do its part in fighting the proposed legislation.

The first and most important thing to do is for every retail merchant to at once send a post card to the Member of Parliament representing his constituency, asking him for information regarding the proposed change in the law, and urging him to oppose the proposition when it is presented to Parliament. The sending of thousands of post cards to Ottawa by retail merchants in all parts of Canada will wake up the law makers, and probably prevent the descent of the blow for which the arm of the law is already preparing.

In the United States the retail trade has so far prevented the inauguration of the parcel post plan urged by the mail order houses. Thousands of letters and postals flooded the Congressmen a few months ago, when they were on the point of passing the legislation. The prompt action of the retailers delayed, if it did not kill, the measure. It will come up again at the present session of Congress, but Postmaster-General Cortelyon, has already expressed himself as not being an advocate of the measure. Let Canadian retailers be as active as United States merchants have been, and success will be theirs, as the mail order interests in Canada are not yet as strong as in the United States, although they own or control most of the leading daily newspapers throughout Canada.

On the Association page in this and succeeding issues articles will be published, informing the Canadian trade of the effect of the parcel post system on the retail trade, and the campaign conducted in the States against similar legislation.

MAYOR ASHDOWN.

In the election this week of Jas. H. Ashdown to the position of Mayor of Winnipeg by an overwhelming majority the electors of that city did honor to themselves and to one of the leading business men of the West. It is not often that the foremost business man in a city can be induced to accept civic office and under the circumstances Mr Ashdown deserved the honor of an election by acclamation. The opposition to his candidature was ill-advised and it did not command the sympathy of the best citizens of Winnipeg. The Western Capital is undertaking municipal enterprises which will involve the expenditure of several millions of dollars and it is indeed fortunate that in the expenditure of such large sums the city is to have the advantage of the constant supervision of one of the best financiers in Canada. The paper offers congratulations to Mayor Ashdown and the City of Winnipeg.

TOWNS INDUSTRIALLY INACTIVE.

Commenting on the disinterestedness of many municipalities in their industrial advancement, the current issue of Canadian Machinery and Manufacturing News, points out that many places that should be centres of industrial activity are standing still. In an editorial reference to this in the December issue, it says: "Since our last issue we have had an excellent opportunity of finding out how interested the various towns in the province were in their own growth. In the November issue, an editorial reference regarding a United States manufacturing firm, intending to come to this country to manufacture, was supplemented by a post card sent out to about fifty cities and towns, calling attention to the fact. Of these, at the time of going to press, thirty-seven showed no interest in the subject whatever. This being all the more surprising since the industry in question was not looking for a bonus. It was noticed of the thirteen who did reply, the quickest and most business-like responses were from places having a live Board of Trade. Before the issue had been many hours off the press, and before the card calling attention to the opportunity was sent out, the Secretary of the Board of Trade of one of the most progressive and enterprising towns in Canada, was in our office to get full information. The spirit displayed by the Board of Trade in this instance has been characteristic of its policy for years past. The result is that a manufacturing town has been built up, the result of the citizens' own efforts, that for stability and general beauty, is not surpassed anywhere in Canada."

It points out further that this town is a very great exception, and that on taking town after town, and municipality after municipality in Ontario, it is found that the men who should and could help to build up the place which holds their business interests, are either too engrossed in their own affairs, or else entirely indifferent. It states that an axiom regarding Canadian towns to-day is, "The growth of the place is found to be in direct proportion to the public spiritness of the men who mould public opinion," and, "apart from natural advantages, the reason and solution of a towns' industrial welfare, lies with the citizens themselves."

WESTERN CAR SHORTAGE.

It is related of a Southern Manitoba farmer that one year in the early nineties he had a magnificent crop of wheat which as it matured became the light of his eye and upon which he built many rosy colored financial hopes for the future. But one morning he rose early to find that a severe frost had almost completely ruined what had promised to be an exceptionally heavy and profitable

crop. It was enough to make the best of men angry, and as he strode over his quarter section surveying the deathblow to his cherished hopes his wrath was kindled not a little. Unable to restrain himself longer he burst out with "D—— the C.P.R."

Hostility in the West to the C.P.R. is an old story; it is only natural that when any one road has had for years a monopoly in a big country it should be fashionable, with or without reason, to abuse the management of that corporation. Thus it has been that whenever two or three western farmers met in the general store or in the country hotel abuse of the C.P.R. has been a topic of conversation not less staple than the weather. With the arrival of other roads they also are being included in the abuse which rightly or wrongly is sure to be leveled at the devoted heads of railway managers.

This fall the complaint has been as to the shortage of cars to move the western crop. This shortage has been very considerable, but has not been confined to any one railroad, to any one part of Canada or to any one part of the North American continent. The whole continent has suffered, all interests, commercial, industrial and agricultural, have suffered from inadequate transportation facilities and the Western Canadian farmer is not the only one who has reason to complain. In a period of unprecedented prosperity the simple fact of the matter is that the Canadian railways have not been able to secure the necessary equipment to keep pace with the growth of the country's requirements. Orders for more cars can't be filled, lumber, steel and other raw materials are not to be had in the quantities required and the shops, working now at full capacity, can not turn out the cars and locomotives for which the railway magnates are calling. The trouble is not confined to the West, and it can scarcely be said that the railway management are at fault. Their prosperity is bound up with the prosperity of Western Canada and it is in their interests to do everything possible to put money in free circulation by the speedy handling of the western crops.

THE DUTY ON PACKAGES.

One of the most annoying features of the new tariff, is the duty imposed on packages. The hardware trade would be especially affected by this duty, as many of the packages in which imported goods are carried, are quite costly, though not valuable for any other purpose. In fact, these packages are useless, once the goods are taken out, and they are generally broken up for firewood.

Moreover, a rather serious complication arose in connection with this duty, and it was feared by agents of British houses that its interpretation would work against them and in favor of the United States manufacturers. For it is well known that the latter make no charge for cases and packages. There was room for much dissatisfaction, whether the government decided to impose duty on the invoiced price, or whether it would be based on a valuation which would apply to United States packages as well.

Under the circumstances, the Montreal hardware jobbers and importers, considered it unfair that any such duty should be levied. A strong deputation was sent to Ottawa this week, to interview the minister in this connection. It was composed of Messrs. T. H. Newman, of Caverhill, Learmont & Co.; T. L. Paton, H. W. Dorken and G. J. Crowdy, of James Hutton & Co, who presented their case in such a manner that the Finance Minister listened attentively, and promised a careful consideration. On their return to Montreal, the gentlemen mentioned, expressed themselves as being very well satisfied with their reception, and while it is of course impossible to make any definite statement, they are of the opinion that their request will be not only carefully but favorably considered.

THE METAL SITUATION.

As mentioned in our metal market report, copper is this week the feature of the market. A lively demand is maintained, and is, in fact, so great, that many of the leading dealers are being compelled to refuse orders for spot delivery. It would appear that the market is breaking away from the influence of the producing interests, who have been trying to hold prices down. Our lists this week, show an increase of one cent per pound. Twenty-five cents is now the minimum quotation.

Ingot tin is another metal which is decidedly stronger in tone this week. Prices have not yet been advanced, but it is confidently expected that these will be raised during the coming week.

The pig iron situation is unchanged. The market continues steady and prices show unabated strength. An annoying feature of the situation to Montreal iron merchants, is that a considerable amount which had not as yet been removed from the wharves, has been overtaken by water, as the river has risen much more rapidly than usual.

As predicted in these columns a few weeks ago, prices on cold rolled shafting have been advanced. A discount of 30 per cent. is now being given off the standard list, as against 35 per cent. under the old conditions. This is partly accounted for by the new tariff coming into force. The change came into force on Wednesday of this week.

CANADA'S NATIONAL OCEAN PORT.

Montreal prides itself as being Canada's national port—the head of ocean-going navigation in summer time—but care must be taken if the pride goeth not before a fall.

The oft-repeated story of congestion of freight at Montreal after the close of navigation has been told again this year, the only difference being the added strength to the annual protests from sufferers. It would naturally be supposed that the railways would endeavor to mend matters, in view of past experience, but they prefer to act independent and—it is said—work in with an arrgngement to hold the business in check in order to keep the staffs employed for the balance of the year.

As has been said, the freight problem is this year, worse than ever before. Here's one instance A Western Ontario stove foundry placed an order for pig iron for fall delivery. The iron arrived in Montreal the first week in November—considerably before the close of navigation. The buyer was notified and promised immediate delivery but he is still waiting and the jobber cannot get anything satisfactory from the railway company. Yes, they will move the iron—when they get ready. In the meantime the stove foundry has closed down, the men are idle, and the buyer busy keeping the wires warm in an effort to get his iron. The jobber is also busy—spending half his time writing the customer referred to and others in similar positions and trying to put life into the masters of transportation.

Canning factories are idle, bridges unbuilt, foundries inoperative and both retail customers and manufacturers suffering as a result of this year's congestion, but unless the Railway Commission takes effective action the same old story will be told again next year. For the sake of civic pride it behooves Montreal citizens and public bodies to take the matter up themselves and prevent a recurrence of this year's freight blockade.

Barrie ratepayers voted last week on a by-law providing for a loan of $20,000 for twenty years to N. S. Dyment to aid in the re-establishment of the foundry recently destroyed by fire. Owing to lack of organization the vote was not polled and the by-law was short 47 votes. It will probably be submitted again in January.

HARDWARE TRADE GOSSIP

Ontario.

Mr. Thomson, hardware merchant of Inglewood, called on Toronto jobbers last week.

W. H. Hearst, of the Lake Superior Steel Corporation, Sault Ste. Marie, was in Toronto last week.

The Imperial Oil Works, of Sarnia, have voluntary increased the wages of their employees 10 per cent.

W. C. Staples, hardware merchant, Kirkfield, Ontario, called on the hardware jobbers of Toronto last week.

F. O. Lewis, president of Lewis Bros., wholesale hardware merchants, Montreal, was in Toronto last week on business.

E. A. Button, a Stouffville hardware merchant, was a visitor in Toronto last week, calling on the wholesale hardware trade.

Mr. Watt, of Watt & Squire, hardware merchants, Brantford, called on the wholesale hardware trade in Toronto last week.

The hardware store of J. B. Myers, Stratford, was slightly destroyed by fire on December 9, the loss estimated at about $2,000.

Messrs. Childs and Wilson, travelling representatives of Cluff Bros., Toronto, have left for several days shooting, in the vicinity of Bradford.

Mr. Dowswell, of the Dowswell Manufacturing Company, Hamilton, was a visitor in Toronto last week, calling on the wholesale hardware trade.

The Walkerville Hardware Company are erecting a new building at Walkerville, and intend going into the jobbing business at Walkerville. They have the Canadian agency for several U. S. firms.

Mr. Norton, manufacturer of the Norton System, Telephone Company, has just finished installing an eight phone system for Cluff Bros., in their new building.

The Peninsular Tool Specialty Co., Windsor, have secured a new location on Sandwich street, and the Lufkin Rule forCompany, Saginaw, Mich., have secured their former plant for their Canadian factory.

Worsell & Sons, Goderich, who bought out the Elliott hardware store in Bayfield, are carrying on the business in Mr. Tebbutt's store on Main Street, having removed from the Rouat store on Clangregor Square.

Winnipeg and Toronto may both have hardware merchants as Mayors in 1907 as Miles Vokes, of the Vokes Hardware Company, Toronto, may be a Mayoralty candidate to oppose Mayor Coatsworth. He is being urged by a number of his friends to go into the contest. He was a member of the Toronto Council a dozen years ago, and made a splendid municipal record.

B. S. Jackes, proprietor of the Model Hardware Company, 532 Yonge street, Toronto, was before the Police Magistrate this week for selling pistols to boys, the pistols being used for blank cartridges, but being capable of firing a 22-calibre bullet. Mr. Jackes claimed that the pistols were harmless, but declined to allow a test to be made with himself as a target. The case was dismissed on the dealer promising to discontinue the sale of the pistols.

E. A. Humphries, son of A. W. Humphries, Parkhill, Ontario, who has for the past six years been musical director at the Ontario Institute for the Blind at Brantford, will resign his position after February 1, next, and will take an active interest in the hardware business conducted by his father, under the name of A. W. Humphries & Son, which was recently enlarged by taking over the Magladery Bros. store. Mr. Humphries has made a great success of his work at the Institute for the Blind, and has taken several valuable musical degrees at Toronto institutions, and upwards of one hundred of his blind pupils have obtained musical certificates. The same application given to the work at Parkhill should ensure him even greater success as a hardware merchant.

Quebec.

A. P. Gosselin, general merchant, of St. Alexandre, was a visitor at Montreal hardware jobbing houses this week.

C. Church, of C. Church & Sons, Labelle, was in Montreal this week, purchasing supplies for the firm's saw-mill.

Mr. Besner, of Besner & Chasle, hardware merchants, Valleyfield, visited Montreal on Wednesday, and purchased goods for their store.

E. K. Watson, of the E. K. Watson Company, hardware commission merchants, Montreal, has just returned from a business trip in the West.

Mr. Livingston, of the Marshall, Wells Company, wholesale hardware merchants, Winnipeg, was recently in Montreal, calling on confreres in the trade.

Mr. Lamarche, general storekeeper for the St. Vincent de Paul Penitentiary, was among the out of town visitors to the Montreal hardware warehouses this week. He came in, as usual, to purchase needed supplies for the large institution.

August E. A. Painchand, who has covered part of Quebec Province during the past eighteen years, for Frothingham & Workman, has severed his connection with the firm, and will be succeeded by Chas. Anger, son of Real Anger, a former partner in the firm.

J. D. McCallum, who for two years has represented Frothingham and Workman, Montreal, in Western Ontario, has bought the hardware stock of Donald MacLachlan, Glencoe, and will take possession on January 1st. He has been accompanied on his calls, during December, by Robert Warren, Jr., formerly in charge of city orders in the head office. Mr. Warren will cover this ground after the first of the year.

Several metal importing houses in Montreal have experienced considerable anxiety, during the past week or so, on account of the rapidity with which the water in the St. Lawrence has been rising. Some of the wharves are quite under water. A few days ago, one of the large firms had all their office staff engaged in moving pig iron to a place of safety.

United States.

Nineteen hundred and seven will be the fiftieth anniversary of E. C. Atkins & Company, Indianapolis, Ind. They have in mind a very pleasant surprise for their friends, the nature of which they have not yet revealed. In the meantime they are using a gold seal in commemoration of the approaching golden anniversary.

Maritime Provinces.

Harry Faulkner, of Woodstock, N.B., has opened a tin shop in that place, having formerly been employed with the Kitchen Company, Fredericton, N.B.

H. T. Cohoon, of Bent & Cohoon, hardware merchants, North Sydney, N.S., intends making a trip to England during the present winter, visiting London, Liverpool, Sheffield and other English centres.

Western Canada.

Edward Crouter, hardware merchant of Gladstone, Man., died last Sunday at Winnipeg General Hospital.

Thompson & Axworthy, of Weyburn, Saskatchewan, have sold their hardware business to C. Warden & Company.

Mackenzie, Devlin & Company, hardware merchants, Kinistino, Saskatchewan, have moved into their new store.

In the Winnipeg municipal election on Tuesday, J. H. Ashdown was elected mayor by an overwhelming majority of 5,200 votes.

The A. J. Falconer Company of Roblin, Man., who have been conducting a hardware and lumber business, will, next spring, erect a large department store.

W. M. Butler, of Arnprior, who went to Calgary to enter the services of the Massey-Harris Company, is now with the McBride Hardware Company of that town.

The Winnipeg Saddlery Company suffered $30,000 loss by fire on Thursday. James Billington, one of the proprietors, and several employes, narrowly escaping with their lives.

J. A. Irwin, manager of the paint department in the Marshall Wells Company, Winnipeg, is spending a month's holiday in Montreal and other Eastern points. Mr. Irwin is accompanied by his wife.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 66.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Wire—Barb and plain twist, 10c. advance; galvanized, 12½c. advance.
Wire Nails—Now $2.30 base.
Cut Nails—Now $2.30 base.
Coil Chain—Up 10 cents.
Washing Machines—An advance of $3 per doz.
Shelf Goods—Numerous advances in minor lines.
White Lead (ground)—Up 50c. cwt.
White Zinc (ground)—50c. advance per cwt.
Paris Green—1907 list now out.
Pott's Irons—Plain, now 80 cents; nickled, now 92c. cents.

TORONTO.

Pig Iron—Summerlee 60c. higher.
Ingot Copper—Advanced one cent.
Old Material—Several advances.
White Lead—Jumped up 60 cents.
Canada Paint—Advanced 5 cents.
Paris Green—1907 prices quoted—advance of 8 cents over 1906 and 10 cents over 1905.
Washing Machines—Advanced $3.
Barb and Plain Twist Wire—Higher.
Galvanized Wire—Advanced.
Sad Irons—Higher prices quoted.
Shelf Hardware—Several slight changes.
Coil Chain—Advancing.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Dec. 14, 1906.

It is astonishing to note how things have kept moving in hardware circles, with the Christmas season practically at hand. All the local wholesalers report that business is keeping up strongly, in spite of the fact that there are now but few hardwaremen coming into the city to leave their orders personally.

Naturally enough, Christmas goods are the most in evidence in orders going out. In this connection it might be mentioned that skates and sleigh-bells are experiencing quite a boom.

Several price changes have occurred during the week, especially in many lines of wire. All prices on barb, plain twist, and galvanized wire, were withdrawn too late for publication last week, and an advance of 10 cents on barb and plain twist, and 12 1-2 cents on galvanized, was announced at the beginning of the present week. The base price for smooth steel wire has also gone up from $2.15 to $2.25. Furthermore, both wire and cut nails are now being quoted at $2.30 base.

Potts' irons are another line to jump up, this week, plain being now quoted at 80 cents, and nickled at 92 cents. Washing machines, also, have advanced, about $3 per dozen.

AXES. — We quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen. follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—The normal business is being done, at the following prices: "Prism" globes, $1.20; Cold blast, $6.50; No. 0, Safety, $4.00.

COW TIES AND STALL FIXTURES — We still quote: Cow ties discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS—Sales are picking up again, with the advent of seasonable weather. We quote: Back Straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS — Our discounts remain as follows: Best iron rivets, section, carriage, and wagon box black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 27½ per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 15 per cent., subject to usual charge for half-pound boxes.

HAY WIRE. — Advances have been declared, and we now quote: No. 13, $2.55; No. 14, $2.65; No. 15, $2.80; net cash, f.o.b. Montreal.

MACHINE SCREWS—Business is good. We quote: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.: Felisterhead, iron, 30 per cent.. Felisterhead, brass, 25 per cent.

BOLTS AND NUTS—The scarcity which has existed for some time is still felt as much as ever. The following discounts continue to rule the trade: Carriage bolts, 3-8 and under 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS—A lively demand is evident. Discounts are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS. — During the past week the base price has been advanced. as a result of the shortage, and primary market conditions. We now quote: $2.30 per keg base f.o.b. Montreal.

CUT NAILS—As was the case with wire nails, cut nails have advanced to $2.30 per keg base, f.o.b. Montreal.

HORSESHOES—Retailers are ordering in large quantities. We quote as follows: P.B. new pattern, base price $3.50 per 100 lbs.; M.R.M. Co., latest improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Conditions remain unchanged.

CEMENT AND FIREBRICK—We are still quoting the following prices: "Lehigh" Portland in wood, $2.54, in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN. — An advance of 10 cents was made this week, and current prices are: 5-16 inch, $4.40; 3-8 inch, $3.90; 7-16 inch, $3.70; 1-2 inch, $3.50; 9-16 inch, $3.45; 5-8 inch, $3.35; 3-4 inch, $3.20; 7-8 inch, $3.10; 1 inch, $3.10.

SHOT—Our prices remain as follows: Shot packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION—Business is as usual at this season. We are quoting: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

GREEN WIRE CLOTH—Orders are now bieng booked for spring delivery. Our prices are: In 100 ft. rolls, $1.62½ per hundred square feet, in 50 feet rolls, $1.67½ per hundred square feet.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto Dec. 14, 1906.

It is with a great deal of enthusiasm that the wholesale hardware merchants speak of this year's business, prices being higher in some staple lines, not having any apparent effect on diminishing the orders.

Christmas goods are very much in evidence just now, with some sorting still being done. Winter sporting lines are particularly active at present, the demand having been so large for skates, that some jobbers report a shortage in that line. Snow shoes, are having quite a call and it is expected some sizes will be short before the season is well on.

We have several advances to quote this week, the principal ones being: washing machines an advance of $3.00 per dozen; barbed and plain twist wire 10c.; galvanized wire 12½c.; Messrs. Pott's sad irons a probable advance is looked for from 75c. to 80c. for plain and 85c. to 92c. in nickel. A few lines of shelf hardware such as Yale padlocks and Union planes have also advanced slightly.

Nails still remain as quoted last week, $2.20 base, but another advance is looked for it being expected they will reach $2.50 base shortly, owing to the great scarcity of material and the advancing prices of wire.

AXES AND HANDLES.—Demand continues very brisk with large shipments the order of the day.

CUTLERY AND SILVERWARE.—Orders arriving daily for express shipments, as everything is rush.

SPORTING GOODS.—The shortage in skates is becoming more apparent and larger orders continue coming in. Snow shoes are also having a great sale and it is expected a shortage will be reported in this line shortly.

CHAIN.—A slight advance is looked for, although just how much is not known and for the present we continue to quote the following: 1 in. $6.60; 5-6 inch, $4.55; 3-8 inch, $3.95; 7-16 inch, $3.80; 1-2 inch, $3.65; 9-16 inch, $3.55; 5-8 inch, $3.45; 3-4 inch, $3.35.

RIVETS AND BURRS.—Copper rivets remain at 27½ per cent. and copper burrs 15 per cent.

SCREWS.—Prices remain unchanged, with a scarcity in many lines.

BOLTS AND NUTS.—The scarcity of these articles is still reported, causing considerable inconvenience to the trade.

TOOLS.—Boys' tool boxes are still selling well.

SHOVELS.—A great demand still exists for snow shovels, also a large sale of sidewalk scrapers is reported.

LANTERNS.—Cold blast are still selling at $6.50 per dozen, with large shipments.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote: 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING.—Barb and plain twist fencing, galvanized and coiled spring wire are all firm at the advanced prices.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS.—A further advance is looked for, but we continue to quote $2.20 base.

CUT NAILS—We quote $2.30 base f.o.b. Montreal, Toronto 20c higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS—A very large demand continues for these lines and large shipments are the order of the day.

BUILDING PAPER.—Not as brisk as formerly, but continuous booking of large orders for spring shipments.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30; American low-grade, $23 to $25; high-grade, $27.50 to $35.

HIDES, WOOL AND FURS. — The price of hides here and in Chicago is firm. In Europe the market has turned easier. Mink skins being a little better prices.

Hides, inspected, cows and steers, No. 1		0 11½
" " " " No. 2		0 10½
Country hides, flat, per lb., cured		0 10½
" " " green		0 09½
Calf skins, No. 1, city		0 12
" " No. 1, country		0 11
Lamb skins	1 00	1 10
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb.	0 05½	0 06½
Pulled wools, super, per lb.		0 25
" " extra		0 27
Wool, unwashed fleece		0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon		1 40
Mink, dark	4 50	5 50
" pale	2 50	3 50
Fox, red		3 00
" cross	3 00	5 00
Lynx		5 50
Bear, black		12 00
" cubs and yearlings		5 00
Wolf, timber		2 75
" prairie		1 25
Weasel, white		0 60
Badger		1 50
Fisher, dark	5 00	6 00
Skunk, black		1 25
" " short stripe		0 90
" " long stripcd		0 50
Marten,	3 50	20 00
Muskrat., fall		0 16
" winter		0 20
" spring		0 23
" western	0 12	0 16

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 14, 1906

While all metals continue as strong as ever, interest this week, centres especially around copper and tin. Copper may be said to be the feature of the market. Sheets are continued at the same price as we quoted last week, but prices on ingot casting copper have advanced 1 cent. It is freely predicted that they will go much higher still. One prominent Montreal jobbing house wrote to a large handler of the metal for prices, this week, and received the response that there was no copper offering at the present time.

Ingot tin is distinctly firmer in tone. So far as prices are concerned, we are still quoting 46½c. to 47c. per pound. It is expected that the prices, too, will experience an early advance.

As stated in a previous issue, cold rolled shafting is subject to higher prices. It is also stated that advanced quotations on boiler tubes will probably be announced during the coming week.

COPPER—This metal is the feature of the market. An advance in ingot copper has transpired. We are now quoting: Ingot copper, 25c. to 25½c.; sheet copper, base sizes, 32c.

INGOT TIN—Tin is very firm and higher prices are expected. We quote: 46½c. to 47c. per lb.

ZINC SPELTER—Conditions indicate a very firm market, but prices are unchanged. We continue to quote: $7.25 to $7.50 per hundred pounds.

PIG LEAD—Prices are still being maintained at $5.40 to $5.50 per hundred pounds.

ANTIMONY—Our price remains 27½ to 28c per pound.

PIG IRON.—We still quote as follows: Londonderry, $23; Carron, No. 1, $24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES—Higher prices will probably be declared next week. Meanwhile we are quoting: British and American tubes, 1¼ inch, 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15½c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6½c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL.—Our prices are as follows: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05; machinery iron finish, $2.40 ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING—The

expected new prices have not yet been issued, as we go to press. We still quote ' 3-16 inch to 1-4 inch, $7 ; 5-16 inch to 11-32 inch, $5.95 ; 3-8 inch to 17-32 inch, $4.90 ; 9-16 inch to 47-64 inch, $4.20 ; 3-4 inch to 1 7-16 inch, $3.-85 ; 1 1-2 inch to 3 inch, $3.50 ; 3 1-8 inch to 3 7-16 inch, $3.67 ; 3 1-2 inch to 3 15-16 inch, $3.85 ; 4 inch to 4 7-16 inch, $4.20 ; 4 1-2 inch to 4 15-16 inch, $4.55. This is equivalent to 30 per cent. off list.

GALVANIZED IRON—British makers are again raising their quotations, and the following prices show great strength in consequence: Queen's Head, 28 gauge, $4.60 to $4.85; 26 gauge, $4.45; 22 to 24 gauge, $3.90; 16 to 20 gauge, $3.75; Apollo, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 and 20 gauge, $3.60; Comet, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30 to $4.45; 22 and 24, gauge, $3.75 to $4.00; $16 to 20 gauge, $3.60 to $3.85; Fleur-de-Lis, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 to 20 gauge, $3.60; Gorbals "Best Best," 28 gauge, $4.45; Colborne Crown, 28 gauge, $4.45; 26 gauge, $4.30; 24 gauge, $3.75. In less than case lots, 25c extra.

CANADA PLATES—Firmness characterizes the week's market. We are still quoting: 52's, $2.70; 60's, $2.75; 75's, $2.85; full polished, $3.85; galvanized 52's, $4.35; 60's, $4.60.

BLACK SHEETS—An upward tendency is shown, but we are still quoting as follows:: 28 gauge, $2.60; 26 gauge, $2.25; 22 and 24 gauge, $2.45; 20 gauge, $2.40; 18 and 18 gauge, $2.40; 8, 10, 12 and 14 gauge, $2.60.

TIN PLATES—Prices remain as follows: Cokes base size, I.C. 14 x 20, $4.25 to $4.35; charcoal, base size, I.C., 14 x 20, 4.40 to $4.50.

TERNE PLATES—We are still quoting $7.10.

STEEL SHEETS. — We quote: 10 gauge, $2.60; 17, 18 and 20 gauge, $2.40; 22 and 24 gauge, $2.45; 26 gauge, $2.55; 28 gauge, $2.60 per hundred pounds.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Our prices remain: 2½lbs., 6½c. by the roll; 3lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

BAR IRON.—The price remains $2.15 base, f.o.b. Montreal.

OLD MATERIAL. — We quote; Light copper, 17½c.; heavy red brass,17c, yellow brass, 13c.; light brass, 9c.; lead, 4c; zinc, 4½c; machinery cast scrap, $16.00; wrought scrap, $16.00; stove plate scrap, $12.00: mixed rags, $1.00 to $1.20 per 100 lbs.; old rubbers, 8 1-2c. to 8 3-4c.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Dec. 14, 1906.

Ingot copper is the feature of this week's market, prices having advanced one cent in response to the keen demand and great scarcity of copper. Sheets are also strong, but have not advanced beyond our previous quotation. In many quarters still higher prices are predicted on both sheets and ingots.

Ingot tin is also much firmer, but we are not advancing prices. Orders for spring and summer delivery of sheets and plates are still being booked with date of deliveries uncertain.

Summerlee pig iron has been advanced 60 cents, and jobbers are in the same difficulty of trying to secure deliveries to customers.

Boiler tubes are booked for an early advance, and metal merchants are in an uncertain state as to whether or not the Government intends to force them out of this line by leaving the new tariff as originally announced. Cold rolled shafting is another line affected by the tariff, the old duty of 5 per cent. being changed to 30 per cent on 1 1-2 inches and under. Prices are being advanced in proportion to the change. One Toronto jobber is being hit this week for a 45 per cent. duty under the dumping clause.

PIG IRON.—Hamilton, Midland and Londonderry are off the market, and Radnor is quoted at $33 at furnace. Middlesborough is quoted at $24.00, and Summerlee, at $25.60, f.o.b., Toronto

BAR IRON.—Bar is still hard to get and we still quote: $2.25, f.o.b., Toronto with 2 per cent. discount.

INGOT TIN. — The market has become much firmer, and buying is lively. Prices are unchanged at 46 to 46 1-2 cents per pound.

TIN PLATES—The market is active and prices firm at recent advances.

SHEETS AND PLATES—Active buying is reported with prices steady. Stocks are light, and there is little prospect of replenishing them before next June.

BRASS.—Conditions are the same as last week, and we continue to quote 26 to 27 1-2 cents per pound for sheets.

COPPER—Stocks are very low, with demand keen. Ingots have advanced, and we now quote: Ingot copper, $25 per 100 lbs., and sheet copper $30 to $31 per 100 lbs.

LEAD—Market is active and prices very firm. We quote: $5.25 for imported pig and $5.75 for bar lead.

ZINC SPELTER—Stocks are light with market firm and active. We quote 7 1-2c. per lb. for foreign and 6 1-2c. per lb. for domestic. Sheet zinc is quoted at 8 1-4c. in casks, and 8 1-2c. in part casks.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. to ½ in., $2:50; ⅝ in.; $2.35 heads, per 100 lbs., $2.75; tank plates, 3-16 in., $2.65; tubes, per 100 feet, 1½ in., $8.50; 2, $9; 2 1-2, $10.75; 3, $12; 3 1-2, $16; 1, $21, Terms, 2 per cent. off.

ANTIMONY—Market is active, and stocks scarce. Prices firm at 27c. to 28c.

OLD Material.—Dealers' buying prices have advanced on several lines. We quote: Heavy copper and wire, 18½c., per lb.; light copper 16c. per lb.; heavy red brass, 15 1-2c. per lb.; heavy yellow brass, 14c. per lb.; light brass, 9 3-4c. per lb.; tea lead, $3.70, per 100 lbs.; heavy lead, $4.10 per 100 lbs., scrap zinc, 4½ per lb.; iron No. 1 wrought, $14.00; No. 2 wrought, $6 to $8; machinery cast scrap, $16.50 to $18; stove plate, $12 to $16; malleable and steel, $6; old rubbers, 9c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—The following prices are quoted on coal, although some kinds cannot be procured at any price, slack being particularly short.

Standard Hocking soft coal f.o.b. at mines, lump $1.75, ¾ inch, $1.65, run of mine, $1.40, nut, $1.25; N. & S. $1.10; P. & S., 85c.

Youghiogheny soft coal in cars, bonded at bridges; lump, $2.90; ¾ inch, $2.70; mine run, $2.60; slack, $2.25.

London, Eng., Metal Markets

From Metal Market Report, Dec. 12, 1906.

Cleveland warrants are quoted at 63s. and Glasgow Standard warrants at 62s. 6d., making price as compared with last week 2s. higher on Cleveland warrants, and 1½s., higher on Glasgow Standard warrants.

TIN—Spot tin opened firm at £196 15s., futures at £196 and after sales of 350 tons of spot and 220 tons of futures closed firm at £196 15s. for spot, £196 for futures, making price compared with last week 10s. lower on spot and 5s. lower on futures.

COPPER—Spot copper opened strong at £104 15s., futures £105 15s., and after sales of 600 tons of spot and 1,000 tons of futures, closed strong at £105 5s. for spot and £106 5s. for futures, making price compared with last week £2 5s. higher on spot and on futures.

LEAD—The market closed at £19 5s., making price as compared with last week 5s. lower.

SPELTER—The market closed at £27 17s. 6d., making price as compared with last week 2s. 6d. lower.

United States Metal Markets

From the Iron Age, Dec. 13 1906.

Pig iron production in November, a short month, was within 9,000 tons of the record breaking total for October. Returns to the Iron Age show that coke and anthracite furnaces produced 2,187,-665 tons in November and 2,196,808 tons in October, or at a daily rate of 72,982 tons last month, as compared with 70,865 tons in October. Active capacity on December 1 was 516,160 tons a week, which, counting charcoal furnaces at about 8,000 tons a week, represents 27,250,000 tons a year. Steel works furnaces fell short of their October performance, while merchant furnaces produced about 32,000 tons more in November than in October.

It may be inferred from the above figures that relief to the present strained conditions is on the way. It is to be remembered that our blast furnaces have not yet been subjected to the test of

real winter weather, also that the south is on the eve of the holiday absenteeism that always plays havoc with its production.

The feature of the pig iron market in the past week has been the cropping out of demand for iron for the second half of 1907, and in some districts a good beginning has been made in contracting for such deliveries. New England buyers have taken about 20,000 tons and an important New York State interest has bought for its malleable and steel foundries. Some sellers are asking $1 a ton less for the third quarter than for the first half, while others make little or no difference. Southern sellers have rather dominated eastern foundry iron markets and sales for the third quarter have been made at $19, Birmingham. Further sales of basic iron for the third quarter have been made at $22.50 to $23, delivered at eastern Pennsylvania mill.

The import movement, including iron afloat or for which shipping arrangements have been made, is variously put at 150,000 to 200,000 tons. Importers are unwilling to commit themselves beyond the winter months and little iron is now offered by foreign sellers that can reach this side before late February. The advances abroad have brought imports practically to a parity with domestic irons; hence no large additional movement is now expected.

Throughout the finished material market the changes are still rung on unparalleled conditions, from which week after week there is no sign of relaxing. Consumption, gauged by pig iron, appears to be increasing.

The Burmah Oil Company's contract for 10-in. pipe for the line from Burmah to Rangoon has been placed entire in the United States, and amounts to 30,000 tons.

In structural material the chief new business is 8,000 tons for the approaches to the Blackwell's Island bridge. Mills are again filling up rapidly after a breathing spell.

Railroad buying of bar iron has been a feature in western markets, and prices on shipments from the central west to Chicago territory have advanced. Everywhere the demand for bars continues heavy.

Higher prices have been paid for the heavier sheets and there is a prospect of a general advance.

In wire products the orders booked thus far in December have exceeded all records for an equal period.

The United States Steel Corporation's programme of new construction in 1907, just announced, represents an addition of about 1,000,000 tons a year in pig iron and 1,500,000 tons in steel, apart from what is provided by the second block of the new capacity at Garry, Ind. An important fact is that the new open hearth furnaces to be built at Duquesne will replace 600,000 tons of Bessemer steel capacity at that plant.

Form the Iron Trade Review, Cleveland, Dec. 13, 1906.

There is a strong inquiry for iron ore by merchant furnaces and a marked scarcity is predicted before the middle of next April, when shipments for the new season will be begun. The extremely cold weather of the past fortnight has rendered December shipments exceedingly small, and has put an end to navigation earlier than was anticipated. The result will be that the season's total will be in the neighborhood of 37,250,000 tons, and because of the pace at which furnaces have been driven during the summer and fall, there is the likelihood that some independent interests will run short.

Pig iron prices manifest little change in the north, but there is a distinct trend toward higher prices of southern product. One large interest has withdrawn from the market for the first half, and the car shortage, coupled with the necessary repairs, has put four furnaces out of blast. Certain foundries in the central west which contracted for castings when iron was low, now find it impossible to conduct business profitably at the present level and have shut down. The first of the year will witness the closing of contracts for castings for 1907, and but little difficulty is anticipated by foundrymen in securing the higher prices rendered necessary.

Finished materials, with the possible exception of structural, are of increased strength. Plate mills are filling up with orders and one large steel carbuilding concern in the Pittsburg district was shut down for two days last week because of lack of material. An advance in shapes is predicted at an early date. Tin plate sales during November were the heaviest in the history of the principal producer.

London Hardware Trade News

London has enjoyed mid-winter weather since early last week—fourteen inches of snow, good sleighing, and, on one occasion, a drop of the mercury to 4 below zero. This has helped business generally and the retail hardware business especially. Aside from the rush on such lines as sleighs and skates for the small boys, there is always a rush on builders' supplies, when the first touch of real winter makes the contractors put forth every effort to get buildings, under construction, in shape to admit of the work being continued when the weather becomes more severe.

The fact that the heavy fall of snow in London last week was local, there being no sleighing at St. Thomas, nor west of Komoka, caused the city's merchants to "count their mercies.".

The McClary Manufacturing Company have established a separate department in their works here for the construction of their new gas stoves and this week the company's salesmen from Montreal, Toronto, Hamilton, Winnipeg and London districts are in the city being instructed in the make-up of the stove from start to finish. This conference of the salesmen marks the introduction of a more complete system on the company's part for keeping the travelers posted about their goods.

W. F. Wyatt's new store at 349-351 Talbot street is one of the most commodious and handsomest retail stores in London. The show room is the largest in the city, being 44 feet wide and 75 feet long, and at the rear of the show room is a work room, 44 feet by 35 feet, a room of considerable size being required for Mr. Wyatt's extensive stove and tinware business. He carries the Souvenir stoves and ranges and has also secured the agency for the Gurney furnaces. His lines include tinware and kitchen utensils of all descriptions and a varied stock of hardware. Mr. Wyatt is a practical man and has had a large experience in the stove and tinware business. He was the junior member of the firm of Wm. Wyatt & Son, and for several years managed the business. The firm sold out a year ago and the senior member, ex-Ald. Wyatt, announced his retirement from business. When W. F. Wyatt decided to go into business for himself he built the store he now occupies and at the opening recently displayed one of the largest stocks in the city. His experience in the past augurs well for his success in the future

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N.S. Hardware Trade News

Halifax, N.S., Dec 11.

With the arrival of the first cold snap of the season came a good demand for skates. The cold wave came suddenly but the dealers were not caught unawares, as they all had good stocks on hand. The skates used here are almost all of local manufacture. The Starr Company's skates have a world wide reputation, and their sales are very large.

The hardware business is a trifle slack just at present, though generally speaking a fairly good trade moving. Some activity is noted in the gold mining sections, and this helps to keep business up. There is development of properties at Isaac's Harbor, and the owners of the Cow Boy mine on the eastern side of the harbor are pumping it out. The mine has been closed down for a year or more and the resumption of work is welcomed by the people resident in the vicinity.

* * *

Frank Powers, of Lunenburg, has just completed a fish conveyor for the Halifax Fish Company, by which fish can be transferred from the vessel to the warehouses without any handling between the two. The belt is in three sections to overcome the grade of the land. They measure in all about 150 feet in length. Mr. Powers installed the heating apparatus, the fish dryer, and the machinery. The plant is of the most modern type and is now complete.

* * *

Canadian enterprise is to the front again. The Panama Canal construction has brought one good contract at least to Canadian industry, for the Robb-Mumford Boiler Company, which is the American end of a big Nova Scotia Company, has just received an order for twenty-five 300 horse-power boilers, over 5000 horse-power in all. This contract was secured in the face of keen competition from works in various parts of the United States. It is understood that the Robb-Mumford specification for boilers was recommended to the Panama engineers in preference to all others. The Robb-Mumford Company and the Robb Engineering Company, which have been independent concerns under the presidency of D. W. Robb, of Amherst, are on the eve of an amalgamation into one company. The American works are located at South Framingham, Mass. This contract probably means that the Robb-Mumford boilers will be used on all the construction work on the Panama Canal.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Box Manufacturers.

The Jones Register Co., Toronto, ask for the name of any firms outside of Toronto that manufacture boxes or box shooks.

The James Davidson Box Manufacturing Co., Ottawa, and the Georgian Bay Shook Mills, Midland, are the two leading manufacturers of boxes and box materials, while the Parry Sound Lumber Co., Toronto, and the Firstbrook Box Co., Toronto, are the best known Toronto concerns.—Editor.

WATERPROOF GLUE.

Waterproof glue is manufactured of gum shellac three parts and india-rubber one part by weight, these constituents being dissolved in separate vessels in ether, free from alcohol, subject to a gentle heat. When thoroughly dissolved, the two solutions are mixed, and kept for some time in a vessel tightly sealed. This glue resists the action of water, both hot and cold, as well as most acids and alkalis. If the glue is thinned by the admixture of ether, and applied as a varnish to leather along the seams where this has been sewn together, it renders the joint or seam water-tight, and almost impossible to separate.

RAILWAY CONTRACTS.

The Canadian Northern Railway Co. has let or is letting contracts for over $1,500,000, having contracted with the Rhodes, Curry Co., of Amherst, N. S., for 1,500 box cars, and 22 passenger and baggage cars. The balance of the equipment is in the hands of the Crossen Car Company, Cobourg, Ont., and the Canada Car Co., of Montreal., and orders have also been placed with Canadian companies, for the whole of the output of the Canadian Locomotive works, Kingston, till October next. The Canadian Foundry Company, Toronto, will deliver their whole output for next year, and the Locomotive and Machine works, Montreal, their output for five months of next year. It is the C. N. R.'s intention to place as many orders with Canadian Companies as possible. Only orders that cannot be filled in Canada will be placed with United States firms.

VULCAN IRON WORKS ENLARGE.

The Vulcan Iron Works of Winnipeg, have recently completed a brick and stone pattern and wood-working shop on their property on Meade Street, adjoining the foundry building. This shop which is another evidence of the rapidly increasing business of this firm is 50 by 82 feet, two full storeys and basement, and the general layout and construction are designed to meet the requirements of a first-class shop. In the basement are located the lavatory and bathroom, also the boiler for the steam-heating plant. The ground floor will be used entirely for machines and benches, and includes offices for the foremen. The roof is supported on trusses, leaving the upper floor clear, which will be used as a drafting floor, and benches if so required. Electricity will be used to drive the machinery, and light the building. This shop will cost in the neighbourhood of $11,000 complete, with machinery, and adds another to the list of large and commodious modern workshops which the Vulcan Iron works have erected during the past few years.

SELLING CUTLERY.

E. H. Sutton, sales agent of the National Cutlery Company, Detroit, Mich., recently delivered a short talk on the "Sale of a Pocket Knife," in which he said:

"Selling a knife or cutlery of any kind is a hard proposition. The consumer is compelled to take the merchant's word for the grade of the article he is offering, as practically nothing of its quality can be ascertained from a superficial examination. It would be of inestimable value for the merchant and his clerks to have a knowledge of the manufacture of all kinds of cutlery; to be able to tell the trade whether the knife or any other article was merely blanked out of steel or whether it was forged. I am free to say that oftentimes the finish of the blanked article is superior to that made of high grade forged steel. To talk intelligently on these points a knowledge of manufacture is necessary. Quality should be impressed upon the consumer and while it is true that the cheaper lines undoubtedly keep the business going, the good goods and high grade specialties make the profits. Competition in all lines to-day is keen and as a rule a buyer gets just about what he pays for. Talk quality and you will have a satisfied customer."

A BLUFF THAT WORKED.

"Bluff sometimes goes a long way in business as well as in poker," remarked a well known manufacturer the other day." There is one instance which comes to my mind that happened some years ago. There was a merchant in Toronto who had half a dozen stores scattered throughout the city. I was young in business at the time and he got into my firm for about $2,500. As this was a very important sum to me at the time I began to press him urgently for payment. One day when I called on him personally he said that he would fix it up right for the next day, He would get assistance from the bank.

"But," said I, "how can you do so? Your credit is not good."

He replied, "Oh, you leave that to me, I have a scheme."

When I pressed him as to what his scheme was he astonished me by declaring that he intended going to the manager of his bank and telling him that if he did not advance him the money he would give instructions to the manager of each of his stores to refuse to accept any bills of that bank tendered by his customers. And do you know, the scheme worked.'

LENDING MONEY WITHOUT INTEREST.

If you have cash on your books, go to your debtors and make a plain talk for the money.

Just the minute a merchant extends credit he begins putting out his money without interest. There is a good point to work into the talk you give the farmer. He knows what "money out at interest" means, and what it means to lend without charge.

In the days when he was less prosperous than he is to-day, he paid, perhaps, 10 per cent. interest, perhaps more. If he could not meet the mortgage he was compelled to pay part and then renew, paying a commission on the money, The farmer is reasonably acquainted with the methods of the bank —he knows that when he takes a note to the bank to be discounted he pays interest in advance. He ought to be amenable to reason and either give you a bankable note or cash when your demands are sufficiently urgent to make you ask for a settlement.

The farmers are prosperous. Wheat money is in the banks to their credit. Go after them in a straightforward, manly fashion, neither cringing nor blustering, and it is safe to say that the majority of the farmers will cash too willingly. Try it. Go yourselves, it is bad policy to send another. Go yourself.

SPORTING GOODS TRADE.

Sporting goods for winter lines are receiving a great call from all parts of Canada, snow shoes, skis and skates being particularly sought after.

The snow coming so early this winter had the desired effect of causing a great sale of snow shoes, although most dealers had a large supply left from last year, they are rapidly being sold out and rush orders are being received daily by jobbers and should the demand keep up, a shortage may be reported.

Skates, hockey sticks and pucks are having a banner year, some sizes and lines of skates having been out for some time with no chance of stock being repleted. The shortage on hockey sticks is being relieved.

While skis are practically a new mode of winter amusement for young Canadians, dealers report a large increase over previous years in sales.

Toboggans have also sold well, but dealers had fairly large stocks carried over from last year and jobbers have not, in consequence, done so large a trade as usual up to this time.

PROTECTING THE CUTLERY MARK.

A very decided effort is being made in Sheffield to prevent the marking of foreign-made cultery in such a way as will convey the impression that it is of the Sheffield manufacture. The plan under consideration is to so mark the Sheffield-made goods as will distinguish the genuine from the imitation, but it is pointed out by authorities in England that it would be very difficult to discover any mark which would show conclusively that the goods had been made in England, and would still be out of reach of infringers or imitators.

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Dec. 14, 1906.)

Room 511, Union Bank Building, Office of HARDWARE AND METAL, Winnipeg, Man.

Business is still active, but the rush is not so great as a month ago. Values are steady in most lines.

LANTERNS. — Quotations are as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS.—Quoted now at $2.70 per keg.

CUT NAILS.—Quoted since the recent advance at $2.80 per keg.

PRESSED SPIKES — Prices are quoted as follows since the recent advance: ¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Discounts are quoted as follows since the recent advance in the price of copper rivets: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN—Unchanged in price. We quote: 3-16 inch, $9.25; 5-16, $5.20; 7-16, $4.45; ⅜, $4.10; ½, $7.20; ⅝, $4.60; ½, $4.30; ¾, $4.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES.—Quotations are: Bench axes, 40; broad axes, 25 p.c. dis. off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ½c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE. — The discount on pail is now 37 1-2 per cent., and on other galvanized lines the discount is 30 per cent.

CORDAGE—We quote: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Quotations are as follows: Cartridges, Dominion R.F. 50 and 5; Dominion, C.F., 33⅓ C.F., pistol, p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL.—Quotations are: Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—Quoted a $5.85 per cwt.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

IRON PIPE AND FITTINGS— Revised prices are as follows:—Black pipe, ¼ inch, $2.65; ⅜, $2.80; ½, $3.50; ¾, $4.40; 1, $6.35; 1¼, $8.65; 1½, $10.40; 2, 13.85; 2½, $19.00; 3, $25.00. Galvanized iron pipe, ⅜ inch. $3.75; ½, $4.35; ¾, $5.65; 1, $8.10; 1¼, $11.00; 1½, $13.25; 2, inch, $17.65. Nipples, discounts 70 and 10 per cent.; Unions, couplings, bushings and plugs, 60 per cent.

LEAD PIPE—The price, $7.80, is firmly maintained in view of the advancing lead market.

GALVANIZED IRON—Quoted as follows:—Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65, 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.50; 26, $4.65; 28, $5.00.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Quoted as follows: Canada plate, 18 x 21, 18 x 24, $3.40; 20 x 28, $3.65; full polished, $4.15.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE.—Silver Star in brls. per gal., 20c.; Sunlight in brls, per gal., 21c.; per case, $2.30; Eocene in brls, per gal., 23c.; per case, $2.50; Pennoline in brls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; Engine gasoline in barrels, per gal., 28c., f.o.b. Winnipeg in cases, $2.75

We have been fortunate enough to secure the Western Agency for BERRY BROS. celebrated VARNISHES and are carrying a full stock from which all orders will be shipped promptly.



THE

WINNIPEG PAINT AND GLASS CO. Limited

Warehouses CALGARY EDMONTON WINNIPEG

PAINTS, OILS & TURPENTINE — Turpentine is firm at the recent advance White lead, pure, $7; bladder putty in barrels, 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg, $1.01; Calgary, $1.08; Lethbridge, $1.08; Edmonton, $1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

METALS MELTED IN SAN FRANCISCO FIRE.

AFTER the great San Francisco fire, hundreds of tons of lead, zinc, and other metals owned by the Selby Smelting Company were found melted into a solid block at the base of the shot tower that was for many years one of the landmarks of the old city says the Scientific American. The problem of recovering the metals, which were worth many hundreds of thousands of dollars, was a difficult one. The great mass could not be raised or broken up into fragments of a practicable size by any ordinary means. A method has, however, been found by which it is hoped to recover the valuable metals. After removing several tons of brick and debris, channels have been cut through the great block of metal by an electric arc process. The bed of metal is from three to four feet thick, and covers the entire area of the ruins of the tower. The heat and light produced by the process are intense, though only ten volts are used for each implement. The men who are engaged in cutting the channels have their heads and faces covered with canvas to protect them from the blinding light. Large blocks have been cut away from the great pile, and it is expected that the whole work will take up the winter. About two hundred tons of lead, zinc, and tin still remain to be recovered. The work, is of so unusual a character, that it is constantly watched by a crowd of interested people. The metal is recovered in blocks weighing nearly a ton each.

NEW PROCESS FOR MALLEABLE IRON AND STEEL.

Two Australians have evolved a process for directly converting iron ore into malleable iron or steel by a continuous system. It is claimed that the new discovery will effect a saving of 25 per cent. in the manufacture. The ore is simply concentrated by ordinary methods, or if it is magnetic it is separated electrically until the pure oxide of iron is obtained. The oxide of iron is passed through a revolving cylinder heated by waste gases from subsequent operations, and brought in that cylinder to a dull red heat. It drops from the cylinder to a second similar cylinder, and in the latter it is brought into contact with the deoxidizing gas, which is forced through and brought into contact with the heated ore. The heated ore is thus converted into a pure iron. Accompanied by and protected by the deoxidizing gas, it is passed into a third chamber or melting hearth, where it falls into a bath of molten iron, and is converted directly into steel or balled up as malleable iron.

WALL PAPER.

Fall orders, on account of their heavy increase, could not be delivered quite as early as usual. Manufacturers are rushing through their work so as to be ready for the sampling season. A superior line of designs is promised for next season, and some novelties in borders are in prospect. The success of the flat prices is causing general satisfaction.



SUPERB EMPIRE

The Perfect Cooker

We draw the attention of the Western Trade to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a Western stove factory for Western people only.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

DAVID REID & CO.

Hardware Commission Merchants

Room 22 Stanley Block, - Winnipeg, Man.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents throughout Western Canada.

BEST OF REFERENCES

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Plumbing Catalogue.

The James Robertson Company, of Toronto, manufacturers of plumbing goods and sanitary appliances, have issued to the trade a miniature catalogue of about 3½ in. by 6 in., containing 60 pages fully illustrated, with sizes and list prices of a few standard lines, taken from Catalogue E. This catalogue will prove invaluable to the plumber as it can be freely distributed among prospective builders, and is of convenient size to be carried in the pocket

Electric Supplies.

A small pamphlet has been issued by the Canadian General Electric Co., Toronto, announcing reduced prices on miscellaneous material. The pamphlet will be found very useful to any hardware merchant desiring to purchase electric supplies.

Machines Knives, Grilles, and Railings.

A neat booklet of forty pages has been issued by Joseph Paquette, manufacturer of machine knives and ornamental iron work, 59 Lacroix St., Montreal. It is printed in both English and French, and is well illustrated with various lines of planer, moulding, matcher and shaper knives, etc. Steel and iron fencing, railing, and fire escapes are also illustrated, and a complete price list for the machine knives is given. The booklet is of a very convenient size, and well printed.

Screen Doors and Windows.

The Sanderson, Harold Co., of Paris, have issued to the trade their catalogue No. 5, which contains fifty pages fully illustrated with their thirty styles and sizes of refrigerators, ten styles of doors, and fifteen styles and sizes of screen windows, manufactured by them. The book also contains much useful reading matter as to construction of refrigerators, which will be found instructive to the hardware merchant. Send for a copy and mention this paper.

GROWTH OF READY ROOFING INDUSTRY.

The demand for ready roofing has increased so fast in the last year or two, that new brands have come on to the market within a short time. A large number of ready roofing have been on the market long enough to prove that a ready roofing can be made to take the place of shingles, which are deteriorating in quality so fast and growing more expensive every day.

An old established firm making a "ready roofing" with a complete roofing kit inside of each roll, is F. W. Bird & Son., who were established in East Walpole, Mass., in 1817. Their brand, which is called Paroid, is familiar to railroad systems and to builders and dealers all over Canada. The steady growth of the Paroid business compelled the manufacturers to build an extensive plant at Hamilton, Ontario, last year, the plant being shown in the accompanying engraving.

Paroid is made from start to finish in F. W. Bird & Son's own mill. The foundation, or felt, is made from strong wool felt and this felt is soaked in a special water and weather proof preparation. The felt is then given a thick, strong, and pliable coating. It is not affected by extreme cold nor will it run or dry out in the heat. Sparks and cinders will not ignite it and fumes and gases of all kinds have no effect upon it. Sufficient roofing caps, nails, cement for the joints and complete directions are packed inside of each roll and a jackknife and hammer are all the tools required for laying it.

A patent has just been granted to F. W. Bird & Son on a new rust-proof roofing cap, which has many advantages over the ordinary roofing cap. The Paroid cap is made of sheet steel and there is no chance for irregularity in thickness or in shape. It is square and, therefore, has more binding surface than the round cap. This is important because a roofing cannot be fastened too tight. Their cap is also waterproof all over, which prevents rusting and leaks.

The Paroid roofing manufacturers have a good advertising plan for getting business for the dealers and readers should write them for their dealers' proposition.

RETURNED
Dec/15/11
to Turner
Cut Book No 58
Page No. 618
aaw



F. W. Bird & Sons' Hamilton Plant.

1907 Calendar.

A very handsome calendar has been issued by E. A. De Laplante, hardware merchant, East Toronto, whose original and extensive advertising has advanced him to a position as one of the foremost retail merchants in Ontario.

Electric Fixtures.

Pass & Seymore, Solway, N.Y., have forwarded one of their latest catalogues of electrical fixtures and supplies. The book comprises over one hundred pages illustrated by cuts of various lines of supplies manufactured and sold by this company. The company is represented in Canada by R. E. T. Pringle Company, Montreal and Toronto.

Turner Brass Goods.

An illustrated catalogue, No 50, has been issued by the Turner Brass Works, Chicago, with several hundred cuts, containing information concerning the construction of articles manufactured by them, including mechanical appliances using as fuel, gasoline, kerosene, alcohol and gas. The catalogue should prove exceedingly useful to painters, plumbers and hardware dealers, and will be mailed to any dealer on receipt of name.

IVORY HANDLED CUTLERY.

The manufacturers of cutlery in Sheffield are facing a marked advance of certain raw materials, which may affect seriously the price at which the finished article can be placed upon the market. Celluloid has advanced about 10 per cent., and even more serious than this is the recent advances in the price of ivory. Within a short time past this material has advanced £12 per hundredweight in price. For a number of years past the Sheffield buyers who have attended the ivory auction sales have declined to bid because they could not afford the prices paid for ivory by American manufacturers of piano keys, who were apparently in need of all of the stock that was offered. It is said, on good authority, that in the past three months Sheffield has cut up for use the smallest amount of ivory ever before used in that period of time.

It is just as important that clerks and proprietors should have the qualities of salesmen and of honest men back of them, as it is that they should have quality and honesty back of the goods that they sell.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1446. Steel constructional work, &c.—North England firm would be pleased to quote prices to Canadian enquirers for bridge building work, constructional steel work for roofs, and all kinds of iron and steel constructional work.

1450. Machinery.—Yorkshire firm manufacturing every description of woodworking machinery for sawing, planing, moulding, mortising, &c., invites Canadian inquiries for these goods.

1448. Sectional and structural steel, &c.—North England firm manufacturing sectional and structural steel, beams, angles, channels, flats, &c., invites correspondence with Canadian buyers. Catalogues and section books sent on application.

1432. Paints and varnishes.—A firm in England would like to get in touch with Canadian importers of paints and varnishes.

1433. Iron and steel bars, joists, &c.—A London firm, doing an extensive shipping trade and in a position to compete favorably, desire to extend their connection to Canada, and would be pleased to correspond with buyers of all sections iron and steel bars, joists, angles, tees, channels, &c., galvanized, corrugated, tinned, leadcoated, sheets, tank, boiler, ship and tinplates, hoops, nails, wire, gas, water and steam tubes, chains and anchors. Specialties in large and small machine tools particularly suited to colonial markets, giving handsome return, combined with unlimited scope for large turnover.

A NOVEL BUSINESS PLAN.

Watt & Squire, hardware merchants, Brantford, are planning a calendar exhibit early in January, to which they invite their customers and Brantford citizens generally. They are asking for the co-operation of manufacturers of hardware and kindred lines as well as jobbers, all being requested to send copies of their calendars for 1907 as soon as issued.

Watt & Squire, through the means of this exhibit expect to interest their customers in many new lines. It would be a good plan for them to have some suitable souvenir for distribution to all who visit the store during the exhibition, and to announce the fact generally through the local newspapers.

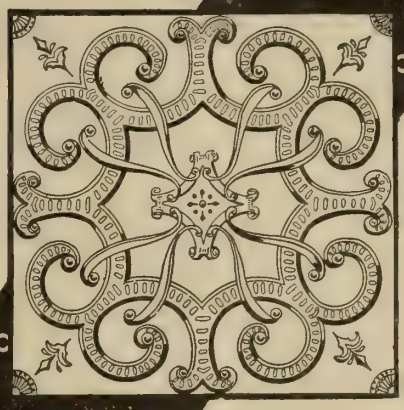
WINNIPEG HARDWARE HOCKEY LEAGUE.

The Wholesale Hardware Hockey League, of Winnipeg, held their annual meeting at the office of Geo. D. Wood & Co. The gathering was a most enthuiastic one, and the season of 1906-1907 promises to be a very successful one.

The following officers were elected: Patrons, Geo. D. Wood, J. H. Ashdown, H. Miller, H. Annis, J. E. A. Wildman; President, A. A. Cattanach; Vice-President, W. Reynolds; Secretary-Treasurer, H. H. Trigge; Executive Committee, Thos. Hodgson, J. F. Foulds, E. M. Elliott, J. Erwin, Norman Bell.

INTERIOR DECORATION

THAT RETAINS IT'S BEAUTY!



Our Metallic Ceilings AND Walls

are in highest favor with practical and artistic people alike.

We make countless beautiful designs, with borders, friezes, dados and every detail to match; they are easily applied, in old buildings over plaster, or in new ones where plaster is not required.

They are suited for every building where practical, durable beauty is desired in the decorative finish, and are fire-proof and sanitary.

EXPENSIVE? Not at all. First cost is small. The plates are so carefully made they fit accurately.

We will give you an estimate if you send an outline showing shape and measurements of your ceilings and walls. Let us hear from you.

M.R.Co.

The Metallic Roofing Co. Limited, Toronto, Canada.

Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

Department of Railways and Canals, Canada

WELLAND CANAL,

PORT COLBORNE ELEVATOR.

NOTICE TO ELECTRIC POWER COMPANIES.

SEALED TENDERS addressed to the undersigned and endorsed "Tender for Electrical Energy," will be received at this office until 16 o'clock on Monday, the 17th December, 1906, for the supply of Electrical Energy required to operate the Government Grain Elevator at Port Colborne Ontario.

Specifications, forms of tender and full information can be obtained on and after this date at the office of the Chief Engineer of the Department of Railways and Canals, Ottawa.

Any tender not necessarily accepted.

By order,

L. K. JONES,
Secretary.

Department of Railways and Canals.
Ottawa, 4th December, 1906.

Newspapers inserting this advertisement without uthority from the Department will not be paid for it.(49

WELLAND CANAL

Tenders for Supplies for the year 1907

SEALED TENDERS for Supplies, addressed to the Superintending Engineer, Welland Canal, St. Catharines, will be received until 16 o'clock on Monday, the 31st of December, 1906, for the supply and delivery of various articles of Timber, Hardware, Castings, Fuel, Paints, Oils, etc., for use on the Welland Canal and its branches for the year 1907.

Specifications, forms of tender and other information may be obtained at the Superintending Engineer's Office, St. Catharines, on and after Tuesday, the 11th December, 1906.

The lowest or any tender not necessarily accepted.

By Order,

L. K. JONES,
Secretary.

Department of Railways and Canals,
Ottawa, 4th December, 1906.

Newspapers inserting this advertisement without authority from the Department will not be paid for it.

FOUNDRY AND METAL INDUSTRIES

WHERE THE WORLD'S NICKEL COMES FROM.

One of the most valuable metals of commerce is nickel. Gold is where you find it—and so is nickel. Up to the present time, nickel is found only in two places—eatern Australia and in the region of Sudbury, Ontario. These Canadian nickel mines were discovered by accident, and for years went begging for recognition—no one seemed to know the metal had any value.

When the Canadian Pacific Railway was building its main line through Western Ontario, the graders cut through a rock formation carrying both copper and iron. This was a point north of Georgian Bay, now known on the map as Sudbury.

The per cent. of copper in the rock was small, running from two to three per cent., but it was sufficiently rich to warrant an attempt at development. The Canadian Copper Company was formed, and the Copper Cliff mines opened up. The ore was shipped, some to Wales, and some to the copper reducing works at New Jersey.

Combined with the copper, was another metal besides iron. No one seemed to know what it was. It was new to the experts, both at the mines, and at the reduction works. So the New Jersey smelter allowed it to run off with the slag. Not so with the Welshmen—they knew the metal and also knew its value. Like good business men they kept their secret and bought all of this particular copper ore they could get—the nickel was worth more than the copper—and it was clear profit. But the secret at last came out, and the Sudbury copper mines became the greatest nickel mines in the world.

The mines at Copper Cliff, a few miles from the present town of Sudbury, resembles the ordinary copper mines—the shafts have already reached a depth of 1,200 feet—and the nickel-copper bearing vein shows no sign of exhaustion. The Creighton mines, however, are like the mines of the Mesaba iron range—vast excavations where the steam shovel has laid bare acres upon acres of rich ore—there seems to be no limit to the amount. The ore runs about two per cent. copper, six per cent. nickel, 40 per cent. iron and the rest mostly sulphur. After reduction, a ton of ore will turn out about 120 pounds of nickel, which now bring 40 cents per pound.

The ore is partially reduced at the mines. It is crushed and screened, then spread out over vast beds of cord wood—acres in extent. Fire is applied, and the ore roasts for sixty days. This process drives out most of the sulphur leaving the metals in a form called matte. This matte is shipped to the refining works in Constable, N.J., where the nickel of commerce is made.

A large iron foundry and machine shop is to be erected at Anaconda, B.C. Messrs. B. A. Isaacs and R. W. Hinton, of the Nelson Iron Works, are promoters of the enterprise.

Prepare *Now* for Spring Business

The wise dealer is preparing *now* for his spring business. It is profitable to prepare early and get into the game early. It is also profitable to make a careful selection of the lines for the spring trade. Such business acumen augers well for success.

The dealer who selects ***Sherwin-Williams Paints and Varnishes*** for his trade makes a wise and discriminating choice. He not only secures products that are standard of excellence, but he opens up almost limitless selling opportunities. He places behind him the reputation of The Sherwin-Williams Co. and its strong advertising and promoting organization. He is given co-operation from start to finish in building up a trade.

Prepare now for your spring paint and varnish business by becoming a Sherwin-Williams agent and securing all the high prestige that affords. Our advertising helps this year are the best we have ever prepared. We want our agents to get an early start, and we want to get an early start, too, in going after the business for them and with them.

Let us hear from you today about our proposition.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

1767

WANTED

Young man who has had some experience with the hardware or metal trades to act as assistant to Editor of "Hardware and Metal" in Montreal.

There is an excellent opportunity for advancement for a bright young man.

State experience and salary expected. All applications treated confidentially.

ADDRESS

Manager, HARDWARE AND METAL, Montreal

Polished Steel Sheets

"DOMINION CROWN" brand, first quality, uniform dark blue finish, unexcelled in value.

A. C. LESLIE & CO.

MONTREAL

HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.

HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

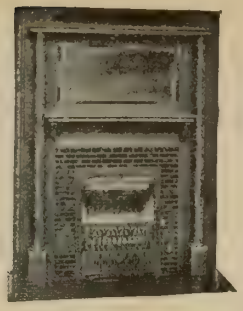
The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.

182 Adelaide Street West, TORONTO

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE

or to

Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.

HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

ATTENTION

should be paid to the sterling character of manufacturers. I VOUCH FOR THE SOLID RELIABILITY OF MY FIRMS.

LEEDS FIRE CLAY CO., Ltd.
Their fire bricks, glazed bricks, stable bricks, etc., have no superior.

T. JOWITT & SONS, SHEFFIELD,
guarantee the quality of their files, cast steel, hammers, and crucible steel. Try us for prices.

JOS. FENTON & SONS, SHEFFIELD,
serve us with a fine variety and style of cutlery and plated ware. Write for catalogue.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains. Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

H. G. EADIE

22 St. John St., - Montreal

Manufacturer's Agent, Hardware and Metal Merchant

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

GET PRICES FOR

GILBERTSON'S

COMET

Brand

GALVANIZED FLAT SHEETS

for any purpose where the best is needed. Wide awake jobbers handle this brand. They are well galvanized, true to gauge and especially soft for working up purposes. Every sheet bears the name "Gilbertson." That is a guarantee.

MAKERS:

W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES

Agent: Alex. Gibb, 13 St. John St., Montreal.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.

Limited.

HAMILTON, ONT.

Paint, Oil and Brush Trades

PAINTS A HARDWARE LINE.

Paint is one of the composite parts of the hardware business instead of, what a great many people have thought and still think, merely a side line, writes J. H. Sayward, a successful hardware merchant. We necessarily go after the house owner or his finishings in the line of hardware throughout, and in doing this we necessarily have a splendid opportunity to sell, or at least try to, the paint.

Confidence is a very successful requisite in making a thorough success of the paint business as well as anything else that is, confidence in the manufacturer from whom you purchase and in his ability to make good goods, and confidence in your own ability to instill into your customers your own thorough belief in the advantageous qualities of prepared paint over the much-mooted lead and oil.

Ability to thoroughly instill into your clerks your confidence in the product you purchase is a very important factor, and furthermore, they should be thoroughly competent to instill that same degree of confidence into the prospective customer. I fully realize that this is a pretty stiff problem for us all, yet we are very dependent on our clerks, and, as a matter of fact, from my own point of view, their thorough familiarity with the product is of even greater importance than my own.

A Personal Experience.

I do not know of any better way of demonstrating to you the advisability of paying attention to the paint end of the business than by giving you a brief outline of my own experience. I have been in business for a great many years, and up to 1898, although I had handled paint for a number of years previous to that time, my paint purchases, aside from lead and oil, were very small.

In 1898 my lead sales were probably from 12 to 14 tons per year. In 1904 I possibly sold four tons. From a profit point of view, without my entering into it, you will note that the returns from lead sales were extremely small and, in fact, it has been contended, and rightfully so, for a good many years that you practically roll 15 per cent. out of your store with each keg of lead, and oil and turpentine would appear in the same catagory.

In 1898 I had an opportunity to take the agency of a reputable paint manufacturer, a concern who not only manufactured first-class goods, but also firmly believed in effective advertising and system in following up. I first visited the factory and spent some time in satisfying myself that the paint was what they claimed it to be. Instead of using my own methods I adopted theirs to a very great extent, and with the advertising which I have always done have reaped the reward not only in increased sales but in increased profits as well. From this concern I purchased in 1898 $496 worth of goods, increasing my purchases year by year, until in 1904 I bought 842 per cent. more paint than in 1898, while there has been a decrease of 71 per cent in my lead purchases.

Figuring my gross profit on lead in 1898 at 16 per cent, I made $230, whereas, figuring 33 1-3 per cent. on paint, my net returns were $1,560 in 1904. Therefore, you will readily see that attention to this important branch of our business pays.

Advantage of Prepared Paint.

I have always made it a point to use a pencil to a very great extent in demonstrating to the prospective customer why he should use prepared paint instead of lead and oil, pointing out very clearly the fact that he should acknowledge the ability of the manufacturer to take lead, zinc, turpentine, dryer and tinting colors and thoroughly assemble same by formula and machinery much better than the average painter could take the same ingredients and mix them together by the rub of thumb and paddle. Furthermore, it has always been my contention that a painter in buying several different articles has the corresponding number of concerns to contend with in case of difficulty, whereas in using prepared paint, in case of any difficulty he has simply the dealer and the manufacturer to look to. In case of difficulty we find the reputable manufacturer ready to listen to his troubles through the dealer, whereas with lead and oil there is practically no redress and never has been.

I have also pointed out the fact that the painter is obliged to go to the manufacturer and buy the several ingredients contained in the paint, and such being the case, why is it not feasible that the manufacturer of several ingredients should be in a better position than the painter to incorporate these ingredients by machinery? A paint mixed by the

(Continued on page 52.)

KOVERALL RED

Is a red red that stays red, brilliant, bright, durable and permanent, for painting School Houses, Elevators, Bridges, Barns, Roofs, Fences, Iron and Tin Roofs and Sidings, and all Outbuildings.

Put up in

¼-Gal. ½-Gal. 1-Gal. 5-Gal. Barrels

"Wears On the Job, Not Off."

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA.

STOCKS AT

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.

WINNIPEG, MAN., c/o. MASON & HICKEY.

THE BUSINESS THAT PAINT BUILDS UP

Is big, valuable and lasting. Of course there's paint and paint. Most manufacturers turn out really good paint. That's sure—because paint speaks out for itself. We think the dealer ought to know more—a good deal more about the **excellence** and **lasting qualities** of our Paints and Varnishes. A business built up on our paint and varnish excellence is lasting and vigorous—because our paints excel the best marketed by others. It will pay **you** well to read our brief paint story from week to week.

SECURE A COPY OF OUR CATALOGUE

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

Why Jamieson's Floor Enamels Are Better

Floor *paints* are *generally* made of inferior pigments, on the argument that the floor will not be exposed to the sun. But only the *best ingredients* are to be found in

JAMIESON'S Floor Enamels

That is one reason why they

Look Brighter,
Wear Longer,
Cover More Surface,
Clean More Easily,
Cost Less in the End

Than Floor Paint

We can absolutely guarantee satisfaction to dealers and consumers, because we know that there is nothing but the best of material and workmanship employed in their manufacture.

Made in all desirable colors by

R. C. JAMIESON & CO.
LIMITED
16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES
MONTREAL.

OILS

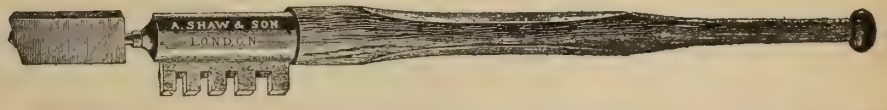
Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND
OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim fo them **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied. Established 1815

CANADIAN AGENT
GODFREY S. PELTON
201 Coristine Building Montreal

A. Shaw & Son
52 Rahere St., E.C., London

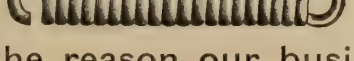
The Canadian Bronze Powder Works
R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE***

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.
Small Springs of Every Description.

As the White Lead is So is the Paint

The only white lead used in

"Anchor" and "English" LIQUID HOUSE PAINTS

is Brandram's B.B. Genuine.

Brandram's

B. B. GENUINE

has been the world's standard **white lead** for close on to two centuries.

With such a foundation of quality as this, are you surprised that

"Anchor" and "English" LIQUID HOUSE PAINTS

are standards all over Canada and wherever else they are sold.

BRANDRAM-HENDERSON

LIMITED

Halifax, St. John, Montreal, Winnipeg,

MARSHALL WELLS CO., Winnipeg

Sole Distributors for Western Canada

Paint and Oil Markets

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 14, 1906

There was a little excitement in turpentine early in the week, as it was thought that the Government had taken off the duty, and holders naturally receded in their price. But later advices from Ottawa do not warrant this assumption, and normal figures have been resumed, pending authoritive information on the subject.

New prices for white lead are out this week. The leading grinders now quote another advance of 50 cents per hundred pounds, as will be seen by our detailed statement of current quotations.

Quotations on paris green for the season of 1907, have just been issued by the Canadian makers. These prices will be noticed in our list this week, and they will hold good until further notice.

Prices on ground white zinc have also been advanced 50 cents per hundred pounds, as a result of stiff conditions in primary markets.

LINSEED OIL.—The situation is unchanged. We continue to quote: Raw, 1 to 4 barrels, 55c.; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.

TURPENTINE.—After a flurry during which prices came down because it was thought the Government had taken off the duty, things have settled down again, and we continue to quote the following prices: Single barrel, 95c. per gal.; two barrels or over, 94c. per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD.—Owing to continued high prices in pig lead, the leading Canadian grinders have again advanced their quotations, and we are now quoting: Best brands Government Standard, $7.25 to $7.50; No. 1, $6.90 to $7.15; No. 2, $6.55 to $6.90; No. 3, $6.30 to $6.55 all f.o.b., Montreal.

DRY WHITE ZINC.—We still quote as follows: V.M. Red Seal, 7½c to 8c; Red Seal, 7c to 8c; French V.M., 6c to 7c; Lehigh, 5c to 6c.

WHITE ZINC (ground in oil)—Manufacturers have raised their prices, and we now quote: Pure, 8½c to 9½c.; No. 1, 7c. to 8c.; No. 2, 5¾c. to 6¾c.

PUTTY—A heavy demand is shown. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—The following quotations are firm: Genuine red lead in casks, $6.00; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

PARIS GREEN.—Canadian manufacturers have issued their price list for the season of 1907. Quotations are as follows: In barrels, about 600 pounds, 23¼c. per lb.; in arsenic kegs, 250 lbs., 23½c.; in 50 lb. drums, 24c.; in 25 lb. drums, 24½c.; in 1 lb. packets, 100 lbs. in case, 25c.; in 1 lb packets, 50 lbs in case, 25½c.; in ½ lb. packets, 100 lbs in case, 27c.; in 1 lb. tins, 26c. f.o.b. Montreal. Term three months net or 2 per cent. 30 days.

SHELLAC—Our prices are:—Shellac Bleached, in bars or ground, 46c per lb., f.o.b. Eastern Canadian points, Bone Dry, 57c per lb., f.o.b. Eastern Canadian points; T.N. Orange, etc., 48c per lb. f.o.b. New York.

SHELLAC VARNISH—The prices are: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c

BENZINE—We still quote 25 cents in barrels, and 30 cents in smaller quantities.

WINDOW GLASS—Our prices are: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, December 14, 1906

Big surprises have developed in the paint markets this week.

The continued use of material has compelled another paint manufacturer to advance the price of paints, the Canada Paint increasing their quotations with another probable advance of 5 cents early in the spring. Their quotation is now $1.30 per gallon.

White lead has gone almost out of

YOUR PAINT TRADE FOR 1907

will be interesting if you do it with



LET US POST YOU

A. RAMSAY & SON COMPANY

Est. 1842 **MONTREAL** **PAINT MAKERS**

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICAGO

A GOOD RULE!

A good rule is a good thing to go by, provided you know the rule is correct and dependable.

For instance—

IT'S A GOOD RULE

to make every effort not only to hold, but to increase your business — that goes without saying.

IT'S A GOOD RULE

to get acquainted with the quality and make up of the goods you handle—you can talk them to better advantage to your customers.

IT'S A GOOD RULE

to have an iron-clad guarantee from the manufacturers as to the ingredients in the paints you are selling, or intend to sell—it shows your good, hard-headed common sense.

We guarantee the **Martin-Senour 100 per cent. Pure Paint** (except a few dark shades that cannot be prepared from lead and zinc) to be made from Pure Carbonate of Lead, Pure Oxide of Zinc, with coloring matter in proportionate quantities necessary to make their respective shades and tints, with Pure Linseed Oil, Dryer and Turpentine for thinning, and to be entirely free from Water, Benzine, Barytes, Whiting and adulteration, and sold subject to chemical analysis.—*The Martin-Senour Co., Ltd.*

IT'S A GOOD RULE

to have the exclusive agency in your town of the **Martin-Senour Paint, 100 per cent. pure,** because the agency will enable you to have the best paint trade in your locality, and you will find it

A GOOD RULE

to **write at once for particulars of our proposition** and the line of advertising supplied our exclusive agents. Just send a post card and you'll get a prompt response.

The Martin-Senour Co., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector St., - Montreal

2514-2520 Quarry Street and Archer Avenue
Chicago
(Established 1878)

The Winnipeg Paint & Glass Co. Winnipeg

The Maritime Paint & Varnish Co' Halifax, N.S.

NOT for the simple reason that it is "Made in Canada" are you asked to buy The Canada Paint Company's

PARIS GREEN

but because it is strictly pure, of the highest class and warranted superior to the Government standard.

THE CANADA PAINT COMPANY LIMITED

Makers of Paris Green

sight, it having advanced 60 cents per cwt., on last week's quotations, the advance being in line with our recent predictions.

The general shortage and high price of pig lead in all markets had placed merchants on the lookout for a raise, but the advance quoted this week is beyond all expectation, pure white now being quoted at $7.40.

Turpentine and boiled oil have not advanced further, and remain as quoted last week.

Another tremendous advance is quoted on paris green, an advance of about 30 per cent. over last year and of about 40 per cent. over that of two years ago. The cause is quite apparent, the large advances in copper, and the fact that the arsenic mines in Austria were damaged by flood some time ago, causing a great scarcity of arsenic. Canadian manufacturers are quoting their base price at 25c. and on English 25¾c. is quoted f.o.b. Toronto.

And where formerly orders were accepted dated June 1st, terms are now changed and all orders are taken, 2 per cent. 30 days from date of shipment. This will mean that both jobbers and retailers will not stock up as early as usual.

WHITE LEAD — Ex Toronto, pure white, $6.95; No. 1, $6.42½; No. 2, $5.80; No. 3, $5.55; No. 4, $5.30 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $7.00.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.50; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.25.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50; gum shellac, bone dry, 63c., Toronto. T. N. (orange) 51c. net Toronto.

LINSEED OIL—We still quote: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic shee', 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75; barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—Gals., 70c. to 80c.

BRIDGE PAINTS—Gals., 75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

PAINTS A HARDWARE LINE.

(Continued from page 48.)

painter from lead and oil is more expensive than a good paint purchased from the dealer, for the reason that although it costs less per gallon it costs more per quantity. In other words, it will take one-third less prepared paint to paint a house than a paint made from lead and oil; consequently you have appealed to the man's pocket, and your reputation as a merchant backed up by the reputable manufacturer's goods handled by you should clinch the argument.

Carry a Complete Line.

I carry the complete line manufactured by this concern, and when a customer mentions paint I try to find out first what is to be painted and then proceed to sell the customer a special paint that is made for that particular purpose, and by doing so I show the customer I am interested in giving him what is right. When he finds out on using the goods that I was right and the job is even better than he expected that man is sure to come again for paint or anything else he may need in my line. I also display in a prominent place in my store all the different kinds of paint I have, and keep my windows talking paint nine months out of the twelve. In many other ways I keep reminding the public that I sell paint, and long before the painting season opens I have sold paint for several houses. I keep a record of each color of the house paint as it comes in, and it keeps me to a great extent in ordering a new supply, as I can determine very quickly just how much of that particular kind I have sold in any given time.

Keep a Card Record.

I keep a card record, a card index, of all the paint sold for outside painting, entering the data, quantity, different shades, and weather conditions, and in that way am not only able to determine when the paint was applied and under what conditions, in case of difficulty, but also have a means of interesting the new customer, for by referring him to or showing him where I have sold paint to Bill Smith and John Brown, men with whom he in the majority of cases is well acquainted, I impress upon him the fact that there must be some virtue in it or these men would not use it, and in this way I am also able to refer him to houses which in many instances have been painted for a number of years.

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFAOTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

Please mention HARDWARE AND METAL when writing.

ALABASTINE
The Popular Wall Coating

adopted and specified by Architects, Engineers, Doctors, Ministers of the Gospel and Educationists for Churches, Schools, Colleges and Universities, Hospitals, Sanitariums and Asylums, Public Halls, Public Works, Offices and Buildings, Railway Stations and Offices, Factories, Hotels and Boarding Houses, Palatial Residences and humble homes.

WHY?

Because it is the one and only **Permanent, Sanitary** and **Antiseptic** Wall Coating. Ready for use with **Cold Water** and **simple** and **easy** of application.

We have doubled our capacity in order to cope with the ever growing demand for ALABASTINE, but we advise you to order NOW, with Spring dating. Order direct or through your nearest jobber.

The Alabastine Co. Ltd.
PARIS, ONT.



A Dependable Paint

That's the sort of paint the shrewd dealer carries—a paint that he can recommend to his customers—a paint they can recommend to their friends—the paint that increases his business—that is

Ark Brand Paint

ArkBrand Paint is not manufactured any old way. The materials used are carefully analysed. Our methods are different. Hundreds of dealers declare right over their names that we have reduced paint making to an exact science. Ark Brand is just as good as the best material combined with the genius of the paint industry can make paint. Are you ignoring the popular demand for Ark Brand ?



Have you Muresco Wall Finish on Hand?

It is easily prepared and applied. It saves your time and makes your customers good friends. There is no other wall finish nearly as good. As a trade-builder Muresco is unsurpassed.

THE BENJAMIN MOORE CO., LIMITED
FORMERLY THE FRANCIS FROST CO., LIMITED
New York TORONTO, CANADA Chicago

Consolidated Plate Glass Company of Canada Limited

Import Window Glass

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

Another nitro-glycerine factory has been started at Petrolea.

Wingham is after a $15,000 grant from Andrew Carnegie for a Public Library building.

The Marine Iron works, of Victoria, B.C., was damaged by fire to the extent of $5,000.

A new Presbyterian church will be erected in St. John, N. B., at the cost of $50,000.

The village of Dublin is to be lighted by an acetylene gas plant now being installed by the Kurtz Company.

The Manitoba Cartage and Warehousing Co., are applying for authority to increase their capital stock from $150,000 to $250,000.

John Glenn, Dungannon, is completing a machine which is an invention of his own, for the making of small cement tile for farm use.

The Macdonald Manufacturing Company, Toronto, have secured a permit for the building of a four storey addition to their factory, to cost $18,000.

A warehouse will be built at Saskatoon for the Manson, Campbell Co. and the Chatham Carriage Works, to be used as a distributing centre for their vehicles in the West.

West, Taylor, Bickle & Co., broom manufacturers, of Norwich, Ont., have moved their head office to Toronto, and will build extensive additions to their factory at Norwich.

Fire supposed to have originated from a workman's torch destroyed the C. N. R. boiler shop in Winnipeg and much valuable machinery. The loss is between $60,000 and $100,000.

The National Cement Company of Durham, is in a very flourishing condition, having turned out 1,110 barrels per day all summer. They will construct a building for storage purposes, which will be 250 feet long and 50 feet wide.

Tenders are being asked for city supplies for Calgary, Alberta, and will be received by H. E. Tillis, city clerk, until the 31st of December, for the following materials: cement, lead pipe, corporation cocks, cast iron water pipe, sewer pipe.

The Fernie strike has cost nearly a million dollars—the Crow's Nest Coal Company has lost $500,000 in profits, and it will cost $50,000 to place the mines in good condition again. The men lost $300,000 in wages and the Government lost $20,000 in royalties.

Asbestos in payable quantity and quality has been discovered in the Transvaal. An expert who has examined the deposit states that it is of abnormal width and equal to the finest in Canada or Italy. An offer of £10 per ton has been received from Germany for the best quality.

Tenders are being asked for the supply and delivery of various articles of timber, hardware, castings, furl, paints, oils, etc., for use on the Welland Canal and its branches, for the year 1907. Tenders will be received at St. Catharines until Monday, the 31st of December, 1906.

One enterprising lumber firm in British Columbia, are building a small town on their limit, having erected houses for the married men, and plans are being prepared for the erection of a large hotel for the accommodation of the unmarried men, with a $2,000 bowling alley in the building.

Building permits to the value of $136,000 have been issued in Toronto since Dec. 1st. These permits include 34 dwelling houses, the Independent Oddfellows' Hall, $10,000, a factory for Walter Davidson & Co., $19,400, and a one and two storey brick additions to the Canadian Oil Company's factory to cost $20,000.

The Dominion Carbonic Company has been incorporated with a share capital of $40,000, with head office Toronto, for the purpose of manufacturing gas, and dealing in all gas products, chemicals, and chemical products. Provisional Directors of the company will be R. J. Quale, and H. Woodbury, of Buffalo, N. Y.; Allen and J. J. Maclennan, of Toronto.

A company has been formed for the purpose of building and equipping cars for railways, also to manufacture all railway equipment and appliances. The corporate name of the company will be the National Car Company, with a share capital of $300,000, and head office at Toronto. The Provisional Directors of the company will be A. Stewart, T. H. Kilgore and L. Williams, of Toronto.

The Frost Wire Fence Co., of Hamilton, has not been affected in any way by the giving up of the charter of the Frost Wire Fence Co. of Welland. At the time the Frost Wire Fence Co. moved from Welland to Hamilton the Company was reorganized and a new charter secured. The cancellation of the old charter has only recently been attended to, and this has caused the confusion following the announcement that the Company had given up its charter.

The Collingwood Shipbuilding Co. have under construction for the Midland Navigation Co., the largest propeller ever built in Canadian or United States waters. Work on the new leviathan, the Midland Prince, was begun early in June. This last and incomparably the largest addition to the freight carriers on the Lake Superior route is 486 feet over all in length and 55 feet wide, with what is known as a molded depth of 31 feet, while her engines are of 2,500 horsepower.

The Ontario Bank is petitioning for the winding up of the William Hamilton Manufacturing Company of Peterboro, which makes saw-mills, mining machinery, etc. The bank's specific claim is about $200, but there is an overdue promisary note for $66,000. The company was formed in 1883, with an authorized capital of $200,000. Of this $80,-

000 was issued in preferred stock and $100,000 in common. On December 6th the company met and decided to admit insolvency. There are 225 employes, and wages are due.

Large discoveries of iron have been made near Port Arthur, Ont., development work is now in progress and plans are being laid for the building of an ore dock at Port Arthur to be ready for operation on May 1st, 1907. The ore will be quarried out of the face and carried to a crusher by aerial cable. From the crusher a light railway will convey the ore to the chutes on the dock, whence it will be delivered directly to the vessel alongside. The plant is being designed with a tonnage capacity of 3,000 tons a day of ten hours, with loading capacity of 6,000 tons every 24 hours, which will mean that a vessel will remain at the dock only one day.

In addition to the two important industrial bylaws passed by the Town of Goderich recently, there are three more occupying the attention of the Council. The Rogers Mfg. Co., of Toronto, the Kensington Furniture Co., and the Goderich Carriage Co., are asking for loans amounting in the aggregate to $80,000, and these will be submitted to popular vote on municipal voting day in January. The first-named Company purchased last week the plant of the Goderich Engine Co., and propose to add to it and manufacture certain railway specialties, a patent open-end journal box for railway cars, dust-proof guards and a lubricator box. The Kensington Furniture Co., controlled by the Rumballs, of London, propose to double their plant and the number of hands employed, if the loan is secured, and the Carriage Company is composed of local men, who intend to very much enlarge the Walker Carriage works.

L. O. Armstrong, colonization agent of the Canadian Pacific, who has just returned from a northern trip, states that the indications are that many important new mining camps will be made known as soon as the coming of spring warrants the commencement of operations. "Active development," he says, "is going on in the graphite fields in the Laurentians, directly north of Montreal. They have already aroused the keenest interest on account of the strong demand for graphite, particularly the quality used for making crucibles, which must be free from mica, because mica melts and causes a loss of the precious metals that are treated in the vessel. Where the mica has been melted away the graphite crucible is found to be full of small holes that look as if they had been perforated with pins. Metal refiners to whom the Laurentian graphite have been submitted pronounce the specimens to be pure and good. These opinions have greatly encouraged development work, and the indications are that shipments will begin practically forthwith."

HANDLE INDUSTRY EXPANDS.

American hickory axe and hammer handles have been imported in fairly large quantities in the past by Canadian hardware jobbers, but the expansion of the business of the J. H. Still & Co., St. Thomas, will make it practically unnecessary for any foreign goods to be imported in future. On the manufacture of handles a duty of 25 per cent. has been imposed while raw material in the shape of billets of hickory timber can be imported free. The Still Company, during the past summer, secured extensive timber limits in the South and this fall commenced the importation of second growth Southern hickory for use in the manufacture of their best grades of axe and hammer handles and hockey sticks.

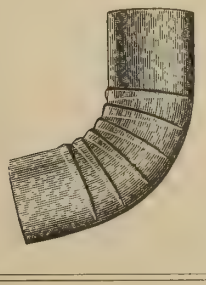
The company has now adopted a plan of branding the above lines, the names chosen being "Empire" which will be pure white hickory, "Imperial" containing very little red hickory, and "Champion," which will be all red hickory. All of these lines will be highly polished and waxed besides having the label attached, this guaranteeing the handles and sticks to be the best qualities manufactured, and the only Canadian lines which are branded by manufacturers. Dealers who have not yet received samples and prices on these new lines can secure them on request.

The Still factory is working night and day endeavoring to keep pace with the demand for handles and hockey sticks, they still continuing to make tool and fork handles of northern woods. In previous years the manufacture of hockey sticks was discontinued about October 1st, but the demand this year has been so great that the factory is still turning out thousands of sticks weekly, and it is probable that they will continue to be cut until about February 1st, in order to keep the jobbers supplied and able to fill sorting orders received from retailers who have been unable to secure quantities ordered by them for fall delivery.

A NEW TYPE OF BUILDING CONSTRUCTION.

There has recently been completed in New York City a new type of building construction which promises to become as well known in its line as the steel cage construction of a decade ago. This building, which may be briefly described as a structure of reinforced concrete built on a steel fabric and covered with sheet metal, is designed to be strictly fireproof. By this method of construction an ornamental exterior can be secured which is not subject to the danger of chipping by fire, as is the case when granite or stone is used. A building of this type has been opened to the public as the uptown station and ferry house of the Delaware Lackawanna & Western Railroad. The building above the floor is entirely of fireproof material, except where wood strips are used for nailing pieces to fasten the copper which covers the entire outside. The interior is finished in staff and white marble.

Go after wheat money wherever wheat money is due you. There will not be another wheat crop for another year. Push your collections.

BEST ELBOWS
— FOR —
CONDUCTOR PURPOSES
BEAR
TRADE MARK
F. Dieckmann
PLAIN ROUND.
CORRUGATED.
Made in . . .
6 Materials.
5 Angles.
14 Sizes.
1,225 Varieties.

For Sale by the TRADE in Canada. Write for catalogue and samples to
FERDINAND DIECKMANN
1180-82-84 HARRISON AVE.
CINCINNATI, O., U.S.A.

THE

SPECIALLY ROLLED STEEL

used in making

Hamilton Rifles

gives the maximum strength with the minimum weight—the condition par excellence in rifle-making.

HAMILTON RIFLES are made in three models—Nos. 15, 19, 23.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

ORDER FROM THE JOBBER

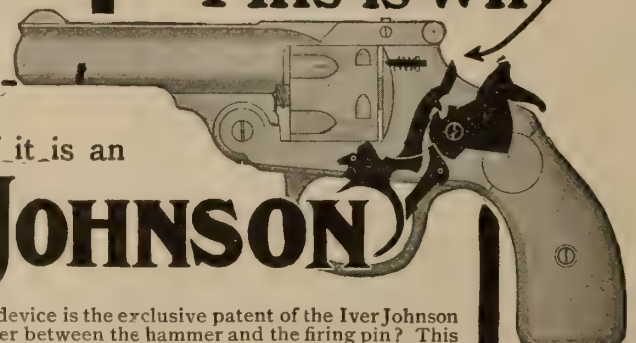
THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

Accidental Discharge Impossible—

This is why

True only if it is an



IVER JOHNSON

The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

Manufacturers' Agents

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day

you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods? They include a rare variety of money-makers That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.

Look at our list of Agencies. It will pay you to get acquainted.

AGENCIES:

Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works, Limited, Windsor, Ont.
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Dowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co, New Brunswick, N.J
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Sparls Mfg Co., Newark, N.J.
Proprietor Balmoral Oil.

LUDGER GRAVEL

22 and 28 Jacques Cartier Square, MONTREAL

PHONES :

Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.
Tel. Merchants 964

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first nsertion; 1c. a word each subsequent insertion.
Contractions count as one word, but five figures (as $1,000) are allowed as one word.
Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.
Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

HARDWARE BUSINESS WANTED.

WANTED to buy a good hardware business about $4,000 stock. Nothing but an A1 business considered. Box 10 HARDWARE AND METAL, Winnipeg. [51]

MISCELLANEOUS

WANTED—Quotations on ore sacks for immediate shipment, by hardware firm. Address Box 28, Cobalt. [49]

SITUATION WANTED.

WANTED situation, experienced hardware salesman, formerly with J. Henderson, late of Collingwood. J. Secor, Thornbury. [49]

SITUATIONS VACANT.

WANTED—Experienced and practical stoveman to take charge of stove department for wholesale house doing an agency business. Box 572, HARDWARE AND METAL, Toronto. [49]

STOVE SALESMAN WANTED—For territory east of Toronto; one with established trade preferred; state references and qualifications, also salary required; answer only by letter. Guelph Stove Co., Limited, Guelph. [52]

WANTED an assistant to editor of Hardware and Metal in Montreal—Young man preferred who has had some experience with the hardware or metal trades; Excellent opportunity for advancement; state experience and salary expected; all applications treated confidentially. Address, Manager, HARDWARE AND METAL, Montreal.

WANTED—Two experienced hardwaremen at once. C. M. Cutts & Co., Toronto Junction, Ont. (51)

STOVES AND FURNACES.

AN experienced, competent and practical manager for manufacturing or sales department open to consider proposal. Box 569, HARDWARE AND METAL [49]

WANTED
by January 1st, 1907,
Glass Salesman
Must be experienced and reliable, state references and qualifications, also amount of salary required. Apply only by letter to
Consolidated Plate Glass Co., Limited
Toronto, Canada. (52)

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
——Manufacturers of the celebrated——
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipment.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

M. R. M. CO.

HORSE SHOES

Give the farrier exactly what he wants, and have it when he wants it—result, largely increased sales.

For years "M.R.M." brand horse shoes have been looked upon by farriers all over the country as the best and most up to-date shoes on the market, and owing to the universal satisfaction they have given, our sales have been increasing steadily right along.

In QUALITY of material, in SHAPE, CREASE and FINISH they are as near perfection as human ingenuity ean get them.

The above is proof that it will pay you to sell them.

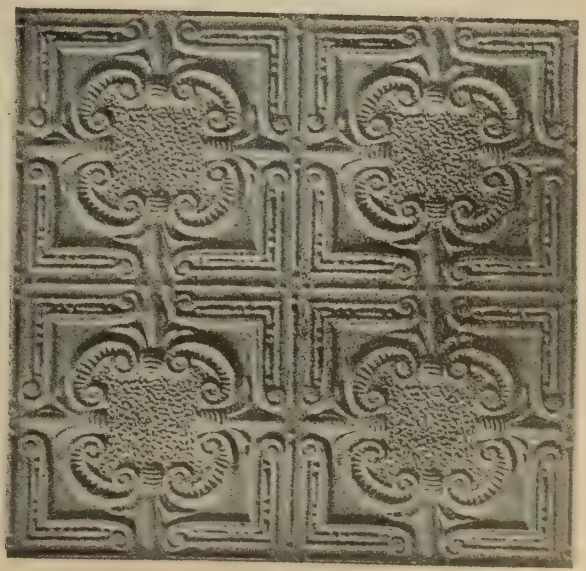
The Montreal Rolling Mills Co.

BETTER USE THE BEST

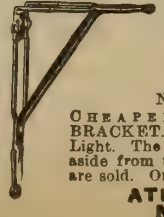
Our "**CLASSIK**" ceilings cost no more than ordinary kinds, but they have the great advantage of beautiful and harmonious designs, ranging from comparatively plain patterns (such as shown in accompanying cut) to the most elaborate and decorative ornamentation.

Added to this, we have made the matter of PERFECT FITTING JOINTS a strong point. That's why our ceilings look so well when finished.

We ship promptly. Try us and see.



The GALT ART METAL CO., Limited, GALT, ONT.
Western Distributing Agents, **THE McCLARY MFG. CO.**, Winnipeg and Calgary.



Will Hold up a Shelf

That's what a shelf bracket is for.
For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.
ATLAS MFG. CO.,
New Haven, Conn.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON, ENGLAND

THE STANDARD IDEAL SANITARY CO., LIMITED

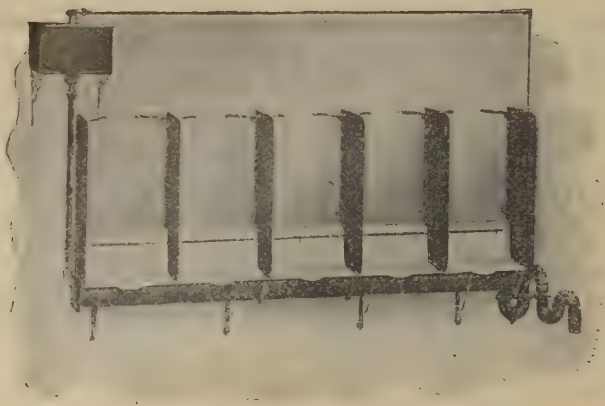


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street *Montreal: 128 Craig Street West*
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.



Nickel plated goods do not require a cleaner of any kind, a regular rubbing with a soft cloth keeps this work always looking bright—Use Slick Kleaner on everything else.

PLUMBERS' SUPPLIES

BATHS, CLOSET COMBINATIONS, LAVATORIES, ETC.

RETURNED
DEC 24 1906

POLISH UP FOR THE HOLIDAY

Sell

"SLICK KLEANER"

The new cleaner for Enameled Goods, Marble, Tilework, etc. Removes the grit like magic, leaving a cleanly highly polished surface.

Order a doz. package lot with your next goods—Price $1.00.



Cut illustrating—Plunge Bath—Sitz Bath—Foot Bath—Shower—Lavatory—Closet.

The James Morrison Brass Mfg. Co., Limited 93-97 West Adelaide St. TORONTO

Plumbing and Steamfitting

THE PLUMBING OF A COTTAGE

By J. A. F. Cardiff in the National Builder, Chicago

Article XIII.

Sub-Soil Drains.

In locations where foundation walls are exposed to surface water, sub-soil drains are provided to receive and carry away the water so as to prevent it from percolating through the walls and causing damp or wet cellars.

They are constructed in the following manner: The excavation for the main building is made about eighteen inches larger all around than the building, and that portion of the excavation which is outside of the foundation wall (A Fig. 56) is carried to a depth of about ten ins. below the bottom of the footing course (B). A foundation for the drain is made by filling in to a depth of four or five inches with broken stone or large size gravel, tamping until it forms a firm bed and sloping one-half of an inch to the foot.

The drain is then laid all around the foundation walls and consists of field tile (E) laid with one-half inch open joints (H), through which the surface water enters. Gutter pieces (G) and cap pieces (F) are provided to cover all open joints so as to keep out dirt. Burlap, muslin, tar paper, and similar materials are also used to cover the open joints.

The excavation outside of the foundation walls should be filled in with broken stone or large, coarse gravel (C) up

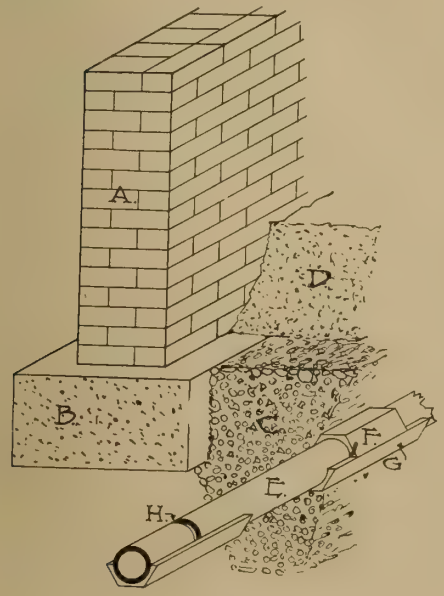


Fig. 56.

to the top of the footing course The filling should be carefully packed about the drain. Above this, the filling should consist of sand, gravel or other porous material, except the top twelve inches which may be of top soil or loam (D) suitable for gardening.

All surface water about the building will readily flow through this porous filling and, entering the drain through the open joints, will pass away.

Where there is considerable surface

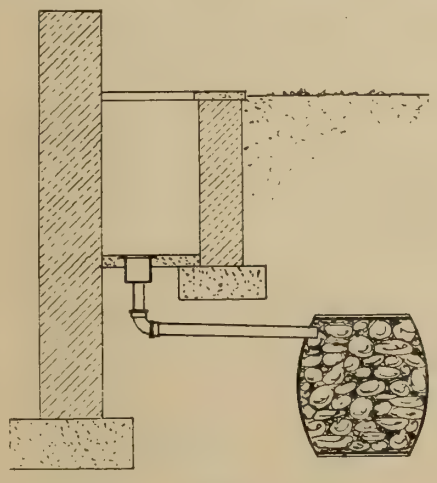


Fig. 57.

water, the drains are connected to the house sewer or other means of sewage disposal and are trapped close to the house sewer. Where there is only a small amount of surface water, the drains are frequently discharged by running spur drains from the corners of the building and discharging them through the ground about ten or fifteen feet from the building.

In many of the more modern cottages which are exposed to surface water, the sub-soil drains are omitted and the foundation walls and cellar floor are waterproofed instead, so as to render them impervious to moisture. This waterproofing consists of tarred felt in three or four layers, put together with hot coal tar pitch. It is carried down on the outside surfaces of the walls from grade level to the footing course, through the wall at that point, and on through the concrete paving of the cellar floor. The paving is put down in three layers; the first two inches thick as a bed for the waterproofing, the second three inches thick over the waterproofing, and the third a cement finish one inch thick.

In locations where the ground is porous, the surface water in areas is frequently disposed of by sub-soil drainage instead of being emptied into the house drain. This is done by sinking a barrel (Fig. 57) below the area floor and a couple of feet beyond the area, and filling it with loose stone, broken stone or large sized gravel. The cast iron cesspool or catch basin in tke area floor is then connected to the barrel by means of a length of earthenware pipe. In this manner the surface water is distributed through the ground.

HUMIDITY AND VENTILATION.

In the design of any system of heating the engineer should plan to furnish sufficient heat to maintain a comfortable temperature, sufficient moisture to keep the humidity normal, and sufficient fresh air to dilute the gases of respired air to a point where they become harmless.

From the effects of deficient humidity the rich suffer more than the poor. Among the poorer people the kitchen stove is often the only source of heat; and a boiling kettle keeps the humidity normal. In flats heated by a hall stove, a water pan helps to moisten the air, and similarly houses heated by hot air furnaces have a tank from which water evaporates. It is therefore, chiefly with steam and hot water heating that we find too dry an atmosphere and its consequent effects, overheating and stuffiness.

Water vapor exists in the atmosphere and mixes with it just as does any other gas. It is a common fallacy to consider that water is absorbed by the air, though a vapor will form whether air is present or not. Water exists in three states, solid, liquid, and gaseous, 212 degrees F. being the boiling point at atmospheric pressure. Below the boiling point a vapor will form, but there is a limit fixed by the temperature and pressure to the amount of vapor which a cubic foot of space may contain. When this limit is reached evaporation ceases, and the vapor is said to be saturated. If the temperature is increased further evaporation may take place and if decreased some of the vapor will be forced back into the liquid state.

With the humidity as low as 30 per cent. the effects of dryness are very noticeable. A thermometer registering 70 degrees will drop, if the bulb is covered by a wet cloth, to 53 degrees. Moreover, a temperature of 70 in an atmosphere so dry will not be comfortable some people demanding from 74 to 76, and others as high as 78. The temperature recorded by the wet bulb thermometer is the temperature one would feel if ones clothes were saturated with moisture as after emerging from an accidental bath. Since the body is always kept moist, however, by excretions from the pores of the skin, the wet bulb temperature, plus a few degrees, is the temperature one always feels. On the other hand 70 with a normal relative humidity of 60 per cent. would be universally declared too warm. It is apparent, therefore, that to accept the readings of a dry bulb thermometer as a gauge of the sensible temperature is clearly unscientific, inadequate and misleading.

Moisture evaporating from the body

produces a sensation of chilliness, which is not in accord with the temperature, for evaporation invariably abstracts heat. The cooling effect of evaporation is well demonstrated by dropping on the skin a little ether, alcohol, or any other liquid which volatilizes at ordinary temperature. With the humidity normal the evaporation is so slow as to produce no sensible effect, for as the vapor approaches the saturation point the tendency to evaporate is not so strong. With the humidity at 30 per cent., however, the rate of evaporation is very rapid, making it necessary to maintain high temperatures in order to offset the chill of evaporation. Moreover, since different constitutions keep the skin differently moistened, a temperature satisfactory to one person may be too hot or too cold to suit another, if the air is dry enough to make the cooling effect of vaporation an important factor.

A standard Buffalo ventilating system has been used to a great extent to supply moisture with the entering air. An electric fan is used which draws the air through a water spray thoroughly cleansing and purifying the air and at the same time adding moisture. The Sovereign Bank, Montreal, have a plant in operation and other apparatus of a similar nature is being installed in the House of Commons, Ottawa, at the Molson's Bank, Toronto, and in Montreal at the Provincial Bank of Canada and the Western Hospital. These installations were made by the Canadian Buffalo Forge Co., of Montreal, who control the patents of the Air Washing apparatus.

THE SALE OF GAS APPLIANCES.

As a general proposition, gas companies should engage in the sale of gas appliances until the use of gas fuel becomes practically universal, but no longer. The length of time required to reach this happy condition depends largely upon the price of gas as compared with the price of other fuels, the climatic conditions, the value placed upon convenience and cleanliness by fuel consumers, and the energy and liberality of the gas company, said W. B. Cline in a recent address before the Pacific Coast Gas Association.

If, prior to gas becoming the practically universal fuel, the appliance business is wholly intrusted to regular dealers, the growth of the business will be very slow as compared with the result if handled solely or partly by the gas company. For the dealer has no particular interest in the sale of gas appliances, and furnishes his customers with appliances consuming whatever fuel they desire. Having sold the appliance the dealer's interest in it practically ceases. This is not the case with the gas company. Its interest lies in selling every gas appliance possible, and in seeing that the appliances are kept in good order and used after their sale.

Even after gas has become the universal fuel it may be necessary for the company to handle appliances in order to meet the competition of a gas supplier. The latter, in order to secure customers, may offer appliances on such advantageous terms that the company will be forced to meet these terms to protect its gas business proper.

One very important advantage to a gas company in not handling appliances is that contact with customers is thereby minimized. Dissatisfaction with the time taken to fill an appliance order, or the manner in which the work is done, or the amount of the bill therefor, is often the cause of the consumer treasuring up a grievance against the company, although he is well satisfied with his treatment otherwise.

Experience in Los Angeles.

As the gas company in Los Angeles reached, about the first of last year the point where the gas fuel became practically universally used, it seems as if I could not do better than offer its experience in proof of the correctness of my conclusion expressed at the beginning of this paper. For 15 years the company handled appliances on a large scale, and to promote their sale offered ranges, water heaters, appliance connections, house piping and plain lighting fixtures at cost, for cash or on installments of $1 per month; other appliances at cost, for cash. The installment plan was a tremendous booster to the business. Weekly free cooking lessons were given in a well appointed hall, an attractive salesroom was maintained, solicitors made house to house canvasses, and newspaper and other advertising was resorted to. Particular attention was given to houses along new mains, and solicitors did not relax their efforts until the use of gas fuel therein had been generally adopted. None but the best fuel appliances were handled, and orders were promptly attended to. House piping and plain lighting fixtures were placed only in premises which would not otherwise have been equipped for gas lighting, this fact being fully understood and our policy concurred in by gas fitting firms. On account of the low prices and liberal terms of payment offered by the company, there was no incentive for other stove dealers to push the sale of gas appliances; several of the dealers carried them, but naturally made but little effort to sell them.

During this period the company was burdened each month with attending to, in addition to legitimate appliance complaints, hundreds of trifling complaints, which the consumer should have remedied. The people had become so accustomed to depend upon the company to cure the slightest fault in the operation of their appliances that they did not hestitate to even frequently ask to have their burners regulated or their appliances cleaned. This entailed a very considerable expense upon the company.

About two years ago the company concluded that the time was rapidly approaching when the use of gas would become so practically universal that the appliance business could be safely intrusted to the regular appliance dealers. In order that thees dealers might be able to obtain a fair profit from purchasers without the latter feeling that they were being quoted prices very high as compared with the prices previously charged by the company, the company raised its prices and abolished its instalment terms.

Retirement of Gas Company as Retailer

About a year and a half ago the company retired from the appliance business, and the result has been entirely satisfactory. In the principal business section the business is now carried on by two or three exclusive gas appliance stores, practically every hardware store and department store, and many of the large furniture stores. These concerns advertise appliances quite extensively. In nearly every business settlement throughout the residence district appliances are sold and repaired. The appliances offered for sale are, in the main, of high grade, and nearly every make of such appliances is represented. Fair prices are maintained and the principal dealers sell for cash or on instalments. The dealers state that they had rather sell gas ranges than coal ranges; that the business is cleaner and less troublesome.

Altogether, the business is well handled, is on a sound basis and is booming. Eighteen of the principal dealers are selling in the aggregate an average of about 850 gas ranges per month; including as many more small dealers, it is safe to say that the total number of ranges sold per month is at least 1,000. Complaints and repairs are now well attended to at reasonable charges by several concerns, which make a special ty of this branch of the business. One of the largest dealers gives a guarantee with each stove sold that it will operate properly, and that for one year any necessary repairs will be made free of charge. Probably 95 per cent. of the gas consumers use gas for fuel. One prominent dealer recently stated that the gas appliance business had practically brought about his success, and many of the dealers declare that this line has become one of the most important branches of their business. To sum up, there are now dozens of dealers actively pushing the sale of gas appliances, whereas prior to last year the gas company was practically alone in the good work.

NOVEL GAS PIPES.

Paper pipes for carrying gas were recently described in a French journal of industrial chemistry. Manila paper, cut in strips of a width equal to the length of the pipes to be made, is put in a receiver filled with fused asphalt and rolled solidly and uniformly around a rod or core of iron until the desired thickness is obtained. After the pipe thus produced has been submitted to strong pressure the exterior is covered with sand and the whole cooled in water. The core is removed and the outer surface covered with a waterproof product.

Determine to use your energy in 1907 in planning to conduct your business along systematic lines and with the minimum of loss through credits.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 14, 1906.

Although there is nothing new to report, in the matter of prices, it is stated that the scarcity in iron pipe is being even more acutely felt, that at any time during the past few weeks. It looks as if quotations would have to be advanced, to meet the stringent condition of the market.

While orders are not so numerous this week, they are much in excess of the normal volume for this time of year. Travellers are nearly all off the road, and holiday conditions prevail generally. Prices are firm, on all lines.

RANGE BOILERS— Conditions are unchanged, and prices are as follows: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29,50; 40 gallon, $32 net.

LEAD PIPE—A good demand is in evidence. We still quote 5 p.c. discount f.o.b. Montreal, Toronto, St. John, N.B., Halifax: f.o.b., London, 15c per hundred lbs extra; f.o.b. Hamilton, 10c per hundred lbs. extra.

IRON PIPE FITTINGS—Business is as usual. We give the following prices: Discounts on nipples, 1-4 inch to 3 inch, 75 per cent., 3½ inch to 2 inch, 55 per cent.

IRON PIPE—An even more acute scarcity prevails. Our prices are: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, 11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27.00; 2 inches, $36.50, discounts on black pipe, 1-4 inch, 61 per cent.; 3-8 inch, 61 per cent.; 1-2 inch, 70 per cent.; 3-4 inch and upwards, 72 per cent.; Discounts on galvanized pipe:1-4 inch, 46 per cent.; 3-8 inch, 46 per cent.; 1-2 inch, 60 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 70 per cent., and for galvanized 60 per cent.

SOIL PIPE AND FITTINGS—We still quote as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Nothing new has transpired. We still quote: Bar solder, half-and-half, guaranteed, 25c; No. 2 wiping solder, 22c.

ENAMELWARE—We give the following prices: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65 special, $18.65; plate E11 and E21 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, December 14, 1906

An advanced price on iron pipe from two to four inches is being quoted this week as predicted in our last week's issue, the advance being caused by higher duty imposed on these sizes of pipe from United States. All jobbers have not made the advance and considerable pipe is still being sold at the old quotations. Several houses, however, have already made a change. Pipe remains as scarce as ever, jobbers being unable to supply any of the most used size except when a car load is received and pipe is sent direct to customers without being carried in stock at all. Reports of many jobs being held up and plumbers and steamfitters forced to stand idle are being received from different parts of the country. Slightly lower prices are being quoted this week on cast iron fittings.

New figures showing lower discounts on Kerr Valves are being quoted in the current market quotations at the back of the paper, the advance averaging from 5 to 10 per cent.

Business in plumbing material has fallen off greatly on account of the winter weather, which has prevailed during the past fortnight. Business in heating materials is also declining and some jobbers whose business year closes on December 30, are already taking stock.

LEAD PIPE — The discount on lead pipe continues at 5 per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 6c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The scarcity is not being relieved and work is being delayed. One-inch black pipe is now being quoted at $4.80 and one-inch galvanized at $6.43. Full list in current market quotations.

IRON PIPE FITTINGS — New lists are as follows: Cast iron elbows, tees, crosses, etc., 62½ per cent.; cast iron plugs and bushings, 62½ per cent.; flange unions, 62½ per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent, hangers, 65 per cent.; standard list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. Copper range boilers are now net list.

RADIATORS—Prices are very stiff at: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance also.

SOLDER — Quotations remain firm as follows: Bar solder, half-and-half, guaranteed, 27c.; wiping, 23c.

ENAMELWARE—A general 5 per cent advance on American and Canadian lines is looked for owing to tariff changes. We quote as follows: Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25: plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

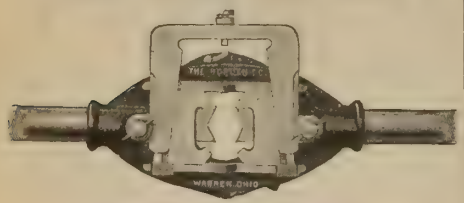
CATALOGUE HOUSE GOT STUCK.

A catalogue house transaction which reflects the disinclination of such concerns to enter into competition for large furnace installations or belief in an insufficient capacity in their heaters is shown in the following experience of a furnace setter. An estimate was made for heating a large church having a pointed roof with a large glass exposure and cubical contents of about 120,000 feet. The furnace man offered to do the work with two high-class heaters for a stated sum. The amount was considered too high by one member of the church committee, who believed that the catalogue house was a panacea for all ills and accordingly he wrote for an estimate. After some figuring the catalogue house answered that such a building could not be heated with less than seven furnaces. Needless to say the furnace man got the contract to do the work.

PLUMBERS AS MEAT INSPECTORS.

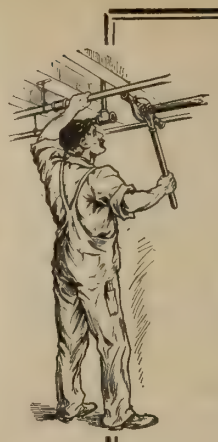
Out-of-work plumbers have recently been appointed as meat inspectors at Battersea, Eng., and Pittsburg, Pa. Are these appointments made because the men in question are supposed to possess olfactory organs inured to unpleasant smells?

THE NEW
"SOLID-ADJUSTABLE" HAND STOCK AND DIES



At prices that will warrant your inquiries.

I. E. SHANTZ & CO.
BERLIN, - ONTARIO
Selling Agents for Canada

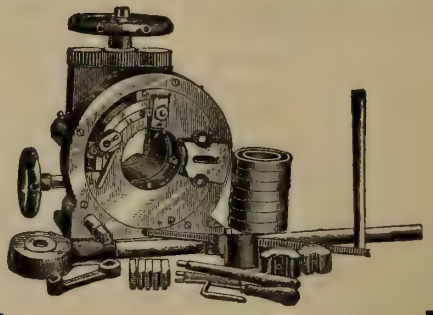


Time and Trouble Saved

by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong Stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe-fitters. Write for catalog and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St.,
Bridgeport, Conn.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

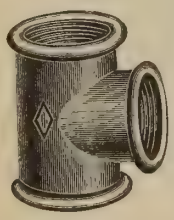
WHEN I SELL TO A DEALER

I sort of look after that dealer. I know he has entrusted his confidence to me, and I don't want him to regret he did so.

My looking after him means supplying the Heating Goods he asked for and in the time he mentioned.

I'LL DO THAT FOR YOU

ORLANDO VICKERY
178-180 Victoria Street TORONTO, CANADA



Smooth Finish to the Fittings should beget "smooth finish" to the job.

Learn the experience by using

"Diamond Brand" Fittings

All Wholesalers carry them.

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

100,000 TURNS

off and on a Glauber bibb, will not show the wear—the tough quality of the metal and the deep square threads are only two of the many reasons good enough for any plumber.

Two Bibbs Free

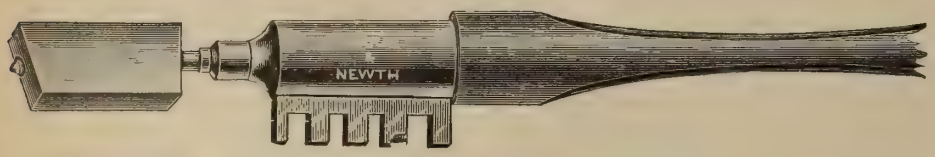
For every one sent you defective, and a 5 year guarantee.

We Make Good

Glauber Brass Mfg. Co.
Cleveland, Ohio

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works



IT COSTS NOTHING IF IT DOESN'T SATISFY

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

You order on approval.
We take the chances—not you

G. F. STERNE & SON, Manufacturers
BRANTFORD, ONT.

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINSK

Ask Jobbers for "F. F. CO." Brand

NO AIR

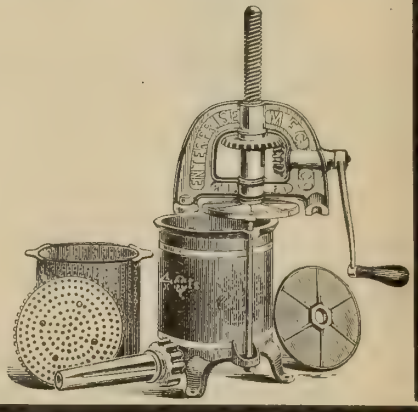
Sausages made with the ***ENTERPRISE SAUSAGE STUFFER*** have no air inside the casing. For this reason they keep better. The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the acurate boring of the cylinder—in the

ENTERPRSIE
SAUSAGE STUFFER, LARD and FRUIT PRESS



NOW is the time to push these good for the fall trade.

Ask for electros for advertising and advertising printed matter.



The Enterprise Mfg. Co. of Pa.

Philadelphia, U.S.A.

New York Branch, 10 Warren Street

San Francisco Branch, 318 Market Street



Health Means Success

Get health by proper ventilation, and success and happiness will follow. **My Patent Cone Ventilator** is unsurpassed for producing instantly and continuously fresh air in all large buildings such as schools, factories, also steamers, amusement houses, stables, private dwellings, in fact for any known structure inhabited by man.

It is authorized by the best architects, and can be made to correspond with any style or material. It is durable, and not costly.

Let us tell you about it. Write for booklet.

Hundreds of Testimonials—here is one:

Can. Feb. 27, 1889

G. D. Pearson, Esq., Montreal, March 24th, 1892.

Dear Sir,—Your Cone Rotary Ventilator, put up on my chimney three months since, has increased the draft considerably, and I take much pleasure in recommending it wherever there is an increase of draft required. Yours truly, H. A. EKERS.

Bell Telephone East 2106 **GEO. D. PEARSON & CO.,** Office and Works: **17 Pontiac Street, MONTREAL**

\$ \$ \$ \$ \$ \$ \$ \$ \$ \$

CONTRACTS

mean dollars for the pockets of contractors. The weekly reports in the

CANADIAN CONTRACT RECORD

tell where contracts may be had.
\$2 per year buys them. Address

THE CONTRACT RECORD

TORONTO, MONTREAL, WINNIPEG and VANCOUVER.

Louden's Double Strap Barn Door Hangers

Are the Standard

They Have Case Hardened Bearings, Track Scrapers, Revolving Washers.



They hold the door closer to the track, hang perfectly plumb, and allow the door to hang closer to the wall than other hangers do, while they are just as flexible, and are the easiest running hangers made.

Manufactured by

LOUDEN MACHINERY CO.
GUELPH, ONT.

We manufacture 15 different styles of Hay Carriers, 10 different styles of Barn Door Hangers, also Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

The Hanover Portland Cement Co., Limited

HANOVER, ONTARIO

—Manufacturers of the celebrated—

'Saugeen Brand"

OF PORTLAND CEMENT

Prices on application. Prompt shipment

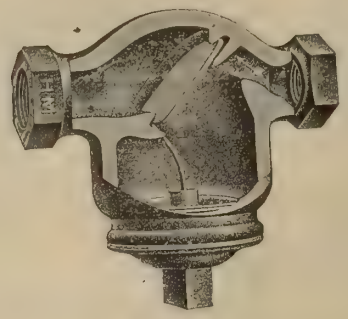
INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

Mueller Water Strainer

PATENTED



C—109

Foreign matter can't cling to the screen in this strainer and choke it. A baffle plate at the inlet receives the first impact of foreign matter and deflects it past the screen into the pocket. Made in regular pipe sizes up to 3-inch and in larger upon order.

UNCONDITIONAL GUARANTEE

THE MARK OF DECATUR H⊘M ILL. U.S.A. REGISTERED TRADE MARK MUELLER GOODS

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

ARE YOU PAYING MORE AND GETTING AN INFERIOR GRADE OF BABBITT?

Send us a sample order for one of our English metals

"Atlas" For high-speed heavy service.

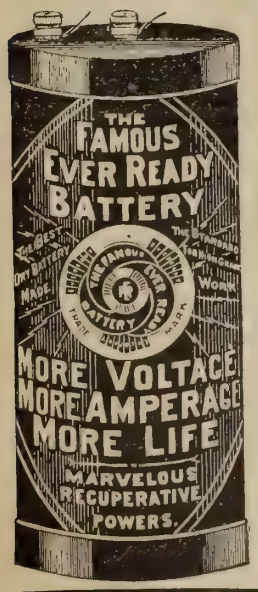
"Mascot" For medium work.

"Babbitt" For transmission bearings.

We will send you our new Power Transmission Catalog upon request

The Canadian Fairbanks Co., Limited

Montreal Toronto Winnipeg Vancouver



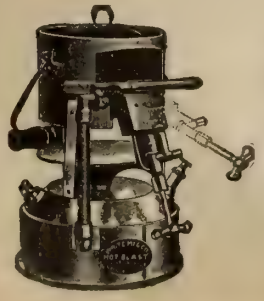
The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.



HOTTEST ON EARTH

Our Bonanza Furnaces are known to produce more heat with less fuel than any other make. Jobbers sell at factory prices. Satisfaction guaranteed or money refunded.

No. 38—Price, each, ***$7.80*** net.

No. 39—One size smaller, ***$5.85*** net.

THE TURNER BRASS WORKS

53 MICHIGAN STREET, - CHICAGO, U.S.A.



Kerr's Standard and Jenkin Diso Radiator Valves

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, strictly high-grade

The KERR ENGINE CO., Limited

Manufacturers

WALKERVILLE - ONTARIO

Stocked by all leading jobbers throughout the country



Plain Engine Lubricator with or without Drain and Tube, extra heavy

PENBERTHY

There is great satisfaction in making a quick sale. The hardware merchant's time is money, and if the article he is selling has the reputation and the merit his customer soon sees the point and goes away satisfied.

Moral: Buy "Penberthy" Injectors and sell "Penberthy" Injectors. Accept no substitute.

MANUFACTURED BY

PENBERTHY INJECTOR CO. LIMITED

WINDSOR, ONT.

Hardware dealers should specify our goods in order to get the best



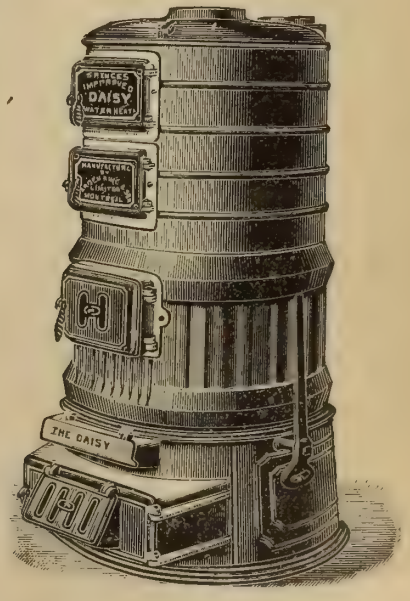
Plain Steam Whistles with heavy valve

AUTOMOBILE BRASSES

GAS ENGINE BRASSES

THE ONLY DAISY

Twenty years of unprecedented success has served to make the DAISY HOT WATER BOILER more popular than ever. Each successive season brings a greater demand than the previous one and adds to the great army of satisfied Daisy users.



CLUFF BROTHERS

Selling Agents for WARDEN KING & SON, Limited

Lombard Street, TORONTO

QUIT TAKING CHANCES You can't carry on any kind of business campaign to a successful issue—unless you are certain about your base of supplies. When you place an order with us you take out an insurance policy guaranteeing success. Quality—trade-building quality is stamped through and through our

READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPERS

These are our brands

"BLACK DIAMOND"



TARRED FELT

AND

"JOLIETTE" and "CYCLONE" SHEATHING

QUALITY and PRICE always right

82 McGILL STREET

ALEX. McARTHUR & CO., Limited, MONTREAL

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Dec. 14, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27½ 0 28

BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.
Spun..... }

BABBIT METAL.

Canada Metal Company—Imperial genuine, 5c. ; Metallic, 30c. ; Hercules, 20c ; Star, 15c ; No. 1, 15c , No. 2, 10c. ; No. 3, 7c. ; No. 4, 6c.

James Robertson Company — Extra Monarch, 45c.; No. 1 Monarch 30c ; "King" Anti-friction, 20c.; Fleur-de-lis Anti-friction, 15c ; No. 1 Thurber, 12c ; Philadelphia, 10c.; Canadian, 7c.; Hardware babbit No. 1, 10c ; Hardware babbit No. 2, 8c ; Hardware babbit No. 3, 6½c. Discount on Hardware No. 1, 2 3, 15 per cent. All others net list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.

Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ½ to 2 in.	0 31

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots.....	24 00	24 50
Bars.		
Cut lengths, round, ½ to 2 in.	31 00	32 00
Sheet.		
Plain, 16 oz,, 14x48 and 14x60	29 00	30 00
Plain, 14 oz.....	30 00	31 00
Tinned copper sheet, base	27 00	33 00
Planished base.....	27 00	37 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	0 27	0 30

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 60	2 60
12 gauge.....	2 60	2 65
14 "	2 60	2 60
17 "	2 40	2 50
18 "	2 40	2 55
20 "	2 40	2 55
22 "	2 40	2 70
24 "	2 45	2 75
26 "	2 55	2 85
28 "	2 60	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 80	3 00
All bright "	3 90	4 00
Galvanized Canada Plates, 52 sheets	4 35	
" " " 60 "		4 60

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60.....	4 50	4 60
20x28x80	8 50	8 70
" 94.....	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 60	3 95
22 to 24 gauge	3 95	4 00
26 " ..	4 30	4 20
28 " ..	4 45	4 50

Apollo.

10⅞ oz. (American gauge).....		4 60
28 gauge..... "		4 40
26 " ..... "		4 00
24 " ..... "		3 80

	Comet.	Queen's Head.	Bell.
16 to 20 gauge	3 60	3 75	....
22 to 24 gauge	3 75	3 90	....
26 "	4 30	4 45	....
28 "	4 45	4 60	4 45

Less than case lots 10 to 25c. extra.

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.....	2 15	2 25
Forged iron "	2 40	....
Refined "	2 55	2 70
Horseshoe iron "	2 55	2 70
Hoop steel, 1½ to 3 in. base...		2 80
Sleigh shoe steel "	2 25	2 30
Tire steel	2 40	2 50
Best sheet cast steel..... ...		0 12
B. K. Morton "Alpha" high speed.		0 65
" annealed		0 70
"M" Self-hardening.....		0 50
"J quality, best warranted		0 18
"T " warranted.....		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel...	0 10	0 20
" "Novo".....		0 65
" " annealed		0 65
Jowett & Sons B.P.L. tool steel....		0 10½

INGOT TIN.

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $46 50 $47 00

TINPLATES.

Charcoal Plates—Bright

	Per box.
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base.....	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base.....	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base.....	5 75
I X, 14 x 20 "	6 75
IXX, 14 x 20 "	7 75
Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00

Bright Cokes.

Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 00
IX., Terne Tin	9 50

Charcoal Tin Boiler Plates.

Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 50
" 14x65, " }	

Tinned Sheets.

72x30 up to 24 gauge.....	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	5 40 5 50
Bar, "	5 25
Sheets, 2½ lb. sq. ft., by roll	0 06¼
Sheets, 3 to 6 lb. "	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

SHEET ZINC.

5-cwt. casks	8 00 8 25
Part casks.....	8 25 8 50

ZINC SPELTER.

Foreign, per 100 lb	7 25 7 50

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, dis. half inch 60 per cent., others 50 per cent.
Cushion work, discount 40 per cent.
Fuller work, ½-inch 70 per cent., others 60 p.c.
Flatway stop and stop and waste cocks, 60 per cent. ; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, discount 50 per cent.
Standard Globe, Angle and Check Valves discount 52½ per cent.
Kerr standard globes angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 45 per cent.
Kerr steam radiator valves 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 42½ per cent. ; straightway valves, I.B.B.M., 60 per cent.
J. M. T. Radiator Valves discount 50 per cent.
Standard Radiator Valves, 60 per cent.
Patent Quick-Opening Valves, 65 per cent.
Jenkins' Bros. Globe Angle and Check Valves discount 32½ per cent.

No. 1 compression bath cock.....net	2 00
No. 4 " " ..... "	1 90
No 7 Fuller's..... .... "	2 25
No. 4½, " ..... "	2 35

Patent Compression Cushion, basin cock, hot and cold, per doz., $16.20
Patent Compression Cushion, bath cock, No. 2208 ..... 2 25
Square head brass cocks, discount 50 per cent.
" " iron " " 60 "
Thompson Smoke-test Machine $25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon.....	25 00
" 35 "	29 00
" 40 "	33 00

Net list.

BOILERS—GALVANIZED IRON RANGE.

Capacity.	Standard.	Extra heavy
30-gallons....	4.75	7.50
35 "	5.75	8.50
40 "	6.75	9.50

2 per cent , 30 days.

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED CLOSETS AND URINALS

Discount 20 p.c.

ENAMELED BATHS.

	Standard Ideal Enameled.	
Plate E I, Fittings extra	1st quality	Special
4 and 4½ ft. 3 in. rolled rim..	$21 65	20 25
5 feet " ..	22 65	21 25
5½ " " ..	24 15	22 75
6 " ..	26 90	25 50
Plate E II		
5 feet 2½ in. " ..	21 15	19 75
5½ " 2½ " " ..	22 65	21 25

Closer prices and discounts in quantities.

ENAMELED LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103 ..	20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	30 & 10 p.c.	40 p.c.

ENAMELED SINKS.

	1st quality.	Special.
Plate E 201, one piece....	20 p.c.	20 &10 p.c.
Plate E, flat iron	30 0.65 & 5 p.c.	70 p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 6c. per pound.
Traps and bends, 50 and 10 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
⅛ inch.....	2 20	⅛ inch..... 3 02
¼ "	2 20	¼ " 3 02
⅜ "	2 63	⅜ " 3 48
½ "	3 33	½ " 4 47
1 "	4 80	1 " 6 43
1¼ "	6 52	1¼ " 8 77
1½ "	7 83	1½ " 10 53
2 "	10 41	2 " 14 04
2½ "	20 59	2½ " 30 36
3 "	27 06	3 " 39 94
3½ "	34 32	3½ " 50 50
4 "	38 63	4 " 57 42

2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 62½ ; Standard bushings 62½ per cent.; headers, 60 ; flanged unions 62½, malleable bushings 55 ; nipples, up to 2 in.. 70 and 10 per cent. ; up to 6 in., 65 per cent.; malleable lipped unions, 55 and 5 per cent.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe, 50 and 10 p.c. ; fittings, 60 p.c.

OAKUM.

Plumbers ....per 100 lb... ..	4 00 4 75

RADIATORS, ETC.

Hot water	47½ p.c.
Steam	50 p.c.
Wall Radiators and Specials	45 p.c.

STOVES, BOILERS, FURNACES, REGISTERS.

Discounts vary from 40 to 70 per cent. according to list.

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb..... per lb.	0 37
1-lb. or over ..... "	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25	0 27
Wiping.....	0 22	0 23

PAINTS, OILS AND GLASS.

COLORS IN OIL.

Venetian red, 1-lb. tins, pure.		0 09
Chrome yellow "		0 15
Golden ochre "		0 08
French "		0 08
Marine black "		0 04½
Chrome green "		0 10
French permanent green"		0 13
Signwriters' black "		0 15

GLAZIER POINTS.

Discount, 5 per cent.

GLUE.

Domestic sheet	0 10	0 10½
French medal..	0 12	0 14

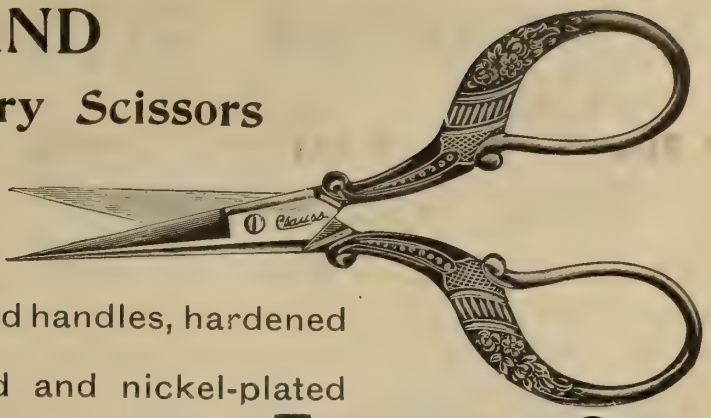
PARIS GREEN.

600-lb. casks	0 23½
250 lb. drums	0 23½
100-lb. "	0 24
50-lb. "	0 24
25-lb. "	0 24½
1-lb. pkgs, 100 in box	0 25
1-lb. " 50 "	0 25½
1-lb. tins, 100 "	0 26
½-lb. pkgs.	0 27

2 p. c. 30 days from date of shipment.

CLAUSS BRAND

Fancy Oxidized Embroidery Scissors



FULLY WARRANTED

Hand forged from finest steel. Pressed handles, hardened in water.

Full crocus finish. Finely oxidized and nickel-plated

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

Pure, per gallon, in tins	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints, ¼ gal.	....	1 50
" " ½ gal.	....	1 45
" " gal.	....	1 40
Canada Paint Co.'s pure	....	1 30
Standard Co.'s "New Era"	....	1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Brandram-Henderson "Anchor"		1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, ¼ gal.		1 45
" " " " ½ gal.		1 40
" " " " 1 gal.		1 35
Jamieson's "Crown and Anchor"		1 20
Jamieson's floor enamel	....	1 50
" barn paints, bbls, per gal.		0 60
Senour's Floor Paints....gal.	....	1 20
Sanderson Pearcy's, pure	....	1 20
Robertson's pure paints	....	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

DRY LEAD.

	white	red
Genuine, 560 lb. casks, per cwt	6 75	6 00
Genuine, 100 lb. kegs, "	7 50	6 25
No. 1, 560 lb. casks, per cwt	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 57c. per lb., f.o.b., Eastern Canadian Points; 63c., Toronto.
Shellac, T. N. orange, etc., 48. net, Toronto.

WHITE LEAD GROUND IN OIL.

	Per 100 lbs	
Pure	7 25	7 40
No. 1	6 80	6 95
No. 2	6 45	6 75
No. 3	6 20	6 45
No. 4	....	5 90
Munro's Select Flake White	....	7 40
Elephant and Decorators' Pure	....	7 15
Monarch	....	7 15
Standard Decorator's	....	6 90
Essex Genuine	....	6 65
Brandram's B. B. Genuine	....	8 25
" Anchor," pure	....	6 50
Ramsay's Pure Lead	....	6 40
Ramsay's Exterior	....	6 15
"Crown and Anchor," pure	....	6 50
Sanderson Pearcy's	....	7 40
Robertson's C.P., lead	....	7 20

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
100 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off. All prices per 100 feet.

ZINC—DRY WHITE.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

ZINC—GROUND WHITE.

Pure	0 08	0 09
No. 1	0 07½	0 08
No. 2	0 05½	0 06½

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Brown japan	1 10	1 20
Black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor nish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		1.20
Sherwin-Williams' kopal varnish, gal.,		2.50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal.		2 00
Sanderson Pearcy's amberine		2 50

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells | 5 50 | 8 00
Peterboro' door bells, discount 50 and 10 per cent. off new list.
American, house bells, per lb. | 0 35 | 0 40

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.	2 00
Ready roofing, 2-ply, not under 45 lb. per roll	0 95
Ready roofing, 3-ply, not under 65 lb., per roll	1 20
Carpet Felt ..... per ton	55 00
Heavy Straw Sheathing ..... per ton	35 00
Dry Surprise	0 37½
Dry Sheathing ..... per roll, 400 sq. ft.	0 35
Tar " .... " 400 "	0 45
Dry Fibre ..... " 400 "	0 55
Tarred Fibre ..... " 400 "	0 65
O. K. & I. X. L .... " 400 "	0 70
Resin-sized ..... " 400 "	0 45
Oiled Sheathing .... " 600 "	1 00
Oiled " .... " 400 "	0 70
Root Coating, in barrels ..... per gal.	0 17
Roof " small packages "	0 25
Refined Tar ..... per barrel	5 00
Coal Tar ..... "	4 00
Coal Tar, less than barrels ..... per gal.	0 15
Roofing Pitch ..... per 100 lb. 0 80	0 90
Slater's felt ..... per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax	37 50

BUTTS.

Wrought Brass, net revised list.
Wrought Iron, 70 and 5 per cent.
Cast Iron Loose Pin, discount 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 75 and 5 per cent.

CEMENT AND FIREBRICK.

"Lafarge" cement in wood	3 40
"Lehigh" cement, in wood	2 54
"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick (Scotch) per 1,000	15 00 24 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod ..... per doz.	1 75
Coil, 9 to 11 in ..... "	0 95 1 65
English ..... "	2 00 4 00

Chicago and Reliance Coil Door Springs, 25 per cent.

STORE DOOR HANDLES.

Per Dozen 1 00 1 50

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 60 per cent.

Heavy T and strap, 4-in., per lb. net	0 06
" " 5-in., "	0 05½
" " 6-in., "	0 05½
" " 8-in., "	0 05½
" " 10-in. and larger	0 05

Light T and strap, discount 65, 10 and 2½ p.c.
Screw hook and hinge—

under 12 in. .... per 100 lb.	4 75
over 12 in. ..... "	3 75

Spring, No. 20, per gro. pairs	10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.	

SPRING HINGES.

Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago Floor Hinges, 40 and 5 off.
Garden City Fire Engine House Hinges, 12½ per cent.

HOOKS.

Cast Iron.

Bird cage ..... per doz.	0 50	1 10
Clothes line, No. 61 .. "	0 00	0 70
Harness ..... "	0 60	12 00
Hat and coat ..... per gro.	1 10	10 00
Chandelier ..... per doz.	0 50	1 00

Wrought hooks and staples—

¼ x 5 ..... per gross	2 65
5-16 x 5 ..... "	3 30

Bright steel gate hooks and staples, 40 per cent. discount.
Hat and coat wire, discount 62½ per cent.
Screw, bright wire, discount 62½ per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin ..... per doz.	2 75	3 25
Bronze, Genuine .... "	6 00	9 00
Shutter, porcelain, F. & L. screw ..... per gross	1 30	2 00
White door knobs .... per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
" porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American ..... per gross 0 60

LOCKS.

Peterborough, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz.
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SASH WEIGHTS.

Sectional ..... per 100 lb.	2 00	2 25
Solid ..... "	1 50	1 75

SASH CORD.

Per lb 0 31

BLIND AND BED STAPLES.

All sizes, per lb 0 07½ 0 12

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	5 50	8 50
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS CLEAVERS

German ..... per doz.	6 00	9 00
American ..... "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump ..... per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 72½ per cent.
P. S. & W. Extra, discount 72½ per cent

CROSSCUT SAW HANDLES.

S. & D., No. 3 ..... per pair		0 15
S. & D., " 5 ..... "		0 22½
S. & D., " 6 ..... "		0 15
Boynton pattern ..... "		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 per cent.
Carpenters' discount 75 per cent.

DRILLS.

Millar's Falls, hand and breast, net list.
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent.
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nichol son	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 ....each 1 65 2 40

HANDLES.

C. & B., fork, 40 per cent., revised list.
C. & B., hoe, 40 per cent., revised list.

American, saw ..... per doz.	....	0 25
American, plane ... per gross	3 15	3 75

Canadian, hammer and hatchet 40 per cent.
Axe and cant hook handles, 45 per cent.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack ..... per doz.	1 10	1 20
Canadian sledge .... per lb.	0 07	0 08½
Canadian ball peen, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.	4 40
" " 2, "	4 85
Barrel, Underhill	5 00

MALLETS.

Tinsmiths' ..... per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae ..... "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian ..... per doz. 5 50 6 00

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem ..... each 1 15

NAIL PULLERS.

German and American 0 85 2 50
No. 1..... 0 85
No 1573..... 0 75

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ..... per doz. 2 00 5 00
Stanley, 2¼ inch, single 24c, double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00

PUNCHES.

Saddler's .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners, solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent: mill and ice, drag, 30 per cent.: cross-cut, 35 per cent.: hand saws, butcher, 40 per cent.: buck, New Century $6.25: buck No. 1 Maple Leaf, $5.25: buck, Happy Medium $4.25: buck, Watch Spring, $4.25: buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip 26 in., $12 75: 28 in., $14.25: panel, 18 in., $8.25: 20 in., $9: tenon, 10 in., $9.90: 12 in., $10.90: 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets, " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50
(Hollow Back) (Reinforced S Scoop.)
Moose..... $17 50 ..... $16 30
Bear ..... 15 00 ..... 15 30
Fox ..... 12 50 ..... 14 30
Black Cat.... 10 00 ..... 13 30
Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin.....per doz. 2 75 5 00
English, Patent Leather..... 5 50 9 75
Chesterman's.....each 0 90 2 85
" teel.....each 0 80 8 00

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

doz. pairs.
Steel barn door..... 8 00 10 00
Stearns wood track 4 50 6 00
Zenith..... .... 9 00
Acme, wood track 5 00 6 50
Atlas..... 5 00 6 00
Perfect 8 00 11 00
New Milo..... .... 6 50
Steel, covered..... 4 00 11 00
" track, 1 x 3-16 in(100 ft) 3 75
" " 1½ x 3-16 in(100 ft) 4 75
Double strap hangers, doz. sets..... 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 7 00
" " rail..... .... 4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net prices.

HEAD HALTERS.

Jute Rope, ½-inch....per gross 9 00
" " ⅝ " .... " 10 00
" " ¾ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter..... per doz. 4 00 4 50

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head

HORSESHOES.

F.O.B. Montreal
M.R.M. Co. brand, base..... 3 65
Add 15c. Toronto, Hamilton, Guelph.

HORSE WEIGHTS.

Taylor-Forbes, 3½c. per lb.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STALL FIXTURES.

Warden King, 35 per cent.

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 45 per cent.

—

HEAVY GOODS NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10½
Hay Budden, 80-lb. and over 0 09½
Brook's, 80-lb. and over 0 11½
Taylor-Forbes, handy 0 05

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

Per cent.
Carriage Bolts, common ($1 list
" " ½ and smaller.. 60, 10 and 10
" " 7-16 and up .... 55 and 5
" " Norway Iron ($3 list) 50
Machine Bolts, ½ and less .... 60 and 10
Machine Bolts, 7-16 and up.... 55 and 5
Plough Bolts ..... 55 and 10
Blank Bolts..... 55
Bolt Ends..... 55
Sleigh Shoe Bolts, ½ and less .. 60 and 10
" " " 7-16 and larger 50 and 5
Coach Screws, conepoint..... 70 and 5
Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

CHAIN.

Proof coil, per 100 lb., 3-16 in., $7: ¼ in., $5.85: 5-16 in., $4.45: ⅜ in., $3 75: 7-16 in., $3 50: ½ in., $3.25: 9-16 in., $3.20: ⅝ in., $3.20: ¾ in., $3.10: 1 in., $3: ⅛ in., $3.05.
Halter, kennel and post chains, 40 to 40 and 5 per cent.
Cow ties ..... 40 p.c.
Tie out chains ..... 65 p.c.
Stall fixtures ..... 35 p.c.
Trace chain ..... 45 p.c.
Jack chain iron, discount 35 p.c.
Jack chain, brass, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅜ diameter, per 100 lbs., $3.1

NAILS.

	Cut.	Wire.
2d	3 70	3 20
3d	2 85	2 85
4 and 5d	2 60	2 60
6 and 7d	2 50	2 50
8 and 9d	2 35	2 35
10 and 12d	2 30	2 30
16 and 20d	2 25	2 25
30, 40, 50 and 60d (base)	2 20	2 20

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p c
Copper Burrs only, discount 15 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent.
" R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Pelister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 5
" " tinned..... 80 and 10
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 75 and 10
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk .... 85 and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 40
Copper tacks..... 37½
Copper nails 12½
Trunk nails, black 65
Trunk nails, tinned and blued .. 65
Clout nails, blued and tinned .. 65
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " " bulk.... 40
Clinch and duck rivets..... 45
Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

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CUTLERY AND SPORTING GOODS.

AMMUNITION.

B. B. Caps Dominion, 50 and 5 and 25 per cent
American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000

CARTRIDGES.

Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent., American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent., American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign, 25, 10 and 10; Regal, 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 35 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.: American $2.05

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10 gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8.50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Lewis Bros. "Klean Kutter"	8 50	10 50

Clauss Razors and Strops, 50 and 10 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy 40 and 5 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Mic Mac hockey sticks, per doz 4 00 5 00
New Rex hockey sticks, per doz 6 25

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 30 p.c.
Copper pitts, 33⅓ per cent.

ENAMELLED WARE.

London, White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial Crescent, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN NOVELTIES.

Can openers, per doz		0 40	0 75
Mincing knives per doz		0 50	0 80
Duplex mouse traps, per doz			0 65
Potato mashers, wire, per doz		0 60	0 70
" wood "		0 50	0 60
Vegetable slicers, per doz			2 25
Universal meat chopper No. 0, $1; No. 1, 1.15.			
Enterprise chopper, each			1 30

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 75
" No. 50, nickle-plated,	"	0 80
Common, plain		4 50
" plated		5 50
Asbestos, per set		1 25

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

LANTERNS.

No. 2 or 4 Plain Cold Blast	per doz.	6 50
Lift Tubular and Hinge Plain,	"	4 75

Better quality at higher prices.
Japanning, 50c. per doz. extra.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 40. 10 and 5 per cent.
Flaring pattern, discount 40, 10 and 5 per cent.
Galvanized washtubs 40, 10 and 5 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent. 6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Creamery cans, discount 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ 10 and 5 per cent. revised list.
papering, 10c.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths			7 00
7 inch	"	"	7 50

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz..... 3 00 15 00
Clauss, discount 35 per cent.

WIRE GOODS.

BRIGHT WIRE

Discount 62½ per cent.
Brass wire, discount 45 per cent.
Copper wire, 45 per cent. f.o.b. factory.

CLOTHES LINE WIRE.

7 wire solid line, No. 17. $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2 55, No. 11, $3.20; No. 12, $2.80.

FINE STEEL WIRE.

Discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.70 — Nos. 6, 7, 8, $3.15 — No. 9, $2.50 — No. 10, $3.20 — No. 11, $3.25—No. 12, $2.65—No. 13, $2.75—No. 14. $3.75—No. 15, $4.30—No. 16. $4.30 from stock. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland. In carlots 12½c. less.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.15; No. 10 gauge, 6c. extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge. 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 7 c. extra. Add 6Cc. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2 in mesh w. g., discount 50 and 10 per cent. All others 50 per cent.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.62½, per 100 sq. ft.; in 50-ft. rolls, $1.67½, per 100 sq ft.
Terms, 2 per cent. off 30 days.

WIRE FENCING.

Galvanized barb..... 2 80
Galvanized, plain twist 2 80
Galvanized barb, f.o.b. Cleveland, $2.55 for small lots and $2.45 for carlots.

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent.; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount, Taylor-Forbes, 30 and 30 per cent.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	59 00
Square "	62 00
Eclipse, per doz	57 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	51 00

WRINGERS.

Royal Canadian, 11 in., per doz.	34 00
Royal American 11 in.	34 00
Eze, 10 in., pe doz	35 75

Terms, 2 per cent., 30 days.

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball	per M	4 25
Small heel	"	4 50

CARPET STRETCHERS.

American	per doz.	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins	per gross	7 80
" "	"	9 60

PULLEYS.

Hothouse	per doz.	0 55 1 00
Axle	"	0 22 0 33
Screw	"	0 22 1 00
Awning	"	0 35 2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

ROPE AND TWINE.

Sisal	0 10½
Pure Manilla	0 15½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch	0 25 0 27
" ⅛ inch	0 25 0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet per doz.	0 65
" " 60 feet "	0 80
" " 72 feet "	0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

SCALES.

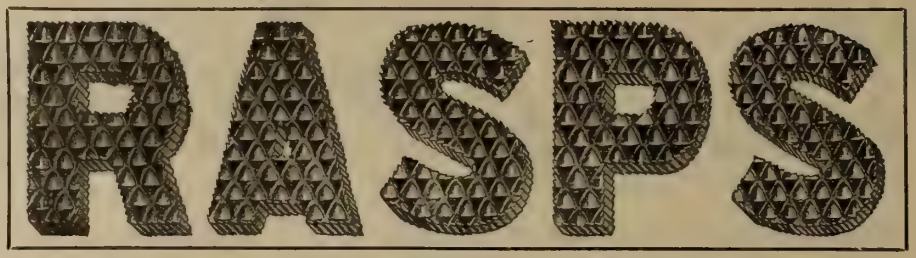
Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 40 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25 0 37
Hindostan	"	0 06 0 10
" slip	"	0 18 0 20
" Axe	"	0 10
Deer Creek	"	0 10
Deerlick	"	0 25
" Axe	"	0 15
Lily white	"	0 42
Arkansas	"	1 50
Water-of-Ayr	"	0 10
Scythe	per gross	3 50 5 00
Grind, 40 to 200 lb., per ton		20 00 22 00
" under 40 lb., "		24 00
" 200 lb. and over		28 00

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Alabastine Co 53
American Shearer Mfg. Co..... 57
Armstrong Mfg. Co 62
Atkins, E. C., & Co..... 24
Atlas Mfg. Co..... 57
Australasian Hardware..... 25

B

Banwell Hoxie Wire Fence Co 19
Barnett, G. & H. Co....outside back cover
Batty Stove Co. 47
Belleville Rolling Mills..... 17
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co. 24
Bowser, S. F., & Co..... 11
Brandram Henderson 50
Brantford Roofing Co. 9
Bregent, A. E. 19
Burr Mfg. Co 12

C

Cameron & Campbell. 26
Canada Foundry Co 12
Canada Horse Nail Co. 16
Canada Iron Furnace Co..... 47
Canada Paint Co..... 52
Canada Paper Co 12
Canadian Bronze Powder Works..... 49
Canadian Fairbanks Co 62, 64
Canadian Heating & Ventilating Co.. 22
Canadian Oil Co. 14
Canadian Sewer Pipe Co..... 47
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 25
Clauss Shear Co..... 67
Cluff Bros..... 65
Consolidated Plate Glass Co..... 54
Consumers' Cordage Co..... 10
Contract Record 63
Copp, W. J..... 43
Covert Mfg. Co 9
Crain, Rolla L..... 1
Cumming Mfg. Co..... 4

D

Davenport, Percy P..... 12
Davidson, Thos., Mfg. Co..... 4
Dieckmann, Ferdinand..... 55
Dominion Cartridge Co. 19
Dominion Wire Mfg. Co..... 15
Dorken Bros..... outside front cover
Dowswell Mfg. Co 9

E

Eadie, H. G..... 47
Emlyn Saw Bench 14
English Embrocation Co..... 72
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa..... 63
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 49
Findlay Bros..... 18
Forman, John 64
Forwell Foundry Co 62
Fox, C. H..... 16
Frothingham & Workman 6

G

Galt Art Metal Co..... 57
Gibb, Alexander..... 16
Gibsone, J. B..... 13
Gilbertson, W., & Co..... 47
Glauber Brass Co..... 62
Greening, B., Wire Co..... 72
Guelph Spring and Axle Co. 63
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Rifle Co..... 56
Hanover Portland Cement Co 57, 63
Harrington & Richardson Arms Co 18
Harris, J. W., Co..... 11
Heinisch, R., Sons Co..... 17
Henderson, J. A 25
Heney, E. N., & Co..... 68
Hobbs Mfg. Co 14
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 17
Hyde, F. & Co..... 13

I

Imperial Varnish and Color Co..... 48
International Portland Cement Co.. 56, 63

J

Jamieson, R. C., & Co..... 4
Jardine, A. B., & Co. 47
Johnson's, Iver, Arms and Cycle Works 56
Joy Mfg. Co..... 22

K

Kemp Mfg. Co..... 26
Kerr Engine Co..... 64

L

Leslie, A. C., & Co. outside front cover, 47
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 25
London Foundry Co..... 11
Louden Machinery Co. 63
Lucas, John 51
Ludger Gravel Co..... 52
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 66
McArthur, Corneille & Co. 53
McCaskill, Dougall & Co..... 49
McClary Mfg. Co..... 20
McDougall, R., Co..... 15

M

Martin-Senour Co 51
Maxwell, David..... 72
Metal Shingle and Siding Co..... 11
Metallic Roofing Co 45
Montreal Rolling Mills Co 57
Moore, Benjamin, & Co. 53
Morrison, James, Brass Mfg. Co..... 58
Morrow, John, Machine Screw Co 17
Mueller, H., Mfg. Co 64
Munderloh & Co..... 69

N

Newman, W., & Sons 13
Nicholson File Co.. 70
North Bros. Mfg. Co..... 7
Nova Scotia Steel and Coal Co..... 47

O

Oakey, John, & Sons..... 47
Ontario Lantern & Lamp Co. 72
Ontario Steel Ware Co..... 24
Ontario Tack Co..... 47
Ontario Wind Engine and Pump Co .. 13
Orford Copper Co..... 47
Oshawa Steam & Gas Fitting Co..... 62
Owen Sound Wire Fence Co..... 11

P

Pearson, J. D., & Co..... 63
Penberthy Injector Co..... 65
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 25
Phillips, Chas. D 57
Phillips, Geo., & Co..... 53
Pink, Thos 2

R

Ramsay, A., & Son Co..... 51
Reid, David 43
Robertson, James Co....inside back cover
Roper, J. H 24
Round, John, & Son..... 10

S

Salyerds, E. B. 26
Samuel, M. & L., Benjamin, & Co..... 2
Scott, Bathgate & Co..... 16
Seymour, Henry T., Shear Co..... 17
Shantz, I. E., & Co..... 62
Sharratt & Newth 62
Sherwin-Williams Co..... 46
Shurley & Deitrich 8
Silica Barytic Stone Co..... 17
Spear & Jackson 17
Stairs, Son & Morrow..... 70
Standard Ideal Sanitary Co..... 58
Standard Paint and Varnish Works... 47
Starr Mfg. Co. 12
Steel Trough and Machine Co..... 17
Stephens, G. F., & Co..... 16
Sterne, G. F., & Son 62
Stewart, Jas., Mfg. Co..... 13, 21

T

Taylor-Forbes Co.....outside front cover
Telford & Chapman..... 15
Tenders Welland Canal..... 45
Thompson, B. & S. H., Co. outside back cover
Toronto and Belleville Rolling Mills... 23
Turner Brass Works 64

V

Vickery, O..... 62

W

Wallace Barnes Co 49
Western Assurance Co 22
Western Wire Nail Co 9
Whitaker Stove Co 22
Winnipeg Paint and Glass Co 43
Wright, E. T., & Co 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Auditors.
Davenport, Percy P., Winnipeg.

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Canada Metal Co., Toronto.
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Pelton, Godfrey S.
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Atkins, E. C., & Co., Indianapolis, Ind
Lewis Bros., Montreal.
Shurly & Dietrich, Galt, Ont.
Spear & Jackson, Sheffield, Eng,

Saws—Hack.
Diamond Saw & Stamping Works, Buffalo

Scales.
Canadian Fairbanks Co., Montreal.

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Cameron & Campbell, Toronto.

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Montreal Rolling Mills Co., Montreal.
Morrow, John, Machine Screw Co., Ingersoll, Ont.

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Hyde, F., & Co., Montreal.

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Canadian Shovel Co., Hamilton.
Peterboro Shovel & Tool Co, Peterboro.

Silverware.
Phillips, Geo., & Co., Montreal.
Round, John, & Son, Sheffield, Eng.

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Steel Rails.
Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Stoves, Tinware, Furnaces
Canadian Heating & Ventilating Co., Owen Sound.
Canada Stove Works, Harriston, Ont.
Clare Bros. & Co., Preston.
Davidson, Thos., Mfg. Co., Montreal.
Guelph Stove Co., Guelph.
Gurney Foundry Co., Toronto.
Harris, J. W., Co., Montreal.
Joy Mfg. Co., Toronto.
Kemp Mnfg. Co. Toronto.
McClary Mfg. Co. London.
Pease Foundry Co., Toronto.
Stewart, Jas., Mfg. Co., Woodstock, Ont.
Taylor-Forbes Co., Guelph, Ont.
Wright, E. T., & Co., Hamilton.

Tacks.
Montreal Rolling Mills Co., Montreal.
Ontario Tack Co., Hamilton.

Washing Machines, etc
Dowswell Mfg. Co., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Wheelbarrows
London Foundry Co., London, Ont.

Wholesale Hardware.
Birkett, Thos., & Sons Co., Ottawa.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., London.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice, & Son, Toronto.

Window and Sidewalk Prisms.
Hobbs Mfg. Co., London, Ont.

Wire Springs.
Guelph Spring Axle Co., Guelph, Ont.
Wallace-Barnes Co., Bristol, Conn.

Wire, Wire Rope, Cow Ties, Fencing Tools, etc.
Canada Fence Co., London.
Dennis Wire and Iron Co., London, Ont.
Dominion Wire Mnfg. Co., Montreal
Greening, B., Wire Co., Hamilton.
Montreal Rolling Mills Co., Montreal.
Western Wire & Nail Co., London, Ont.

Woodenware.
Taylor-Forbes Co., Guelph, Ont.

Wrapping Papers.
Canada Paper Co., Toronto.
McArthur, Alex., & Co., Montreal.
Stairs, Son & Morrow, Halifax, N.S.

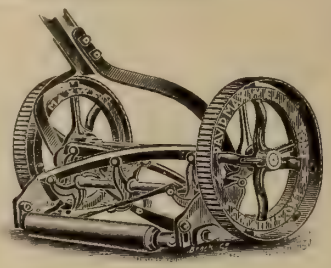


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More sold in the Dominion than all others combined

In 8 sizes, churning from ½ to 30 gallons.
IMPROVED STEEL FRAME. PATENT FOOT and LEVER DRIVE. PATENT STEEL ROLLER BEARINGS
Easy to operate. Bolts throughout in place of wood screws. Superior in workmanship and finish. **No other just as good. Accept no substitute.** If not offered by your jobber write direct to us.

MAXWELL LAWN MOWER



Made in 4 different heights of wheel and widths, ranging from 8 to 25-in. in plain or ball bearings as required. Improved for coming season. Not equalled anywhere for clean cutting, durability and finish.

DAVID MAXWELL & SONS
ST. MARY'S, ONT.



Trade Mark

"LION" BRAND

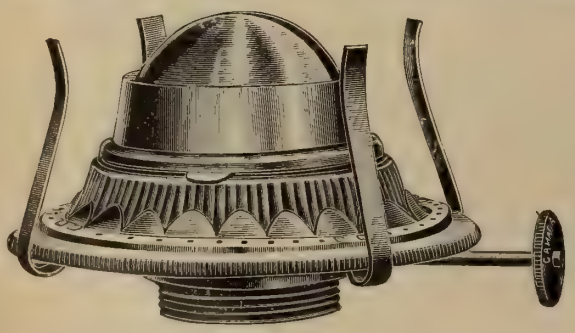
PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,
Montreal, Quebec



Buy Canadian made goods and get the best.

Banner Burners, Canada Burners, Bing Glass Cone Burners.

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ONTARIO LANTERN & LAMP CO., Ltd.
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Perforated Sheet Metals

IN

Brass, Copper, Steel, Etc.

All sizes of perforations and thickness of metals for

Miners' Use
Grain Cleaning Machinery
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Malt Kiln Floors, Etc.

The B. GREENING WIRE CO.
LIMITED

Hamilton, Ont. **Montreal, Que.**

FOR A CHEAP SAW MILLS
AND GENERAL FACTORY

BABBITT

THERE IS
NOTHING TO BEAT

Fleur de Lis

ANTI-FRICTION METAL



PRICE 15c. PER LB.

Equal to imported sold at 25 cents.
Try it and save money.

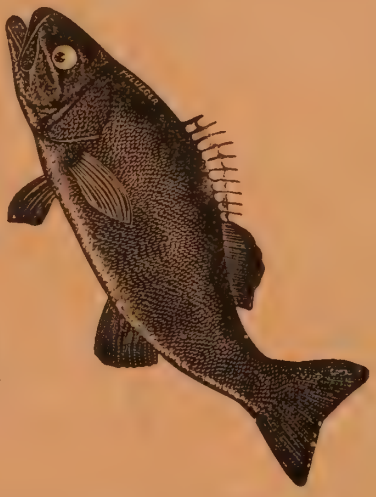
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MONTREAL

PFLUEGER'S
Fishing Tackle

Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines.

Everything in Fishing Tackle.



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The Enterprise Mfg. Co.

AKRON, Ohio, U.S.A.

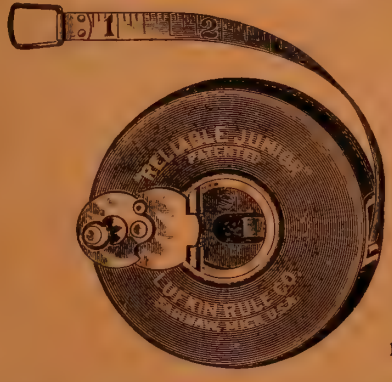


WALKER CORK SCREWS

are good holiday souvenirs and live sellers the whole year. Are made well and are made out of good material. That is why we guarantee every one that we put out. When ordering Cork Screws try **Walker's**

Manufactured only by **ERIE SPECIALTY COMPANY,** ERIE, Pa. U.S.A.





LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bend Leather, Etc

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., Saginaw, Mich, U.S.A.

London Office and Warehouse—24 and 26 Holborn. New York City Branch—299 Broadway.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1866. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Company

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Twelve Medals



Awarded

By **JURORS** at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

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"Redstone"

High Pressure

Sheet Packing

A packing that will hold. For use in highest pressures for steam, hot or cold water and air. Packs equally well for all.

From actual tests, we believe that this packing is the most durable and satisfactory of any on the market. Try a sample lot and see for yourself.

Manufactured Solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

of TORONTO, LIMITED

HEAD OFFICES,

47 Yonge Street, Toronto.

Branches: Montreal, Winnipeg, Vancouver.

SICILIAN SULPHUR

We have just received a large shipment direct from Sicily, comprising the following qualities:

Flowers of Sulphur, "AA" Quality
Flowers of Sulphur, "L" Quality
Ground Sulphur, Best Seconds

Send us your enquiries and we shall be pleased to make you favorable prices for immediate delivery.

B. & S. H. THOMPSON & Co.

LIMITED

53 ST. SULPICE STREET, MONTREAL

"CANADIAN"

SPIRAL PACKING

(Highest Quality)

"Made in Canada"

We've manufactured 90 per cent. of all Spiral Packing sold in Canada during the past twenty years.

Our Packing is Different—and Better

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CANADIAN RUBBER CO.

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Also in Great Britain, United States, West Indies, South Africa and Australia.

HARDWARE AND METAL

A Weekly Newspaper Devoted to the Hardware, Metal, Heating and Plumbing Trades in Canada.

Office of Publication, 10 Front Street East, Toronto.

VOL. XVIII. MONTREAL, TORONTO, WINNIPEG, DECEMBER 22, 1906 NO. 51.

POCKET KNIVES
H. BOKER & COS
IMPROVED
TREE BRAND
TRADE MARK
RAZORS CUTLERY SCISSORS
For Sale by leading Wholesale Hardware Houses

Every Jobber in Canada

East or West can supply "QUEEN'S HEAD" Iron if you insist on it. Accept no substitute as there is nothing quite as good.

JOHN LYSAGHT, Limited, Makers, BRISTOL, ENG.
A. C. LESLIE & CO., MONTREAL Managers, Canadian Branch

Points To Remember About "THE SOVEREIGN"



The Sifting Grate of "The Sovereign" saves a good many dollars annually because it saves pounds of good fuel daily.

There is no possibility of a leak because there are no internal joints in the water section of the boiler.

The advantages of the hot water system are emphasized where "Sovereign" hot water boilers are installed.

It pays the dealer to recommend "The Sovereign" all the time.

Write us and we'll tell you why.

TAYLOR-FORBES COMPANY, Limited

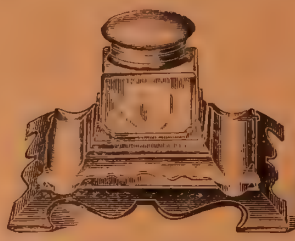
TORONTO—1088 King St. West.
MONTREAL—122 Craig St. West.
Head Office and Works, GUELPH, ONT.

AGENTS:
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Vulcan Iron Works Co., Winnipeg.
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ENGLISH BRASS GOODS



BRASS CLOCKS



BRASS INKSTANDS

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BRASS AND COPPER TRAYS



BRASS TEA STANDS

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KETTLE AND STAND



NICKEL PLATED
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BRASS
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WRITE FOR PRICES

RICE LEWIS & SON

LIMITED

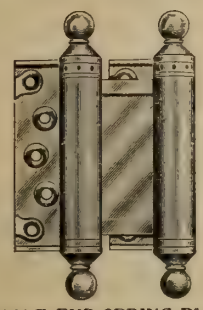
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CHICAGO SPRING BUTTS

TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

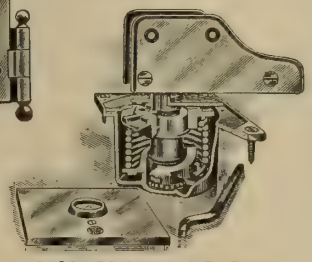
CHICAGO SPRING BUTT



TRIPLE-END SPRING BUTT



TRADE CSB CO MARK



CHICAGO BALL-BEARING FLOOR HINGE

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

CATALOGUE ON REQUEST

OUR LINES FOR XMAS ARE SELLERS

BOKER'S SKATES

Single and Double Enders.

Dominion Perfect, Rover, King Fisher, Crescent

HOCKEY STICKS

GILLETTE SAFETY RAZORS

No stropping; no honing.

GILLETTE EXTRA BLADES

BOKER'S KING CUTTER RAZORS

RODGER'S PEN AND POCKET KNIVES

CARVERS IN CASES

SCISSORS IN CASES

QUALITY HIGH PRICES LOW

THOS. BIRKETT & SON CO., LIMITED

Wholesale Hardware

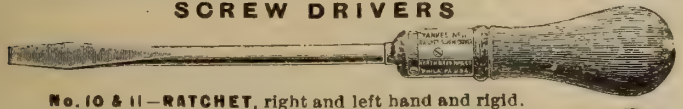
OTTAWA, ONT.

Other Tools are very Good Tools, but

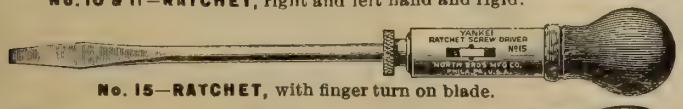
"YANKEE TOOLS" ARE BETTER

The NEWEST, CLEVEREST and QUICKEST SELLING TOOLS of the KIND.

SCREW DRIVERS



No. 10 & 11—RATCHET, right and left hand and rigid.



No. 15—RATCHET, with finger turn on blade.



No. 30—SPIRAL RATCHET right and left hand and rigid.
No. 31— " " (heavy pattern)
No. 20— " " right hand only.



Chuck and 8 Drill Points for spiral ratchet screw driver.



No. 12—RATCHET, with stub blade



No. 60—POCKET SCREW DRIVER.

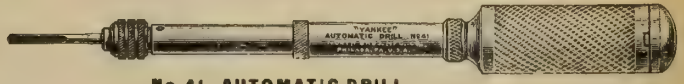


Countersink, for spiral ratchet screw driver.

DRILLS



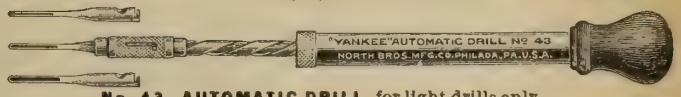
No. 40—AUTOMATIC DRILL, with Ratchet Movement.



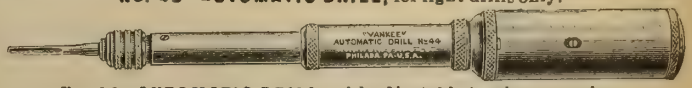
No. 41—AUTOMATIC DRILL.



No. 42—AUTOMATIC DRILL.



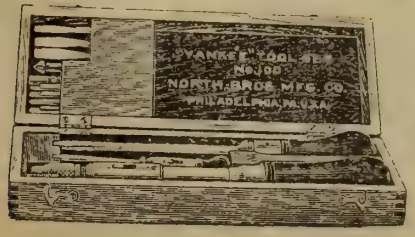
No. 43—AUTOMATIC DRILL, for light drills only.



No. 44—AUTOMATIC DRILL, with adjustable tension on spring.



No. 50—RECIPROCATING DRILL, for wood or metals.

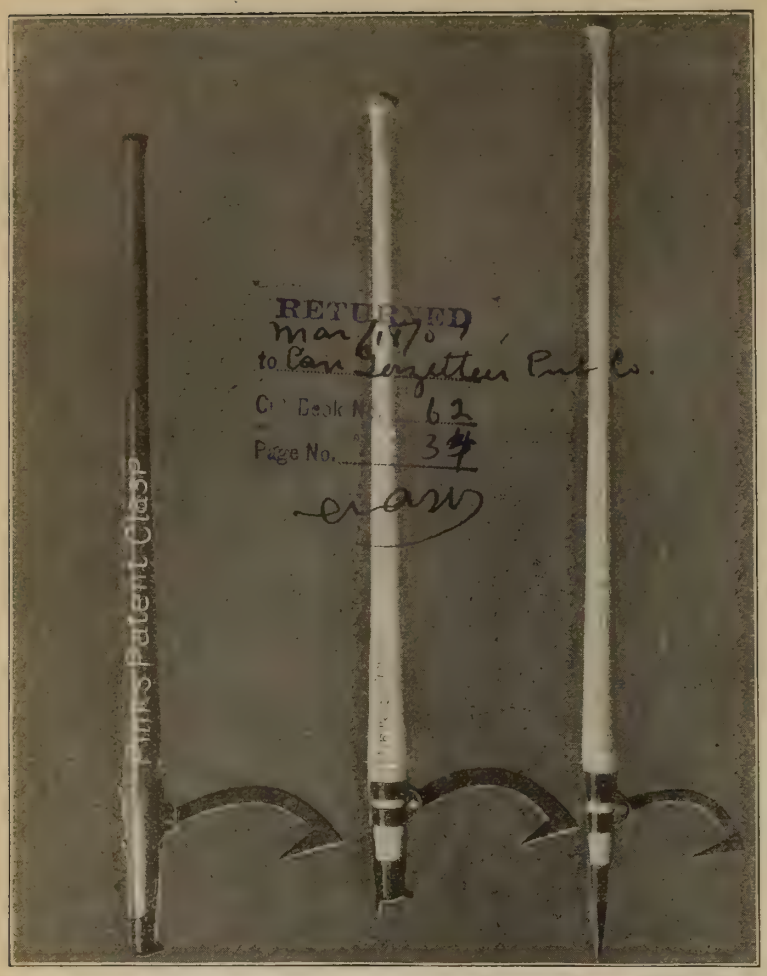


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PHILADELPHIA, Pa.



Pink's Lumbering Tools

MADE IN CANADA

Send for Catalogue and Price List

THE STANDARD TOOLS

in every Province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of Lumber Tools

Pink's Patent Open Socket Peaveys.
Pink's Patent Open Socket Cant Dogs.
Pink's Patent Clasp Cant Dogs, all Handled with Split Rock Maple.

These are light and durable tools.

Sold throughout the Dominion
by all Wholesale and Retail Hardware Merchants

MANUFACTURED BY

Long Distance Phone No. 87

THOMAS PINK
Pembroke, Ont., Canada.

ESTABLISHED 1855

HEADQUARTERS FOR

PIG IRON

ENGLISH and SCOTCH

Prompt and forward delivery. Interesting prices.

Warehouse: 54-56-58 Front St. West and 1 Piper St.

M. & L. Samuel, Benjamin & Co.

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THE CANADIAN FAIRBANKS CO., Ltd.

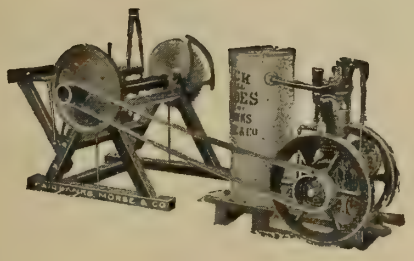
FAIRBANKS STANDARD SCALES

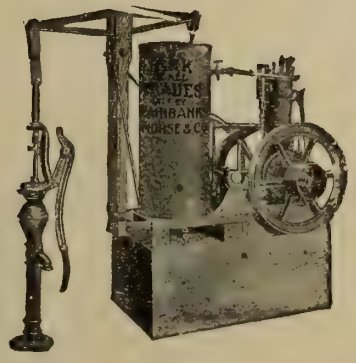
FAIRBANKS MORSE GAS AND GASOLINE ENGINES, STEAM PUMP AND WIND MILLS

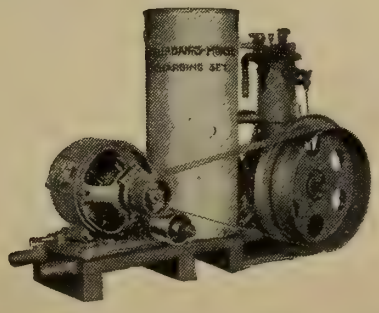
444 ST. JAMES STREET

MONTREAL, QUE., DEC. 22th, 1906









MR. HARDWARE DEALER:—

How many Farmers do you know in your district?

How many of these Farmers would buy from you, something they absolutely needed, if you had it to sell to them?

There is as much difference in farming methods of the present day, compared with 20 years ago, as there is between a town pump and an up-to-date fire engine. A Gasoline Engine, such as shown on the side of this letter, is as necessary on a farm to-day, as a horse or cow, and it is only a question of time until every Farmer will have one. It will pump his water, saw his wood, grind his feed, run cream separators, thrash, and in fact, furnish power for any purpose on the farm, as shown by the enclosed circular.

He has got to buy this Engine from somebody, and nine chances out of ten, he will buy the very best he can get, which is a FAIRBANKS-MORSE; he may not purchase this year, but he surely will next.

Why should you not be in a position to sell him this Engine, when he is ready for it?

Opportunity is now knocking at your door. We are starting in to appoint Agents for FAIRBANKS-MORSE Gasoline Engines for farm use for the year of 1907.

This entails no trouble whatever on your part, and if you will cut out and send us coupon herewith, and ask us for our agency proposition for 1907, we will go into this matter further with you, and show you how you can add materially to your profits for the coming year.

We advertise largely through newspapers, and by circulars, and our Agents get the benefit of this, in helping them to make sales.

We trust you will realize what an opportunity this is, and will write us at once.

Canadian Fairbanks Co.

LIMITED

TORONTO, MONTREAL,
WINNIPEG, VANCOUVER

TO THE CANADIAN FAIRBANKS CO., Ltd.
MONTREAL, CANADA.
Please send me particulars re your 1907 agency proposition.
Name .....
Town .....
Prov. .....

Wishing Our Many Friends and Customers

A Merry Christmas

and a

Happy and Prosperous New Year.

THE CUMMING MANUFACTURING COMPANY, LIMITED

Renfrew, Ontario

MANUFACTURERS OF

Celebrated "Best" Mop, Can Openers, Mincing Knives, Potato Mashers, Folding Ironing Boards, Clothes Racks, Mixing Spoons, Paring Knives, etc. Woodenware and Wood Turning of all kinds.

DAVIDSON'S GALVANIZED PAILS



The "Alberta"

Strongly made with heavy Pressed Bottom and supplied with substantial bail handle.

DIMENSIONS

Top Diameter - -	14 inches
Bottom Diameter - -	9 "
Depth - - - -	10½ "

The most suitable pail yet made for farm and stable work

Note the extra width across the top. Horses with their bridles on can drink with ease.

The "Minto"

Made very strong and rigid and supplied with heavy Hercules bottom.

Ears reinforced on the inside.

Just the pail required for Contractors, Railways and Corporations.



We also supply Dufferin and English pattern pails, all sizes, and can make prompt shipment

Write for prices

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

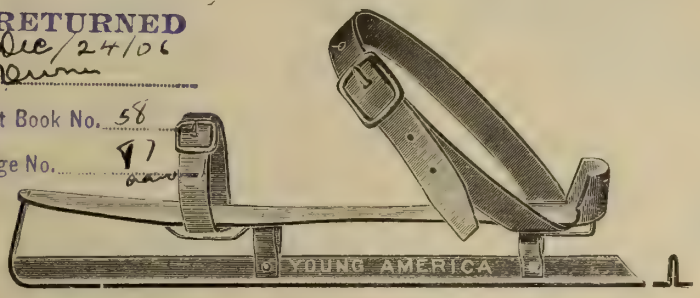
Only Wholesale

138-140 WEST FRONT STREET, TORONTO

Wholesale Only

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to Quinn
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Prices subject to our usual liberal trade discount



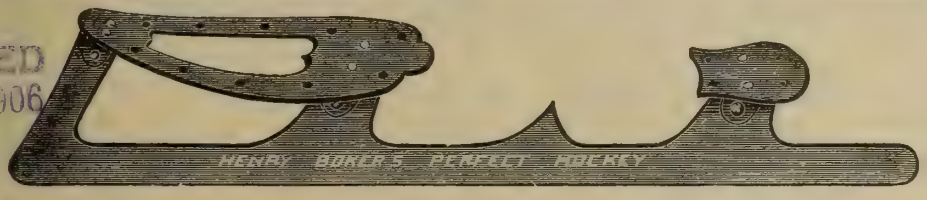


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DEC 24 1906

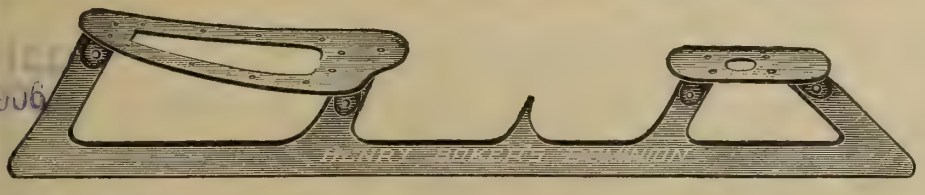




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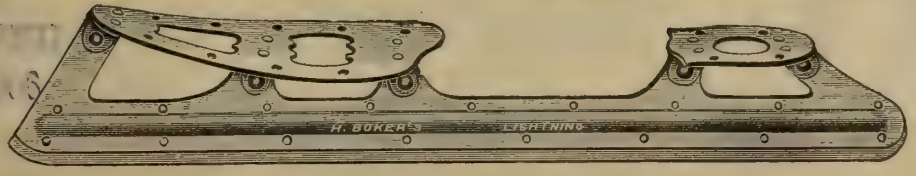


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Telegrams or Letter Orders Shipped Promptly

Boker's Skates

	Per pair
"Young American" Steel Runners	$ .50

Sizes 7, 7½, 8, 8½ and 9

Suitable for Ice, Sidewalk or Road

	Doz. pair
Toe and Heel Straps for the above skate	$ .70

Spring Skates

No.		Sizes	Per pair
5.	Steel Runner	7 -11½	$ .80
9.	Welded " Plated	8½-11½	1.50

Ladies' Skates

No.		Sizes	Per pair
415.	"Crescent" Ordin. Quality	8½- 9½	$1.16
447.	"Pride" Light Runners	9 -10	3.80
1422.	"Charm" Best Quality	9 -11½	2.36
1424.	"Daisy" Concaved Runners	9 -11½	2.94

Nickel Plated

Hockey Skates

No.		Sizes	Per pair
530¼.	"Hockey" Ordinary	7 -10½	$ .56
1535.	"Gem" Plated	8 -12	1.26
531.	"Royal" Blued Tops	8½-10	1.80
532.	" Plated	9 -10	2.50
534.	"Daisy" "	9 -10½	3 10

Hockey Skates

With Puck Stop

No.		Sizes	Per pair
1635.	"Advance" Plated	8½-11½	$1.30
631.	"Perfect" Blue Top	9½-11½	1.90
632.	" Plated	9 -12	2.60
634.	"Model" "	9½-12	3.20

Hockey Skates

Double Ender—with Puck Stop

No.		Sizes	Per pair
685.	"Peerless" Plated	9 -11	$1.74
692.	"Dominion" "	9 -12	3.30
694.	"Victor" "	10 -11½	4.20

Hockey Skates

Double Enders

No.		Sizes	Per pair
4597.	"Stadacona" Plated	10 -10½	$5.40
5577½.	"Hockey Ring" Plated	11 -12	5.40

Tubular Hockey Skates

No.		Sizes	Per pair
9597.	"Lightning" Ex. Ex. Quality	10½-11½	$6.00

For Starr Mfg. Co. Halifax Skates See our Catalogue

RETURNED
DEC 26 1906



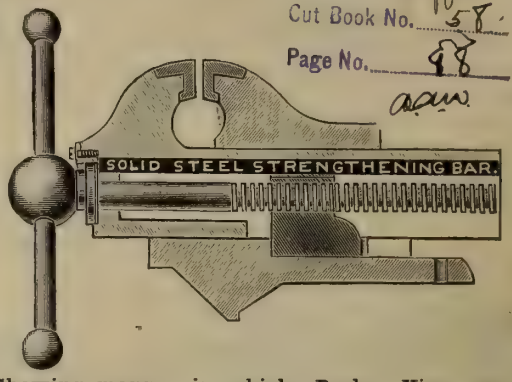
Stationary Machinist Vise, made in 6 sizes with jaws 3¼-in. to 6¼-in.

Semi-Steel has a strength several thousand pounds greater than cast iron.

That is why it is used in Parker Vises.

The Parker Vises are made stronger in the weak part of all vises than any other vises are made.

RETURNED
Dec 24/06
to Montreal Office
Cut Book No. 58
Page No. 88
a.a.w.



Showing manner in which Parker Vises are strengthened by a solid steel bar.

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Same as above only made to swivel in any direction.

The sliding or moving jaw is the part most liable to break in any vise.

The Parker Company has provided against that danger by casting in the sliding jaw a solid steel bar strengthener. This improvement makes the jaw practically unbreakable. It is found only in Parker Vises.

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Heavy Swivel Chipping or Filing Vise, width of jaws 5 inches.

Parker Vises are made in all approved shapes and sizes for machinists, pipe fitters, wood workers, etc.

We keep a full line of Parker and other makes of vises.

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA.

METALS



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Page No. 99

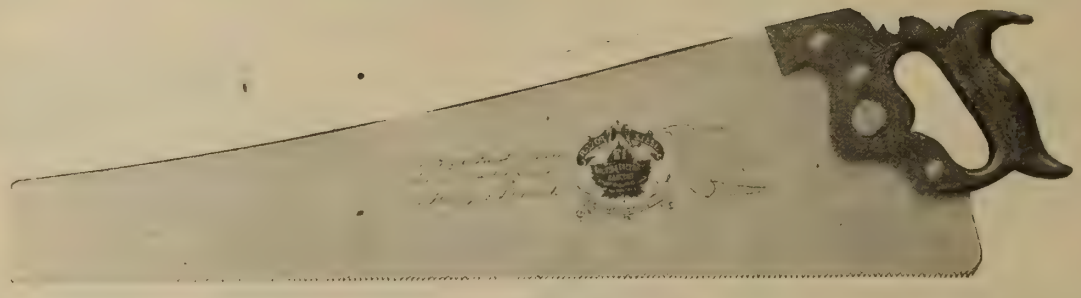
BAR IRON and STEEL
BLACK SHEET IRON, TINNED SHEETS
GALVANIZED IRON
CANADA PLATES, TERNE PLATES
SHEET TIN, INGOT TIN
PIG LEAD
SHEET ZINC, ZINC SPELTER
IRON PIPE, VALVES and FITTINGS
PULLEY BLOCKS and ROPE
CHAIN
ANVILS and VISES
LUMBERING TOOLS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

Brantford—Roofings

This Represents Our



"ASPHALT"
No. 1, 2, 3
"RUBBER"
No. 1, 2, 3

Each Roll is complete with Nails and Cement to lay. Best selling goods in the market.

BRANTFORD ROOFING CO.
LIMITED
BRANTFORD, ONTARIO



SIMPLE



DURABLE *RELIABLE*

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

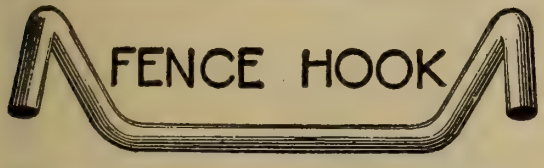
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal
EASTERN AGENTS

HAMILTON
ONTARIO

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET ON WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

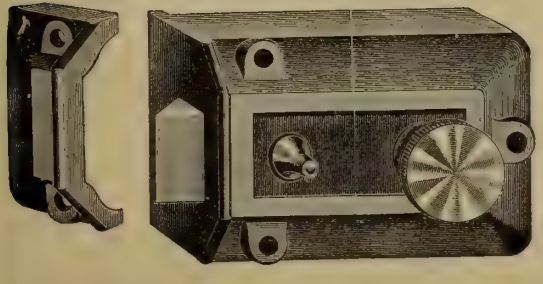
THE WESTERN WIRE & NAIL CO., Limited, **LONDON, ONT**

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power
ARE THE BEST.
Highest Quality Grooming and Sheep-Shearing Machines.
WE MAKE THEM.
SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.A.
Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

SILVER PLATED LIST $22.30

BEST NICKEL SILVER LIST $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

JOHN ROUND & SON, LIMITED

MANUFACTURING
Cutlers and Silversmiths

Factories MONTREAL *Established*
SHEFFIELD, Eng. *1847*

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE PACKING

BINDER TWINE

LATHYARN SMALL TWINES

From MANILLA, SISAL, ITALIAN, RUSSIAN, JUTE

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

CAREFUL EXECUTION **SPECIAL ORDERS** PROMPT SHIPMENT

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver.
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

DOLLARS FOR YOU

"MONEY SAVED IS MONEY MADE"

If we can save **YOU** money you won't feel badly about it. This is how it is.

American Hickory Axe and Hammer Handles have never come over the line duty free in our time—

THE RAW MATERIAL DOES

We figured that if we could secure timber concessions in the South we could save 25 per cent imposed on the finish product. You perceive!

We are already importing the second growth of Southern Hickory from our timber reserves for use in the best grades of axe and hammer handles and hockey sticks. For **YOUR** protection we have branded our best lines as you see below.

"**Empire**" line is manufactured of pure white hickory.

"**Imperial**" part red.

"**Champion**" is red hickory through and through.

These names stand for perfection and quality in handles and sticks.

Dealers should secure samples and prices at once. Study the labels for a minute. They mean more business and more dollars for you.

The J. H. Still Manufacturing Company, Limited

ST. THOMAS, ONTARIO



Take No Chances Because Hockey Sticks Sell Other Things. But They Must be First-Class

E. B. SALYERDS

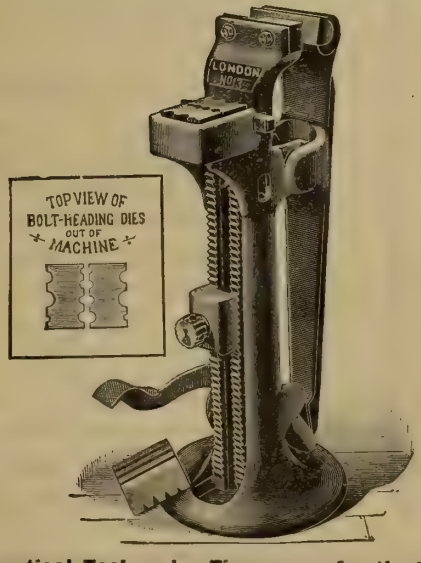
manufactures the highest grade of Hockey Sticks marketed on this continent. It will pay you to note this fact.

Wholesale and jobbing trade only supplied.

E. B. SALYERDS

PRESTON, ONT. - - CANADA

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO., Limited

LONDON, CANADA



SAFE LOCK SHINGLE

SHINGLES

Our "Safe Lock" shingle has helped many a dealer to make and hold trade. It's construction appeals to anyone as being superior, and when put on a roof they give lasting satisfaction and makeneighbors want t l e n.

ROCK FACE BRICK & STONE.



SIDINGS

There is nothing else so suitable as our steel sidings to dress up old buildings with and make them warm—They are also useful for a low priced building where attractive appearances are desired.



CEILINGS

When you sell and erect one of our classified designs you can always count on a well pleased customer—These designs do not get out of date same as patterns carrying out no idea. Give a customer a selection and he will invariably turn to our classified ceilings. They cannot get away from their richness.

The Metal Shingle & Siding Co., LIMITED

PRESTON, Ontario

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK

This design a guarantee of quality.

CANADA PAPER CO., LIMITED,
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.



Don't Stop to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Some Points About C. G. E. Meridian Lamps

Simplicity	*Efficiency*	*Low Cost*	*Quality*
Easy renewal	Perfect light distribution	Inexpensive to install	Brilliant
Lights instantly	Average downward efficiency	No repairs	Soft and uniform
Burns on any standard circuit	Exceeds 1 watt per candle	Cheap renewals	

CANADIAN GENERAL ELECTRIC COMPANY, Limited
Head Office: Toronto, Ont.
District Offices: Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

Working Iron in Common or Refined Bars

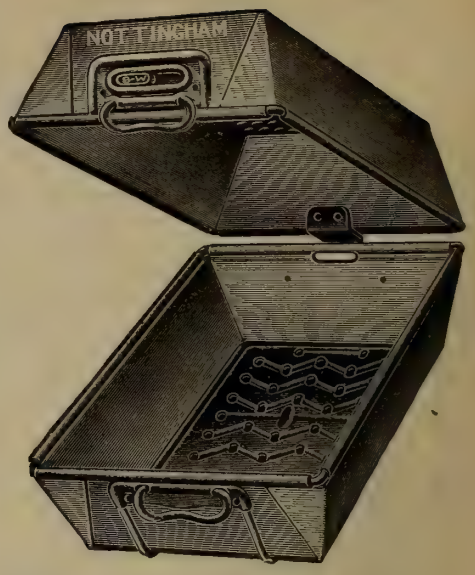
London Bars are made in the following sizes:

Flats, - - -	7/16 inch to 4 inch	x 3/16 inch to 1¼ inch	
Round Edge Tire,	1 inch to 3 inch	Rounds,	3/16 inch to 2¼ inch
Squares, -	¼ " to 2¼ "	Ovals,	½ " to 1½ "
Half Ovals, -	½ " fo 2½ "	Half Rounds,	½ " to 2¼ "

54

London Rolling Mills
London, Canada





Strong, durable and convenient, with false perforated bottom and ventilator

E. T. WRIGHT & CO., - HAMILTON, CAN.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT
622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited
OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipment

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

Let us Help You Increase Your Business

Why not **go after and get** the fire brick trade in your locality.

Our expert information is at your command and will enable you to make this a paying line.

Make this one of the New Year resolutions and KEEP IT.

Francis Hyde & Co.

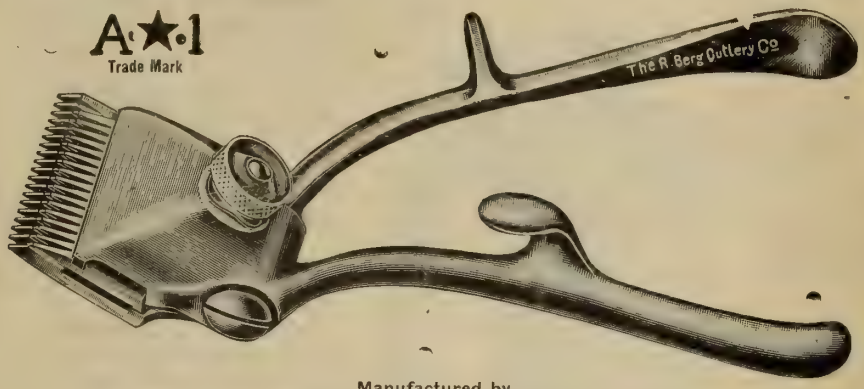
Contractors and Foundry Supplies

31 WELLINGTON ST.

MONTREAL

The "MARS" TOILET CLIPPERS

A·★·1
Trade Mark



Manufactured by
THE R. BERG CUTLERY CO.

are of superior finish and workmanship. Each pair guaranteed to be of the highest grade of quality.

They are made in 6 sizes, viz., 3/0, 2/0, 0, 1, 2, 3, and can also be supplied with one or two extra combs, to order.

For further details or prices ask your jobber or write direct to

F. W. LAMPLOUGH CO., - MONTREAL

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade

GLAZIERS' DIAMONDS



IN ALL PATTERNS

Made only by thoroughly experienced workmen. 10 years as glass cutter and 16 years as as chooser and setter being the experience of our head setter.

Canadian Agent: J. B. GIBSONE, P.O. Box No. 478, MONTREAL

From whom users of Glaziers' Diamonds, can obtain the names of wholesale merchants, who stock A. Rudd's goods.

The Best Door Closer is . . .

NEWMAN'S INVINCIBLE FLOOR SPRING

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS,
Hospital St., - - BIRMINGHAM

WORK AND PRICES RIGHT

GALVANIZING

ONT. WIND ENGINE & PUMP CO. LIMITED.

TORONTO, ONT.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.

OUR LINES ARE SELLERS!

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" *FARLEY WORKS, SHEFFIELD, ENG*

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL **TELEPHONE M. 5576**

Why Not Buy in Canada



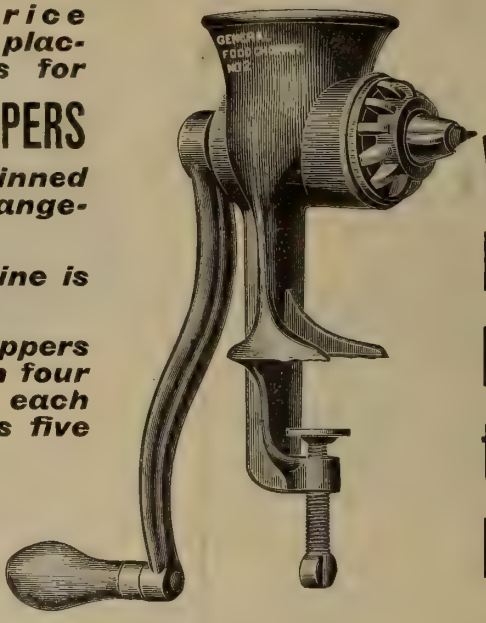
Write for Price List before placing orders for

FOOD CHOPPERS

All parts tinned and interchangeable.

Every machine is guaranteed.

These Choppers are made in four sizes, and each Chopper has five (5) knives.

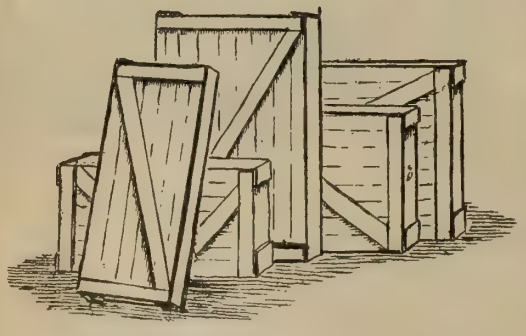


Why Not Buy the Best

SHIRREFF MANUFACTURING CO.

BROCKVILLE, ONT.

WINDOW GLASS FOR IMPORT



We have Special Prices for Import for Spring Delivery.

Do not place your order before seeing our prices. They will interest you.

Save money by importing direct.

We offer special Strong Cases, thus ensuring delivery in good order.

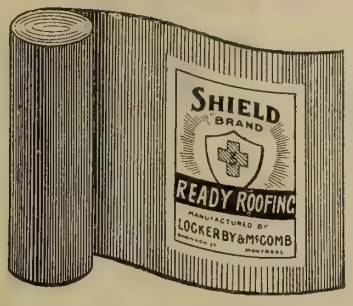
Send us your specification. We are always pleased to quote prices.

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

The Long and the Short of It

"IT" MEANS



THE "LONG"

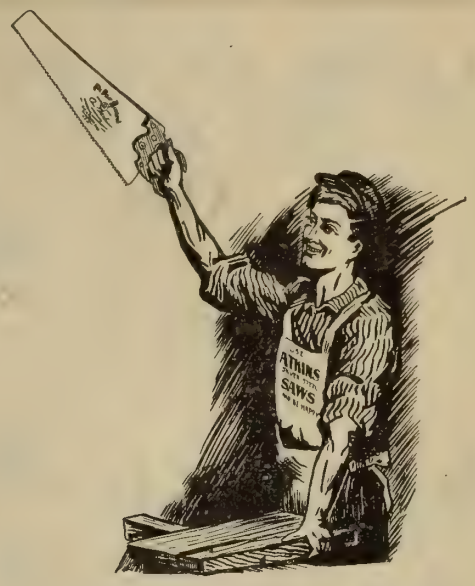
is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

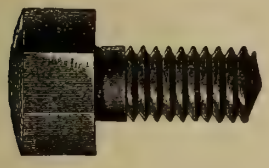
LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL



ATKINS SILVER STEEL SAWS

make merchandising easy. The Quality in them, backed by our enthusiastic publicity, has made them popular—we create the demand—you supply it. Easy to buy them—at your jobbers—or nearest branch.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 77 Adelaide St. E., TORONTO



The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



Covert Mfg. Co.

TROY, N. Y.

Harness Snaps, Chain, Rope and Web Goods etc. For sale by Jobbers at Manufacturers' prices.



STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.
OF ONTARIO, Limited.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.

CELEBRATED ## HEINISCH **SHEARS**

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO. NEW YORK OFFICE, 155 Chambers St
NEWARK, N.J., U.S.A.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

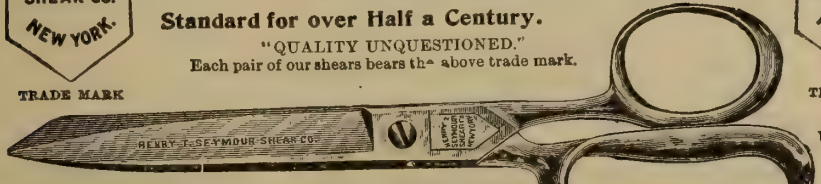
106 N. Francisco Ave., CHICAGO, ILL.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company
WIEBUSCH & HILGER, Limited, NEW YORK, Sole Agents.

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

LOOK OUT FOR THIS TRADE MARK

ONTARIO STEEL WARE LIMITED
WARE FOR WEAR
TRADE MARK
REGISTERED

ON

ENAMELLED AND GALVANIZED WARE

IT MEANS QUALITY

Write for Catalogue

ONTARIO STEEL WARE, LIMITED

115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

This Does Concern You!

Mr. Advertiser! Here's a little problem for you :—If General Nogi had sent a battalion against Port Arthur one week, half a battalion the next, a troop of cavalry the week after that, how long do you suppose the Russians would have held the Gibraltar of the Far East?

"The Japanese would never have entered Port Arthur that way," you reply, without hesitancy, because you are perfectly sure about it. So are we. No force on earth, within the walls of Port Arthur, could have held out much longer than the Russians did. The besieging army was gradually strengthened to an **irresistible force,** and then the Japs closed in with a tread as inexorable as fate.

What's Your Objective?

The best business in **your** line. You might not put it just that way; but that's exactly what you are after. You have your own ideas about advertising. Some business men consider advertising a nuisance—others look upon it as a necessary evil—**but all business men know that it pays.**

Your objective is a progressive, prosperous business. Has your advertising reached the irresistible point? Emergencies call for increased space occasionally. Success calls for cool, deliberate, decisive advertising **all** the time. Because when your objective is gained you must hold the fort against the brainiest and most energetic men in your business. Ignore all schemes. There isn't one good business-making scheme in a hundred. Go after trade in an approved way. Keep on advertising in the MacLean Trade Papers. Others owe a large measure of their success and their present impregnable position in the business world to us. Why not you?

¶ Manufacturers and wholesalers may have our advice regarding any business crisis, or advertising campaign, absolutely free. Write our Advertising Department regarding **that** matter. Do it to-day!

N.B.—Our advice places you under no obligation.

The Advg. Dept.

The MacLean Publishing Company, Limited

Your Book-Keeper Can Do Twice As Much.

BUSINESS SYSTEMS LIMITED
SYSTEM THE SECRET OF SUCCESS
TORONTO.

The end of every month with its accumulation of bills to be sent out, throws your book-keeper behind.

Then he's a week or ten days again catching up.

And in the rush, there's always a chance of making mistakes.

▪ ▪ ▪ ▪ ▪ ▪

Our Monthly Account System, especially adapted to retailers, will stop this.

Our Monthly Account System makes out your bills during the month at the same time that the entries are made in your books.

▪ ▪ ▪ ▪ ▪ ▪

A request for information about how this is done, will not obligate you to buy.

Write us about it,

To-day.

BUSINESS SYSTEMS LIMITED
84 SPADINA AVE.
TORONTO, CANADA

REGISTERED TRADE MARK
GRANTED 1682

World's Best Cutlery

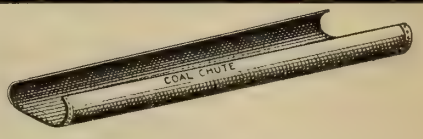
You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL



COAL CHUTE—Heavy Sheet Steel—A good line for Hardwaremen. Stock lengths, 6 ft. and 8 ft. Any length to order.

The Steel Trough and Machine Co., Ltd.
TWEED, ONT.

"QUALITY UNSURPASSED."

TORONTO AND BELLEVILLE ROLLING MILLS LIMITED.

BELLEVILLE, - ONTARIO.

WE ARE IN A POSITION TO FILL ALL ORDERS PROMPTLY FOR

BAR IRON



Registered Trade Mark

BETTER THAN EVER

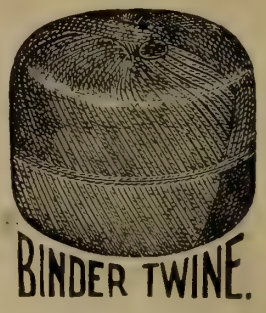
THE FOUR MAPLE LEAF BRANDS

BINDER TWINE FOR 1907

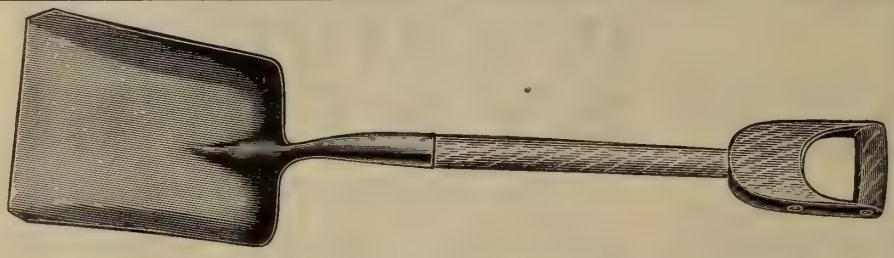
GILT EDGE—650 ft. Pure Manila.
GOLD LEAF—600 ft. Manila.
SILVER LEAF—550 ft. Standard Manila.
MAPLE LEAF—500 ft. Standard.

Good Material; Bright, Clean, Smooth, Even CORD, of unusual Length and Strength. Specially Treated to make it "Insect Proof."

Agents wanted in localities where we are not now represented.
Write us for SAMPLES and our new ROPE and CORDAGE price list.



THE BRANTFORD CORDAGE CO., Ltd.
BRANTFORD, CANADA.



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels.**

By getting in touch with us you will become acquainted with the favorite lines:



"Peterborough," "Lundy," "Irwin," and 'Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.

GENUINE **Pratts Astral Lamp Oil**

Sold in all countries and recognized as the highest grade oil manufactured.

WHOLESALE ONLY

THE QUEEN CITY OIL COMPANY Limited, - TORONTO, ONT.



Dennis' Iron Stable Fittings

Sanitary, Indestructible, Economical

A good line for the hardware dealer.
Send for New Stable Fittings Catalogue and Price List "A."

DENNIS IRON & WIRE WORKS, Ltd.
LONDON, - ONTARIO

A TOOL THAT'S STAMPED

STANLEY

IS THE BEST OF IT'S KIND

IMPROVED CARPENTERS' TOOLS

Sold by all Hardware Dealers

STANLEY RULE & LEVEL CO.

NEW BRITAIN., Conn., U.S.A.

Buy the Best.



HERCULES

Sash Cord.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

B. A. GRAUTOFF & CO.
8 Fenchurch Buildings, London, E.C.
Import and Export.
Old established house with highest connections in Great Britain and on the Continent of Europe.
Cable Address, "Grautoff London," Liebers Code.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.



Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited
WOLVERHAMPTON



CHAIN

Proof BB, BBB, Cable, Stud Link.

This chain is manufactured from Special Grade Soft Steel. By reliable makers, and **not bought in the open market.**

JAMES BARBER, Era Works, Sheffield

HIGHEST GRADES OF
TABLE and POCKET CUTLERY
RAZORS, CARVERS, Etc.

J. H. ROPER
CANADIAN REPRESENTATIVE
82 St. Francois Xavier St., **MONTREAL**

DOMINION CARTRIDGES

D.C.CO. 303 SAV.

D.C.CO. 45 COLT

SURE SHOTS



Every dollar spent for

DOMINION AMMUNITION

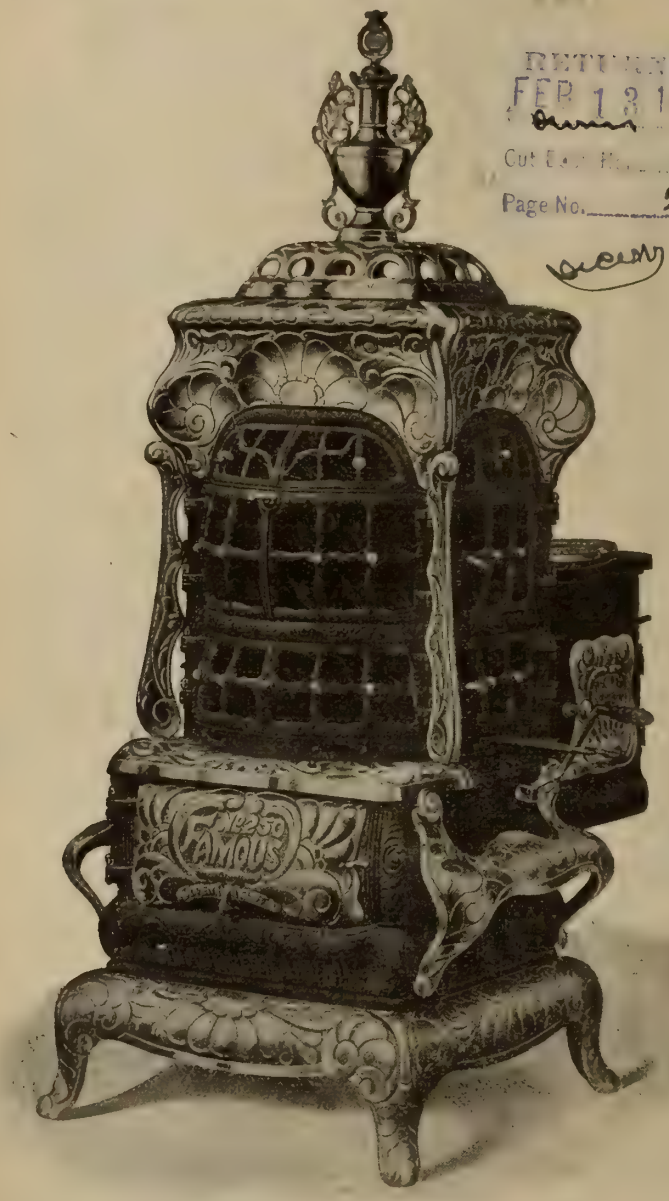
makes work for Canadian labor—Every dollar spent on imported ammunition means a loss of work for Canadian workmen.

Insist on **DOMINION AMMUNITION**, and if your jobber won't supply you, write us.

Dominion Cartridge Co., Limited
Montreal

We Can Deliver These Stoves

RETURNED
FEB 13 1907
Cut Exp. No. 60
Page No. 24



WITH OVEN—230 Series

To be exact, we can ship baseburners the same day we receive your order.

"Famous" baseburners are made in two styles and five sizes.

The No. 230 series is a heavy, durable stove, with a three flue construction which distinguishes it from nearly all other makes. Is made in three sizes, for parlor and two with oven.

Our No. 113 series is a lighter stove, but well made and excellent value for the money. Is made in two sizes for parlor and one with oven.

You can sell either of these lines and feel satisfied that your customers are getting the best that experience and skill can build.

The McClary Mfg. Co.

LONDON, TORONTO, MONTREAL, WINNIPEG, VANCOUVER, ST. JOHN, HAMILTON, CALGARY

LARGEST MANUFACTURERS UNDER THE BRITISH FLAG OF STOVES, RANGES, FURNACES, ETC.

"Good Cheer" Ranges



RETURNED
to Owners
Cut Book No. 91
Page No. 78
Nov. 30, 08

THE "GARNET"

Plain but not severe. Just enough ornamentation to give it the most artistic appearance of any range in the market. Prospective buyers will not pass by your door if the "**GARNET**" is on view inside. All loose nickel—readily removed when range is to be polished, and such an easy one it is to keep bright and clean. Square oven, 18x18x12. Fine firebox, with all cast linings. Grates, etc., removable without disturbing linings or waterfront. A splendid operator in every way, and, in fact

IT'S JUST RIGHT

The JAMES STEWART MFG. CO.

LIMITED

Western Branch:
Foot of James Street, WINNIPEG, MAN.

WOODSTOCK, ONT.

THE JOY VICTORIOUS

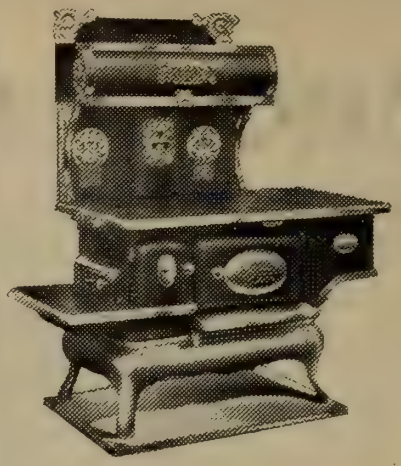


The Joy Malleable Range has been on the market for a little over a year and has demonstrated its right to the head of the procession.

It is still the only Malleable Range made in Canada for the dealer, and in the West, where it comes in direct competition with the American Malleables has proven its claim to be "equal to any" and superior to most while its price is much lower than any. Fill out the old year and start in the new by securing the agency for this Great Range. Stock at Winnipeg is complete.

JOY MFG. CO., 32 Humberside Ave., TORONTO, ONT.

TEES & PERSSE CO., - Western Distributors, Winnipeg
CHAS. H. FOX, - Agent for British Columbia, Vancouver



A RANGE THAT SELLS ITSELF

YOUR bank account will be in a healthy condition just as long as

The
Empire Queen Range

occupies a prominent position on your floor. We do not make the only good range on the market, but we certainly make the best range ever marketed in Canada at the price. The Empire Queen certainly means dollars in your pocket. We want to send you an interesting booklet.

A post card brings it.

The Canadian Heating & Ventilating Co.

OWEN SOUND, Ontario, Limited.

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.



See this oven —21 inches.

"HERCULES"

CAST RANGE

is just what the name implies. Heaviest and best mounted stove on the market for the money. Write for weights and prices.

Roomy Flues,
Duplex Grates,
Large Fire Box,
Sectional Linings,

Above All—
A Perfect Baker and a Sure Trade-Winner.

CAN SHIP TO-DAY

Whittaker Stove Works

Windsor, Ont.



A Box of "C" Brand Horse Nails

Will be in season at Xmas or any other time of the year. Unlike other Xmas boxes, you are never surprised at what you find inside; you expect the best horse nails, and your expectations are realized. The farrier who buys them is particularly well satisfied, because the shoes he puts on with the "C" brand nails stay fast. They please his customers also—they don't have their horses limping along the road on account of a shoe being "cast off" from the fault of the nails breaking at the neck. That don't happen when "C" brand nails are used. Why? Because they are hot-forged from the best material known or used in the world for the purpose, and made by a company who have been making nothing else but horse nails in Canada by Canadian labor for forty years.

Your preference solicited in ordering.

Canada Horse Nail Company

ESTABLISHED 1865

MONTREAL

WE WISH

OUR MANY CUSTOMERS FROM THE ATLANTIC TO THE PACIFIC

A MERRY CHRISTMAS

AND

A PROSPEROUS NEW YEAR

KEMP'S REPRESENTATIVES:

GEO. W. BINNS	WM. CRAWFORD	H. B. MORLEY
E. A. Runions	Herman Scratch	A. E. Henry
A. M. Lafrenier	H. M. Rowland	W. A. Duncan
W. Desrosiers	Geo. Scott	C. K. Gibson
R. H. Millet	W. E. Tambling	T. W. Brown
W. Guenette	W. Sitlington	P. Dykes
T. W. Dunn	F. McMillan	H. Stovell
L. Denis		Roy White

We thank you very much for the many letter orders.
SALES DEPARTMENT.

WE SHIP PROMPTLY
"Will ye no come back again?"
KEMP MFG. CO.

KEMP MANUFACTURING CO.

TORONTO, - - ONT.

MANUFACTURERS OF

High-Grade Enameled Ware

THE KEMP MFG. & METAL CO.
WINNIPEG

THE KEMP MFG. CO. OF MONTREAL
MONTREAL

SUCCESSFUL STORE KEEPING

With Woman Your Chief Customer, Make Your Store One That Will Appeal to Her, in Externals and Arrangement as Well as in the Stock You Carry.

Success in retailing is well-nigh impossible without a thorough appreciation of general trade tendencies and a hearty willingness to work with, instead of against, these tendencies.

The largest business to-day is done by the store offering the greatest variety; woman has become almost exclusively the purchaser of the articles that meet every day needs. These are two signs of changed conditions the retailer must heed, or fall far short of success, points out Butler Brothers Expert Service.

Stores used to carry what their proprietors thought their customers ought to buy. What these customers wanted or might be made to want, with proper suggestion, cut small figure in their plans or purchases.

The old type store is still doing business. The only ones, though, that are growing are those that have branched out and persistently feature the varied offerings of their bargain departments—department stores in miniature.

The stores in the big cities that get the business are the ones that sell the many every-day things most people—the masses—want. They are the trade leaders, not the one-line establishments. It is worth noting, however, that many of the latter are beginning to profit by the lesson. The story is repeating itself everywhere.

Cater to Women.

The storekeeper who makes quality his sole consideration, not variety as well, who caters to a class, or too much to men, is likely to sit with folded hands, while his business steadily drops away. The women, who should come to him and who would, if he met their wishes, are buying the goods they want at the stores that have those goods, and which treat women as they like to be treated.

Only blindness to patent facts and prejudice are responsible for this loss of trade.

Their own time and convenience mean more to people than used to be the case. They don't like to go to one store for one article, to a second for another and so on down the street, when they can get everything under one roof, usually in larger variety and more attractively displayed.

With women your chief customers, make your store one that will appeal to her—in externals, in arrangement as well as the stock you carry. Nothing makes a better impression on a woman than cleanliness, brightness, neatness or arrangement.

Begin with your store windows, for these can be made one of your best advertisements. Kept spotlessly clean and neat, they are an index of the store's interior. Don't overcrowd them, make the effect simple, with room enough for each article, plainly priced, to be seen and studied.

See to it that the same principle rules inside. Don't keep only the portions clean on which the light falls brightest. No nook or corner should be immune from broom or brush. It is easy to cultivate store pride in your clerks, but be sure, when you preach neatness, as well as courtesy and the other virtues that make a good salesman, that you stick to your text yourself.

The Ideal Store.

The ideal store, of course, would be one where every article is so displayed that a customer can tell, without asking a question, exactly what is for sale and its price. Though this may be a physical impossibility, still a good many stores, by wise buying and proper arrangement, could come a good deal closer to it than they do.

A merchant will often tell you: "Yes, I know, side lines pay. I'd like to add some myself that my trade is asking for, but—I haven't got the room—in fact I haven't really space for the goods I have got."

Yet you would find that merchant's shelves clogged with stickers, overstocks, five or six times as much of some lines as he needed, which clever salesmen had induced him to buy, "to save (?) the discount."

There they lie, eating up capital and profits just because Mr. Merchant hasn't the nerve to unload them at a loss and fill their places with a variety of goods that people want and he could easily sell.

Often, too, goods are so poorly displayed that they make no impression, while taking up twice the room they should, or in certain lines, half the shelf room, unused, is going to waste.

Before you decide you have no space for new lines, home-goods or a bargain counter, overhaul your goods with a view to better arrangement and economy of room and a determination to get rid of your stickers. You are likely to be surprised at the supply of the latter you will uncover and the vacant space disclosed or possibly to make.

Display Goods.

Remember, the primary object of shelving is to display goods, not serve as a store room. When you build it up to a height where a woman has to crane her neck and strain her eyes to see what is on it, you lose all its display value, to say nothing of the time wasted in keeping the goods looking fresh and clean.

If you will insist on building shelving up out of reach, use it for reserve and not for stock to sell from. The goods you want and expect to sell—get them down where your customers can see, and where she or you can reach them.

How many times you hear the same half-complaint, half-apology and yet see tables loosely covered or valuable space given up to articles the season for which has passed and which should give place to other seasonable goods until another season and its demands come round.

To get the trade of the masses, not that of a limited class, means success in store keeping. Two-thirds of the families in this country have incomes of $75 a month or less, half of them less than $50. They are careful buyers—dollars look big to them.

They have dimes and nickles and quarters and halves, however, and are ready to spend them. Offer something the masses need, something that will lighten labor or appeal to their fancy, something that will cost under rather than over the dollar, and how quick the response! In this fact roots the 5 and 10 cent stores success and that of the bargain department. The bulk of business is done in the little things—the every day things at the little prices.

The store that has a variety of such articles, always timely and ever changing, has a constant remedy against dull seasons and hard times. Selected with reference to variety, not amount, they are quick sellers, and keep your dollars constantly at work.

The only trade worth having is the come-again sort. Not the appearance of your store and its arrangements nor the variety of its lines will get this, though they play their part. The one way to win it is to make your store known for its courtesy and attention and make your customers feel that every statement you make about your goods is absolutely true.

If the average clerk or the average merchant used half the care in waiting on his customers, half the thoughtfulness in anticipating their wishes or in remembering their peculiarities that a competent hotel clerk does in the case of his guests, the year's balance sheet would tell a different story.

You cannot secure too much information about your customers nor afford to let any opportunity pass of coming in personal touch with them. That does not mean however, that you should presume on your acquaintance or grow careless or over-familiar. Treat every cus-

tomer at every visit as if it were her first and your chances of making a sale or retaining her future patronage depended entirely upon the way you treated her.

Make your store known as one where a telephone order will be filled as satisfactorily as one personally given, where the little boy or girl will be waited on just as promptly and fairly as the father or mother and where those of moderate or little means or education will be as welcome as the cultured or the wealthy.

A plain price on every article increases sales and makes your clerk's labor lighter. Give good value in everything you sell, and go a step beyond—show that you believe that your goods are worth as much to you in your store as your customers pay for them, by taking them back, the instant dissatisfaction is expressed and refunding the money.

Don't grumble, scowl or hesitate having the largest run.

Don't grumble, scowl, or hesitate about it though. Don't begin if you can't do it promptly, smilingly, as if you liked it. Your willingness may be abused at first. If you are sincere, they will recognize it after a few times and the requests grow less frequent. If you are in the least degree slow or grudging, they will instantly feel the insincerity of your attitude.

There is probably no surer way to secure and retain your customers' confidence. The world's greatest retail store does it with such willingness that it is almost ridiculously easy to get your money back. There the policy certainly has proven a profitable one.

While your show windows, properly arranged and attractively trimmed, will prove effective advertisements in bringing people to your store, the ones, however, that will see them are but a fraction at most, of those you wish to reach. This large majority you must reach by your printed advertising.

Advertising.

So-called "experts" have written a lot of nonsense about advertising. So impressively hazy has been their talk that a good many merchants have been led to believe that it is impossible to prepare satisfactory advertising matter themselves.

When you are selling goods over your counters, you don't turn handsprings across the floor, wave your arms, indulge in a lot of high-flown rhetoric or drop into poetry. You simply tell your customer just the things about your goods, their quality, price, style, durability, that you think will lead her to buy them, that will convince her she wants them.

That is just what your printed advertising should be—not verbal somersaults or fire works, but the arguments you would use in person, put before the world in printer's ink.

You have got good values, your prices and your policy are right, you stand ready to refund the money if your goods are not all you claim—tell the customers so, just as you would to her face.

Be yourself always, don't try to be clever or funny. If your advertisement sounds like your talk about a few good things, you have got something that will pull business. Your competitor cannot use it, either, nor borrow it.

And in every bit of printed matter you send out be sure to strike the same note and see that it fits in with and supplements the story told in your show windows, your store policy and all the rest of your advertising.

This does not mean, though, that you should get in a rut. You are aiming at a constant variety in your stock, at newness and freshness. Do the same with your advertising. Don't be like that house in Iowa that advertised sleighs in April—not on the bargain counter either!

Don't be spasmodic in your advertising, always between a feast and a famine. Advertising of that kind, no matter how good, is almost as bad as none at all. Unless you keep at it steadily, people will forget all about you between whiles. Let them know everything you do and do nothing that isn't worth telling. When they once find you make good and keep faith with them, they will be on the watch for all you do.

The Mailing List.

One of the most important aids to good advertising—its complement in fact—is a good mailing list. Suppose you do prepare satisfactory advertising, you want it to do its perfect work—and the most effective way is through a first-class mailing list. This is an easier thing to get than most merchants think—many times they have plenty of material right at hand.

The really good mailing list is not merely one or so many names. Put each name on a card and fill the card with every bit of vital information you can get about the customer, the kind of purchases she makes, her porsible needs, her acquaintances. With this at hand and used constantly, you can find plenty of opportunities to offer her just what she wants, or suggest desires she was not conscious of.

Keep your cards right where you can put your hands on them, when you have a spare moment, study them constantly from every possible angle. They will give you inspiration for special sales you never dreamed of.

Keeping pace with trade tendencies, adding new lines whenever possible, especially the little things of every day needs, seeking variety and shunning overbuying, having the courage to get rid of stickers even at a loss and to turn tied-up capital into profit-producing lines, catering to women, the great "purchasing agent for the home," following an intelligent, consistent, persistent advertising plan, the merchant should secure the best results of successful storekeeping.

The vital thing in successful storekeeping, however, is to keep faith absolutely, even in the smallest detail, from start to finish with every person who comes into your store. Let her find every article exactly as represented—even better—and every statement kept to the letter.

"On the Road," a new magazine for Canadian commercial travellers made its appearance this month. It presented a first-class typographical appearance.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 32.

J. F. L. Carron, though a comparatively young man, is old in the stove and heating business, having been for twenty years in the employ of the Gurney-Massey Company, Montreal. No man in the business is better known to the trade from the lakes to the Atlantic, than he is. For many years he has been considered an expert on hot water, steam and warm air heating, and he has solved many difficult problems in this line, for fitters in all parts of his territory.

Mr. Carron was born in Brockville, where he spent all his life until he joined the travelling force of the Gurney-



J. F. L. CARRON,
Manager Gurney Massey Co., Montreal.

Massey Company twenty years ago. Ever since that time he has been a frequent visitor in the old town, and his summer cottage in the vicinity has been an annual attraction for him.

Hardware and Metal understands that on the completion of his twenty years' service with his firm in the spring Mr. Carron will retire from active business for a time, and take a few months' well deserved vacation, beginning with a trip to the South. Having been tied down to the manager's desk for the past two years the travelling instincts acquired "on the road" are beginning to assert themselves.

It is hinted that, after his holiday, he may make his home in some part of Western Canada, but, wherever he goes, there is sure to be "something doing" in the heating business. His friends, who may be found in every town in the East, will wish him every success.

CANADIAN HARDWARE STORES
No. 9.

PORT ARTHUR'S SPLENDID STORE

In the accompanying engraving we present a view of one of the most roomy and splendidly equipped hardware establishments in Canada—the hardware department of the store of the Marks-Clavet-Dobie Co., Port Arthur. The editor of Hardware and Metal had the privilege of being shown over the premises recently and found the store to be as modern and up-to-date as any seen by him in any part of Canada.

and does not show the wall of Bennett shelf boxes which, together with the long stretch of counters and show cases are the main selling features of the department. The wide frontage allows plenty of scope for window display and good advantage is taken of the opportunity. Mr. Dobie stating that he has found their windows to be a cheap method of advertising which brings excellent returns for the money and energy invested.

An elevated office runs across the back of the store, the proprietors thus securing a commanding view of the entire store. The upper storeys as well as the basement are used for storage and warehouse purposes while workshops and shipping rooms are situated behind the store, the rear of the basement being on a level with the roadway, a fact which

ment of their town, the Marks Clavet Dobie firm have an excellent opportunity to still further expand their growing trade and build up a reputation for themselves as the largest general merchants in New Ontario.

A QUEER TEAM.

"I have seen many amusing systems of transportation," said a wholesaler, "but that which I saw in Austria when I was over there was, I think, the most amusing. It was a cart of merchandise to which was hitched a cow, a pig and a dog, and a woman was giving a helping hand. I might say it is not the first time that I have seen a pig used for drawing carts in some of the European countries."



CANADIAN HARDWARE STORES NO. 9.
Hardware Department Marks, Clavet & Dobie Store, Port Arthur.

The combined hardware and grocery stores of the company occupy a frontage of about 130 feet on Port Arthur's leading street, with a similar frontage on one of the streets running down to the waterfront, several large warehouses also being located in the rear of the store building and convenient to the docks where the boats unload freight consigned to the firm.

The hardware department, as will be seen by the illustration occupies a large floor space, amply sufficient to display stoves and similar goods as well as for counters and silent salesmen. The view looks towards the grocery department

is taken full advantage of in shipping and receiving goods. The growth of the Marks-Clavet-Dobie business, since the consolidation of the three firms eight years ago, has been phenomenal, a large jobbing being done in addition to the retail trade. Each year sees a new development, that of the past year being the purchase of a large site for an additional warehouse in which to carry their immense stock. Situated in a rapidly growing business centre at the head of navigation, in a town where the business men are sufficiently far sighted to refuse to allow petty bickering to interfere with the growth and develop-

PUSH COLLECTIONS.

Push collections for all you are worth. That is if you have credits due. If you haven't, it should be a matter of congratulation to you. If you have gathered in your money while yet there is money to be had, for the time cometh when it will be expended and the slow collector will not find the wherewithal to liquidate his own acounts.

A new rink to be built at Bradwardine, Man., will be constructed of iron, costing about $2,000.

WINDOW AND INTERIOR DISPLAYS

INSIDE DISPLAYS INCREASE SALES.

As increased sales usually mean increased profits, any method that will tend to bring about this result should be utilized by the up-to-date hardware merchant, writes A. W. Walker, in the National Retail Hardware Bulletin.

Newspaper advertising and window displays will interest people and attract them into the store. When they have done this, they have served their purpose.

But to sustain their interest and increase the sales, attractive displays of merchandise within the store are necessary.

Woman has come to be recognized as the "purchasing agent of the American home." This being the case, the present day merchant will cater to her whims and fancies, and, by insistent and persistent advertising and attractive displays of his wares, try to secure as much of her trade as possible.

A woman likes to shop. She wants to feel free to roam around a store looking at this and examing that. Usually she leaves home with the intention of buying a certain article and when she goes home it is with her arms full of bundles her money all spent and with a feeling in her heart that if she only had twenty-three cents more she could have bought that cute little tea pot (probably marked down from twenty-five cents.)

It is obvious, therefore, other things being equal, that she will trade at the store that is kept neat and clean and where the goods are displayed in an attractive manner.

Considering it broadly, any neat and orderly arrangement and grouping of goods on the shelves, counters or in the show cases, can be termed inside displays. But that is not the sense in which I want to use the term in this article

By inside displays I mean some one counter or place on a counter where seasonable specialties and bargain items can be brought together and the buyers' attention attracted to them by forceful show cards and price tickets.

A Well-Arranged Store.

In the store with which the writer is connected there is a bargain table near the main entrance, on which all odds and ends, special sale goods and specialities of all kinds are grouped for quick selling. There is not a day passes but what several items are sold from this table.

There is one thing to remember in running a table of this kind and that is, to keep changing the goods and have a new grist of bargains every week or two. By doing this your bargain table will never grow stale and people will get into the habit of looking for it every time they come in. Price every article in plain figures and you will be surprised how easily the goods will sell themselves.

On another counter are displayed seasonable household specialties, all the year, and attention attracted to them by cleverly worded show cards and price tickets attached to the goods.

A FINAL REMINDER.

Hardware merchants and clerks are reminded that our competition in holiday window displays is drawing to a closing point. There are some fine displays being made this week and now is the time to have the photos taken if this has not already been done.

Last year Hardware and Metal awarded prizes for the three best displays made during the Xmas season. This year we will give five prizes, but the displays must be of goods sold in hardware stores and suitable for Christmas presents, such as silverware, razors, cutlery sporting or house furnishing goods hardware specialties, etc. The prizes are :—

1st prize. $6 00
2nd prize 4 00
3rd, 4th and 5th, a year's subscription to Hardware and Metal.

All photographs of displays must be mailed to us not later than December 31, 1906, and they should be accompanied by a short description of how the display was constructed, the display artist's name and, if possible, samples of the Christmas advertisements in the local papers backing up the window display advertising.

In addition to the above we offer a special prize of a handsome fountain pen for the best Xmas advertisement in a local paper pushing the goods shown in the window displays.

Many women come into the store with little intention of buying a certain article. They are attracted by the display of the goods on the bargain table and counters, and if there is anything they can use a sale is made and without any effort on the part of the clerks.

There is another counter devoted entirely to the display of gray enameled ware and another showing a line of blue and white ware. As all these goods are marked in plain figures, they practically sell themselves. Whenever new goods come in, a card is put on the particular counter calling attention to the fact.

It is well to change the arrangement of goods on the shelves from time to time. This gives the store a different appearance and creates the impression of newness in the minds of your customers. It also serves to bring forward the slow sellers and turns them into cold cash.

The trend of the times seems to be toward better displays of goods in the store and the up-to-date merchant will forsee this condition and adapt himself to it. It takes time, work and planning ahead, but when the year rolls round and you look over the balance sheet, the profit account will prove that it is all worth the effort.

VALUE OF PRICE CARDS.

Since the days when I occasionally looked into the shop windows on Broadway, Sixth and Fifth Avenues, and the other splendid retail centres of New York, as well as those of Boston, and other large eastern cities, I have been convinced of the value of price cards—indoors, outdoors, in the show window and everywhere that it is possible or politic to use them, writes a Minnesota hardware merchant in the Hardware Trade.

The poor sinner who travels the walks gazes at the manifold offerings in the show windows in a large city, wondering which of them he can afford and which he need never for a moment consider, for the price card is conspicuously absent just when he wishes it were present. It is the evident purpose of the average merchant to attract the prospective purchaser with a tempting display and thus obtain a goodly profit rather than by the magic of price, and what is true of the city is also true of the country

The people however prefer finding the price displayed in the windows rather than go in the average store.

"How much is it ?"

This is what the people want to know.

"Can I afford it?"

That is the chief concern of the average purchaser and the would-be buyer.

The price cards tell the story.

In many city windows I have been disappointed to find only those things priced in which I was not interested while those I really thought of investing in were without a suggestion of their value.

Hence when I went back into the retail business I carried with me a strong appreciation of the value of a

price card, and I cannot too strongly urge its use, especially in the show window.

Shopping is tedious work at best.

Anything the merchant does that will make the task easier is a boon to the public as well as to his own salespeople.

Price cards do make shopping easier.

When a price card accompanies the merchandise there is little need for questions.

The goods are there to speak for themselves.

If they are lacking in quality the chances are they will be quietly passed.

If they are of good value at the card price they will move.

Thus it is desirable to judge well the value of merchandise before fixing on a price at which to display and offer it for sale.

Display and price cards go hand in hand.

There are so many goods in a general store—and so many forms of displaying them—that a discussion along those lines would be interesting but extensive. Hence we must pass that phase of the matter.

Suffice to say, however, that goods should be gotten off the floor, up from behind the counters, out of the drawers and other concealments as much as possible and be displayed on tables, counters, shelves, hanging cords, rods suspended from the ceiling, fixtures which will get them up into the air and in sight of the people who visit the store.

And a price card should accompany as many things as it is possible to attach them to.

Scrub brushes will sell better with a price card behind them.

So will almost any other article kept in the average store.

If one does not care to buy neatly printed ones he can easily make price cards with pasteboard and a soft crayon.

I know of only one objection to price cards—fear that a competitor might see them and cut under.

Reflection will convince the average merchant, however, that his competitors are just as anxious to make a profit on their sales, while his patrons are forever asking:

"How much is it?"

The people want to know.

If they are not told they may ask—and they may not.

If prices are where they ought to be the price card will lose no business.

The use of home made signs will help out in many cases where cards cannot be so effectively used—signs of the "Tom Murray" type.

The cardboard is always easily obtainable and it is much easier to use a single card to talk to all your patrons rather than to compel them to ask you questions about everything that they wish to know.

The kind of cards I favor are the bold ones—bold in color, bold in size, bold in every detail.

A good, clear black, or a bright red are a thousand times more effective than a poor purple or some other delicate shade of ink.

Goods neatly arranged on a counter, or a window topped by a price card, are pretty sure to outsell those left under the counter—and almost any article sold in a general store can be moved out if the proper display, the proper card and the proper price are hitched to them.

A SHOOTING SEASON DISPLAY.

An easily arranged display is shown in the accompanying engraving made from a photo of one of R. J. Walkem's hardware store windows at Tottenham, Ont., last month. The framed picture and calendars are obtainable by every hardwareman and are such as will attract the attention of new as well as old users of shooting goods.

More attention might have been given to advantage to the arrangement of the rifles and guns. The eyes of passers-by would probably have been caught more readily if several rifles had been stacked in army fashion or strung from the ceiling such as the one in the centre. The background of calendars would also have been strengthened if the bulk of the display was not on the floor of the window.

Manufacturers of sporting goods, rifles and ammunition know the value of window display and dealers should take full advantage of their expert advice and assistance.

FIRE MARSHAL'S DON'TS.

State Fire Marshal D. S. Creamer of Ohio, gives following warning regarding merchants' Christmas displays: "In every December figures of fire losses reach this office which eloquently plead for more care in the displaying of Christmas goods. The greater number of these fires start in show windows, especially in those which are dust proof. These tightly enclosed show boxes, after the lights (even electrical) are turned on acquire a temperature higher than blood heat, so everything in them is ready to blaze on slight provocation. Don't use swinging gas brackets, ever. Don't decorate with straw, leaves or paper. Don't use cotton to imitate snow anywhere. Don't use an electric wire for a clothes line.

"Don't fail to put out the smoker—or his cigar. Don't use an arc light without a spark arrester. Don't use any light without a globe or a wire screen. Don't entirely cut off ventilation from a show window. Don't put inflamable stuff against an electric lamp socket. Don't have electric bulbs in show windows hung by flexible cords. Don't have open lights for ribbons, fancy papers and light fabrics to blow into. Don't block aisles or exits with displays so as to increase the danger from a fire panic.

Don't let cotton goods or paper shades rest against electric light bulbs. They may char and when charred ignite. Don't fail, to test all fire apparatus, to have extra clerks participate in a fire drill.



Rifles and Ammunition Window Display made by R. J Walkem, Tottenham, Ont.

GAVE HIMSELF AWAY.

Five young men went into a shop the other day to buy a hat each.

Seeing that they were in a joking mood, the shopman said, "Are you married?"

They said, "Yes."

"Then I'll give a hat to the one who can truthfully say he has not kissed any other woman but his own wife since he was married."

"Hand over a hat," said one of the party, "I've won it."

"When were you married?"

"Yesterday," was the reply, and the hat was handed over.

One of the others was laughing heartily whilst telling his wife the joke, but suddenly pulled up when she said:

"I say, John, how was it you didn't bring one?"

PUBLIC SPIRITED HARDWARE MERCHANTS

NO. 5

We have pleasure in presenting to our readers in this issue, a sketch of Mr. George Clavet, Mayor of Port Arthur, Ontario.

Mr. Clavet is a native of the Province of Quebec, and located in Port Arthur about thirty-three years ago. Forseeing the future that was in store for this now growing city, he shortly after his arrival established himself in the grocery business, which he successfully carried on in his original building for almost twenty-five years.

About eight years ago a consolidation of three Port Arthur business houses took place, under the name of The Marks-Clavet-Dobie Co., Limited, which embraced the grocery business of Mr. Clavet and W. C. Dobie & Co., and the grocery and hardware business of Thomas Marks & Co.

Port Arthur at this time, was just on the eve of prosperity and the business of The Marks-Clavet-Dobie Co. has grown in keeping with the development that has taken place at the important Canadian city at the head of the Great Lakes.

The block and warehouses which now house the mammoth stock of this, the largest mercantile house in New Ontario are considered among the handsomest and most complete to be found on this continent, and advertise Port Arthur from coast to coast.

Some years ago, Mr. Clavet entered municipal politics and after serving several years in the council, became the mayor of the town, which position he has filled for three terms.

During his regime, the most prosperous in the town's history, many matters affecting the town's welfare have been successfully brought to an issue.

The water and sewage systems have been installed during his occupancy of the mayor's chair, and the energy that he displayed in carrying out these extensive and important works, to some extent reflect the ability that he always displays in matters of business.

It would, indeed, be difficult to write a history of Port Arthur without including the name of the present mayor, whose great ability and energy is evidenced in many ways, in both the business and municipal worlds of his adopted city.

Probably the purchase of the Strathcona property, bought with a view of placing the town in a position to offer intending manufacturers sheap sites with water frontage, demonstrates more clearly than any other action of Mayor Clavet's his keen business insight, and the town is now getting a practical illustration, in being able to offer desirable sites to manufacturers, as two important industries are about to be located on this property, which otherwise might have gone to some other point, owing to being unable to procure desirable sites.

Mayor Clavet is such an active man, and has so many interests, that it is difficult to write a short sketch of his succissful business and municipal career without feeling that in condensing the sketch that many worthy achievements are necessarily omitted. Port Arthur is to be congratulated in having such an able business man at the head of its municipal affairs.

HOW TO SELL A FOOD CHOPPER.

These days of butchering and fresh meats are the time paramount to interest her. Do not take offense if she turns in disgust from the tiny affair as rather a legitimate part of a doll's culinary outfit, but give proof of the rapidity of work, together with advantage gained by the little room in which it can be tucked away when not in use.

Convince her that it is more than a speedy substitute for the chopping bowl in converting the waste bits of meats into delicious fillings for sandwiches; that the work is not only quickly but evenly done. Onions and horse



GEORGE CLAVET
Mayor of Port Arthur, Ontario.

radish, tear producers by the old process, are rapidly and painlessly disposed of. By using the finest attachment spices may be bought in bulk and ground at home, thus leaving no chance for adulteration. Nuts can be ground into nut butter, a most delicious and wholesome filling for sandwiches, or chopped fine or coarse as desired, and added to cake, frosting or candy.

New kitchen devices cover so wide a range of work. The owner of a food chopped uses it almost daily the year around, and is continually coming upon new ways for its use.—Hardware.

T. Miles, sales manager of the United Factories, Limited, is on a business trip to the Pacific coast, and will take in Calgary, Edmonton, and other important commercial centres between Winnipeg and Victoria. Mr. Myles will be welcome , for few men are better known to the trade.

OUR LETTER BOX

Correspondence on matters of interest to the hardware trade is solicited. Manufacturers, jobbers, retailers and clerks are urged to express their opinions on matters under discussion.

Any questions asked will be promptly answered. Do you want to buy anything, want some shelving, a silent salesman, any special line of goods, anything in connection with the hardware trade? Ask us. We'll supply the necessary information.

Bank Discounts.

Sir,—Perhaps some of the 20th century bank managers would explain to readers how it is the present rate of interest is 3 per cent. on savings, while a few years ago when the country was not in such a prosperous condition, depositors received a larger rate of interest—3 1-2 and 4 per cent. but in those days no Bankers' Associations existed, and there were no massive and handsome bank buildings. Rates of interest were lower and funds more plentiful. What has been done with the difference in funds? Are shareholders enriched at expense of the depositors? The bank gives the depositor 3 per cent., then turns around and loan it out on security at 7 per cent. and 8 per cent. The Bankers' Association is a combine, and the Banking Act needs revising and amending for the benefit of depositors.

DEPOSITOR.

BRITISH CYCLE TRADE.

The London Statist, in reviewing the cycle industry in the United Kingdom in a recent issue, says: Speakng generally, the year just ended has proved one of the most satisfactory that the trade has yet had—the works have been busier and the output greater than at any other period. On the other hand the larger output has been accompanied by a smaller margin of profit than was the case when there was a "boom" in the industry in 1897. So that with a broader basis the trade is in a healthier

A CONVENIENT RULE FOR INTEREST.

Multiply the principal by as many hundreds as there are days, and for

4%	divide by	....	90
5%	"	....	72
6%	"	....	60
7%	"	.. ..	52
8%	"	....	45
9%	"	....	40
10%	"	....	36
12%	"	....	30

Example. Interest on $144.00 for 169 days at 5 per cent.; $144 \times 1.69 = 243.36$, which divided by 72 = $3.38, the required interest.

Short Cut Interest Rule.

To find the interest on any sum for six days at 6 per cent. per annum without figuring; Move the decimal point three places to the left. Example: What is the interest on $1,574.35 for six days at 6 per cent ?

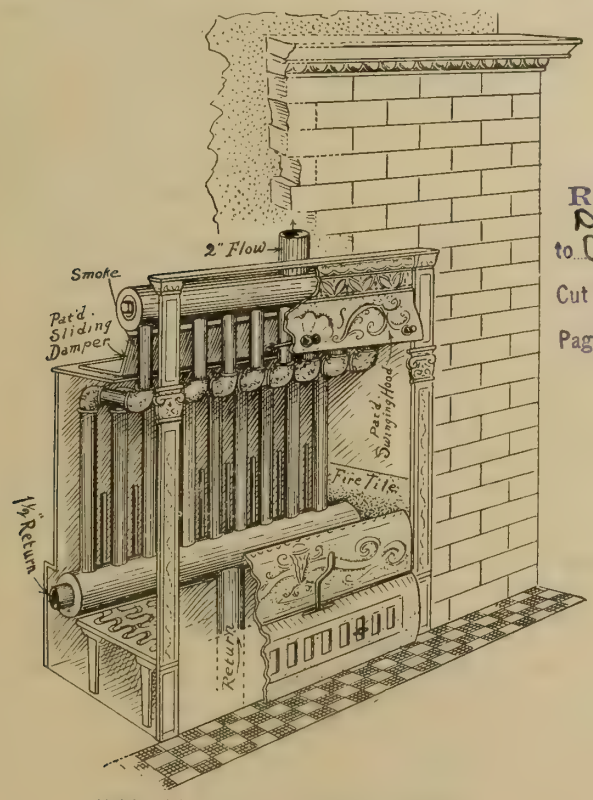
Answer: Six days' interest at 6 per cent. equals $1.57.

STOVES AND TINWARE

NEW HOT WATER GRATE.

The air we breathe is of more importance to our health than almost anything else. It is generally conceded that the grate or open fire-place reigns supreme as a ventilator for residences. But owing to the immense amount of heat lost through the flue in the ordinary grate they have often been prohibitive.

The accompanying illustration shows the hot water circulating grate manufactured by the Heitland Grate & Mantel Company, 833 Maine St., Quincy, Illinois. By means of its hot blast, return draft construction waste of fuel is said to be overcome and all the advantages of a mantel grate retained. With the water pipe coil, shown in the illustration, connected to radiators, placed in the rooms, on the same or upper floors, five times the amount of heat will be derived, it is claimed, from the the same amount of fuel consumed in the ordinary grate.



Heitland Hot Water Circulating Fireplace.

As will be noted in the cut, the device is a model of simplicity The dampers are operated automatically by means of a swinging hood, which, in connection with the slide in the ash-screen, reduces the draft to a minimum. The fire may be retained over night.

The basket or fire box has a closed either independently or in connection front and, as a consequence, ashes will not fall onto the hearth. With a motion of the crank, connected with the swing ing grate bars, they will drop directly into the cellar ash-pit.

The pipe coil, with its twelve square feet of heating surface, is made of boiler iron, encased in heavy cast iron. The entire system is not subject to rust, it is claimed. There is no danger of steam pressure, owing to an open expansion tank

The heater is tested to fifty pounds, cold water pressure, and may be used with a regular water system. The latter could be used for coldest weather, while the grate fire would be sufficient during spring and fall.

It is adapted for any kind of fuel and is especially recommended for the natural gas districts. It may be, installed without exceptional mechanical skill or much trouble.

The company guarantees the capacity of grate fire and radiators to be sufficient to heat 8,000 to 10,000 cubic feet of space, in any part of building, to 72 degrees Fahrenheit in zero weather. The company intend to introduce their line on the Canadian market, and will send additional informaton on request.

RETURNED
Dec 22/06
to Ottawa
Cut Book No. 58
Page No. 83

HEATING CONTRACTS.

The Standard Plumbing Co., Edmonton, are installing a Pease Waldon heating and ventilating system in the Isolation Hospital in that city in accordance with plans and specifications drawn by E. C. Hopkins, architect.

Skelding & Jackson, Neepawa, Man., are installing a Pease Waldon warm air heating and ventilating system in the Neepawa public school.

Red Deer, Alta., is building a new 10 room public school and the School Board have adopted the Pease Waldon heating ventilating system for the new building. The specifications call for two Economy steam heaters and ventilators arranged for quality or mechanical ventilation. R. G. Gordon, Calgary, is the architect in charge.

THE RECOVERY OF TIN FROM TINPLATE.

By far the largest proportion of the tin used in the arts is employed for making tin-plates, and these, in turn, are mainly used for making the tins in which various comestibles are preserved. The total weight of the tin on the plating is said to average 5 per cent. of the total weight of the sheet; and there has been in the past great difficulty in recovering this tin by a commercially profitable process, in spite of the high price of the metal. That contained in the solder used in making the joints of the tin can be, and is, recovered by simply heating the tins sufficiently hot to cause the solder to flow; but this process is useless as a means of recovering the rest of the metal. According to the Electrotechnische Zeitschrift, however, this feat is now being successfully accomplished at Copenhagen by the Gergsoe process. In this a solution of stannic chloride is passed over the tinned surface when it takes up further tin forming the stannous salt. The latter is then electrolysed, the additional tin dissolved is deposited, and stannic chloride reformed. The tins can, it is stated, be treated without requiring a preliminary cleansing. A hole is punched in the bottom of each, and a number are then placed in a basket, in which they remain during the whole of the subsequent treatment. When filled, the baskets are placed in a series of tanks, through which flows a 2 per cent. solution of stannic chloride. As this solution flows from tank to tank it gradually becomes richer and richer in tin by forming the stannous salt of the metal, as explained above. From the last tank of the series it is raised into the electrolytic vats by a pump constructed entirely of brass, so as to be unacted on by the fluid passed through. Here the stannous chloride is again reduced to stannic chloride, which is returned to the dissolving vats, whence it picks up more tin, to be again regenerated by electrolysis. The process is therefore a cyclical one. The tin is deposited in small crystals measuring about 1-50 in. long. Being perfectly pure, it is saleable at the same price as Banca. The energy expended in the electrolysis is said to be 47 kilowatt-hours per ton of the metal recovered. Though, as stated, the process is a cyclical one, the same solution cannot be used for more than three or four rounds of the vats, since it becomes charged with chloride of iron.—Kuhlow's German Trade Review.

HARDWARE AND METAL

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MERRY CHRISTMAS.

Readers of Hardware and Metal can spend a Merry Christmas this year. The weather during December and the general prosperity has been such as to cause a most satisfactory holiday trade, jobbers, manufacturers and retailers all sharing in the rush of work as well as in the financial results.

If any people on the face of this mud speck in the universe can unite in thanksgiving at this festive season to celebrate the birth of the Man of Galilee it is the people of Canada and of all business men in this Dominion none can enter more freely into the spirit of the holiday season than the hardware men.

At Christmas time the world's heart throbs with the spirit of brotherhood. Distant friends and relatives are remembered and ties of friendship are renewed and strengthened. The unfortunate amongst us, forgotten though they may be during the rest of the year, are given a taste of human brotherhood for one day at least. The overworked clerk deliveryman, expressman, postman and newspaper carrier boy are given tokens of appreciation for their services and the one touch of nature, the Christmas spirit of brotherhood which has survived the hurly-burly of business warfare, makes the whole world kin.

Jealousies and antagonisms between business competitors are forgotten, and old and young, rich and poor, merchant and clerk, all unite at Christmas time in sending onward those heart and thought vibrations which move us all to put more vigor in our handshakes and added meaning in our salutations.

Let us all, therefore, wish each other a truly "Merry Christmas," and do what we can to make the day a joyous one for all with whom we come in daily contact. And let us not forget that the spirit of brotherhood which overspreads the earth at this time become permanent and universal when we, as a people, decide that the sword of commercialism shall be sheathed and that a new motto shall prevail throughout all time: "On earth, peace, good will to all men."

"Merry Christmas!"

SPOIL THE EGYPTIANS.

There is a movement afoot at Ottawa to enlarge the parcel post system. The departmental store interests are at the bottom of it and it is a blow at the business of every ordinary retailer from Halifax to Vancouver. The retailers of the Dominion are not well organised but they can handle this matter very well individually. Every one of them should send to his representative at Ottawa a post card denouncing the proposal and asking that it be opposed. Such a post card campaign would be found very effectual.

The mail order business done by the few large departmental stores in Canada is enormous, but it is small compared with what would be done by them and exclusively mail order houses that would spring up if the Government undertook to facilitate the movement by becoming the delivery wagon for it.

The mail order people would not be satisfied to have the Government make a profit. The express companies are doing that now and doing the work very well. What these mail order gentry want is to enlarge their business at the expense of the national treasury. To be quite accurate, they want to enliven their competition with the retailers throughout the country and make the retailer, through his taxes, pay the additional expense.

The consumers are not asking for this extension of the postal service and do not need it. The country is better without it. Better far in the interest of the national life a thousand independent business men than one business man with a thousand or five thousand employees. This movement means pulling down small business institutions all over the country to build up a few mammoth houses in the cities. Surely the cities are draining the country too fast now. What the Government should be doing is trying to stem the exodus from the village and the town to the large centres of population rather than facilitating it by aiding in the despoilation of the retailers.

Get the post card campaign going; it is the retailer's opportunity to spoil the Egyptian.

MONEY IN GAS ENGINES.

Enquiries amongst retail hardware men in various parts of Canada indicate that many are neglecting to make the possible profits out of such good lines as gas and gasoline engines, articles which are now universally used by farmers, both in Eastern and Western Canada. As a general rule this line, along with many others sold to farmers, are left to implement agents, whose only advantage appears to be is that they have more time at their disposal, and are more active in getting around amongst the farmers, than hardware merchants.

Where manufacturers and jobbers, however, supply dealers with catalogues and other advertising matter, there is no reason why gas and gasoline engines should not be sold through the hardware trade. It is not necessary to carry stocks as machines can be procured from the branch houses in the large cities on short notice. The profits on sales of such side lines are, therefore, almost a clear gain, and well repay an extra effort in seeing that every possible buyer receives advertising matter, and that good "prospects" are followed up for sales.

This is the age of power and farmers are being educated by the agricultural newspapers to do their labor in pumping, threshing, wood sawing, lighting, etc., in the most economical and up-to-date manner. Every successful farmer is a possible customer and none should be neglected.

Hardware men who have not been handling these side lines in 1906, should get in touch with jobbers of gasoline engines, and start early in 1907 to work up business. Effective work can be done in the dull months of February and March. This is an opportune time to reach the farmers ear and pocket book, by circulars sent by the office staff or clerks or by personal calls at the farm houses by the merchant himself. But the present is the opportune time to arrange for agencies for side lines.

APPOINTED HARBOR COMMISSIONER.

Hardware men will be interested in the Dominion Government's appointment of the Montreal Harbor Commissioners, announced on Thursday. The Chairman of the Commission will be Major G. W. Stephens, President of the Canadian Rubber Company, and he will have as associates, C. C. Ballantyne, manager of the Sherwin-Williams Com-

pany, and L. O. Geoffrion, of Chaput, Fils & Cie., wholesale grocers.

Few men have been so persistently in the public view these last few years, than C. C. Ballantyne. Although under forty years of age, Mr. Ballantyne has, in addition to his connection with many large industries, held the Presidency of the Canadian Manufacturers' Association, with great credit to himself and to the Association. Hardware men everywhere will be glad to hear of this further distinction.

BLAST FURNACE TO TORONTO.

The banquet tendered Messrs. William Mackenzie and Donald D. Mann by the Toronto Board of Trade on Friday of last week was a timely honor tendered to two of Canada's most energetic and enterprising business men. Their career teaches one lesson—the value of concentrated effort. With less than half a dozen men chiefly interested decisions on important matters could be made in an hour, instead of waiting days or weeks for consultations with directors in Great Britain or other parts of the country. The advantages of prompt action are innumerable in such large enterprises as the two railroad builders have been engaged in.

One of the most important statements made in Mr. MacKenzie's address was his definite promise to establish blast furnaces and steel and iron rolling mills in Toronto, bringing the iron ore from the famous Moose Mountain range in Hutton township, 25 miles north of Sudbury and only 300 miles from Toronto. The road is already graded through to the mines and the shipment of ore to Toronto will be a comparatively easy matter.

The establishment of an iron and steel industry at Toronto should be encouraged by the city officials as it will do much to make Toronto one of the most important industrial centres in North America. Once before Toronto had an opportunity of securing such an industry, but lack of foresight allowed Hamilton to run off with the prize while the useless marsh land then asked for still remains unused.

THE METAL SITUATION.

An unabated demand for nearly all the metals on our list, is this week's experience with every prominent metal merchant. The cry is still to obtain deliveries from producers, and fill orders now in hand.

Copper has again risen in price, but the demand is so much out of proportion to the supply, that even the new figures may be considered very close, and they are based on stocks now in the warehouse—not on goods for immediate importation. A few jobbers are fairly well situated with regard to copper stocks, but the majority are clamoring for deliveries from brokers and producers in the United States. One of the large Montreal house, on receipt of an order requiring immediate delivery, were unable to secure shipments from any of the leading producers and finally had to content themselves with a small quantity from a New York broker. From present appearances, it would seem that no let-up in the price situation can be expected for a long time yet.

While there is but little pig iron to offer, the prices which we have been quoting are by no means high enough to reflect the condition of the market. This week, our figures are revised, but it is said that many sales have been effected at even higher prices. The extraordinary demand for iron is being maintained, and during the past few days, sterling prices have advanced about 6 shillings.

Our readers are well acquainted with the unusual rise in all metals during 1906. The cold figures, however, may surprise some, and we append a comparison of present quotations on leading metals, with those current the closing week of 1905.

	End of 1906	End of 1905
Ingot Copper	25½c.	20½c.
Sheet Copper (base sizes)	32c.	25c.
Tin	46½c.	39½c.
Zinc Spelter	7¼c.	7c.
Pig Lead	$5.50	$4.75
Antimony	27½c.	14c.
Pig Iron :—		
Londonderry	$25.50	$20.50
Carron (No. 1)	25.50	23.00
Carron (Special)	24.50	22.00
Summerlee No. 1 (none obtainable)		23.50
Summerlee (No. 2 Selected)	$25.50	
Summerlee (No. 3 Soft)	24.50	

The Dover Manufacturing Company, Canal Dover, Ohio, have closed a contract with the Toronto Daily Star for several thousand of their French sets, No. 66, which has been very popular with American newspapers for premium purposes. The Star will push the irons as premiums and the publicity given them in their advertising and by the personal canvass made by subscription solicitors ought to very materially help the sale of the larger sized laundry sets sold through the retail hardware trade.

TECHNICAL EDUCATION ENDORSED.

Considerable significance attached to the utterance of Premier Gouin of Quebec, at the recent banquet given by the Canadian Manufacurers' Association, to ex-President Ballantyne, especially as he outlined the policy of his Government with regard to technical schools.

For many years past, an agitation has been carried on by the manufacturers, trade unions and educationalists of the country, aiming at the establishment of institutions where mechanics and factory hands could learn the technicalities of their respective trades. Many schemes of education have been proposed tending to put students—machinists, boiler makers, plumbers, and a host of others—in touch with broad general principles which they could readily adapt to the particular requirements of their work.

But the question of ways and means was the most difficult, and it was incessantly debated whether the responsibility for financing the schools should rest with the federal, provincial or civic Government. New hope was aroused, when, after the conference of Provincial Premiers, it was announced by Premier Gouin that the additional subsidy for Quebec would be largely devoted to education. Consequently, the supporters of technical schools, awaited with great interest, some official announcement in the matter.

And such is the construction which has been placed upon the latest speech of the Premier. Speaking to manufacturers, who are particularly interested in advancing the excellence of goods "made in Canada," by educating their workmen, he, first of all, warned them that they, themselves were neglecting their duty. In Germany, where technical education has played so prominent a part in the country's industrial supremacy, the crusade was begun by the manufacturers establishing and supporting schools. In this country, too, said Mr. Gouin, the manufacturers who have most at stake, should advance from resolutions to actions. Amid great applause, he promised liberal assistance from the Government, to such a movement. And now, the public await the action of the Quebec manufacturers. It's apparently "up to them."

To know when to be generous and when firm—that is wisdom.

HARDWARE TRADE GOSSIP

Ontario.

Geo. Storey, hardware merchant, of Milton, has sold his business to J. T. Hannatt.

Mr. Button, hardware merchant, Stouffville, Ont., was a visitor in Toronto this week.

J. Simpson, of the Simpson Manufacturing Company, Brantford, called on the wholesale hardware merchants of Toronto this week.

Edmund Lawrence, a teamster, had his his leg broken while unloading pipe at the Fairbanks Company's warehouse in Toronto early this week.

The Kemp Manufacturing Company, Toronto, have put two new travelers on the road, Philip Dykes in Western Ontario and Roy White in Toronto.

Fire in the basement of the premises of the Toronto Furnace and Crematory Company, in the rear of 72 King Street East, Toronto, did about $1,500 damages Tuesday evening.

Fred Ross, of the firm of Ross Bros., wholesale hardware merchants, Edmonton, Alberta, has received a Christmas present from his wife in the shape of a handsome little daughter.

James Boxall, of Boxall & Matthie, plumbers, Lindsay, was in Toronto this week calling on the supply houses. Mr. Boxall was recently tendered a banquet by his Lindsay friends.

James Noxon, founder of the Noxon Bros. Manufacturing Company, Ingersoll, died at his home in Toronto. The remains were shipped to Ingersoll where interment took place on Wednesday.

John Sommerville, Jr., of John Sommerville & Son, hardware merchants, of Edmonton, Alberta, is on a visit to the East, having been several days in Chicago as well as visiting Toronto this week.

The Archer Lighting, Heating and Power Company, Toronto, are now installed in larger premises at 36-38 Lombard Street, opposite Cluff Bros. big warehouse. They manufacture the Archer Gas hot water and house heaters.

L. Thomas, of Thomas & Smith, Chicago, inventor of the Thomas Acme Air Washer, already installed in two of Toronto's best buildings, was in Toronto this week conferring with Cluff Bros., the Canadian representatives of the Thomas system.

Louis A. Payette and J. C. King, of Warden King & Son, Montreal, were in Toronto this week conferring with Cluff Bros. regarding the continued development of their business in Toronto. Messrs. J. C. King and R. J. Cluff, left on Wednesday night on a business trip to the United States.

Harry Morrison, formerly employed with Rice Lewis & Son, wholesale hardware merchants, of Toronto, and now one of the traveling representatives of Ross Bros., in Edmonton, is on a visit to his home in Mount Forest, also calling on his old friends in Toronto. Harry reports everything very brisk in the West, with the expectation of a much larger business for 1907.

Albert E. Karges, formerly with Gardner & Company, hardware merchants, Woodstock, but for the past six months the Eastern Ontario traveler for the James Stewart Company, Woodstock, has been promoted to the management of the Winnipeg branch of the Stewart Company's business. Mr. Karges is a persistent worker and deserves the promotion he has so speedily won.

Olin A. Beach, manager of the Cupar Hardware Company, Cupar, Sask., was a caller at the Toronto office of Hardware and Metal on Wednesday. Mr. and Mrs. Beach have been visiting their parents at Iroquois and Palmerston. Mr. Beach reports the coal shortage as overdrawn in the daily press and says lack of cars has prevented most farmers from disposing of their grain as yet.

Quebec.

E. Chown, of Winnipeg, was a visitor in Montreal this week.

W. H. Evans, of the Canada Paint Company, Montreal, spent a few days of last week in Toronto, in the interests of his firm.

H. Giddings, of H. & F. Giddings & Co., general merchants, Barry's Bay, purchasing hardware supplies in Montreal recently.

W. B. Arthur and F. R. Turner, of the Maritime traveling staff of Caverhill Learmont & Co., are at Montreal headquarters this week.

Frank Stafford, of Frank Stafford & Co., general merchants, Barrey's Bay, visited Montreal and placed orders with his wholesale connections this week.

Thos. Blaikie, city traveler for the Dominion Wire Company, Montreal, is enjoying a brief Christmas vacation at his home in Sarnia.

Chas. Dodderidge, formerly of H. & J. Young, wholesale hardware merchants, Quebec, and recently with J. R. Kane, of the same city, has joined the traveling staff of Lewis Bros., Montreal.

Grippe seems to have been busy among the paint and oil men this week, and we notice that Mr. Edwards, manager of Brandram-Henderson and Mr. Dowsley, secretary of A. Ramsay & Son., are both laid up in consequence.

Mr. Agnew, of The Agnew Bros., Hardware Company, Prince Albert, Sask., was in Montreal one day this week, on his way to England. He will stop over in the Royal City again, on his return.

C. M. Strange, sales manager of Lewis Bros., Montreal, is proudly showing his visitors this week, a finely decorated lamb skin presented to him by Linton & Hall, hardware merchants, of Calgary. The whole work was a product of Calgary.

Jas. Craig, Maritime representative of the Canada Paint Company, arrived in Montreal this week, from Halifax. He will spend a few days there going over his samples and preparing for the New Year. Mr. Craig looks as if life by the sea agreed with him.

John P. Seybold, president of the Seybold & Sons Company, wholesale hardware merchants, Montreal, is away from his desk this week as the result of a painful accident. While walking across his lawn Mr. Seybold slipped on the ice, and sustained a fracture of his left arm.

Among the new additions to Caverhill Learmont & Co.'s staff is Auguste Painchaud, who will represent them on the Gaspe Coast, and Intercolonial Railway. Mr. Painchaud, who has represented Wm. Darling & Co. for seven years and Frothingham & Workman for the past eighteen years, will go over his ground shortly, fully equipped with samples of the leading lines, including many new articles.

Western Canada.

J. W. Smith, of Smith & Ferguson, Regina, has been elected Mayor of his town by acclamation.

W. M. Gordon, of Watt & Gordon, Winnipeg, was elected school trustee in Ward 6 by acclamation.

Geo. D. Wood, of Geo. D. Wood & Company, Winnipeg, is still confined to his home through illness.

C. D. Waldon, manager of the Pease-Waldon Company, Winnipeg, went East this week on a business and pleasure trip.

Jas. H. Ashdown is spending a few days in Eastern Canada as relaxation after a strenuous mayorality campaign.

W. L. Livingstone, manager of the Builders' Hardware Department in the Marshall-Wells Company, Winnipeg, is holidaying in the East.

The Ogilvie Hardware Company, of Victoria, B.C., are being complimented by their local papers, for the great enterprise shown by them in window display and store arrangement.

Thomas Hodgson who has been in charge of the city desk for Geo. D Wood & Company, has been promoted to a position on the traveling staff. He goes on the road the first of the year.

Wm. C. Perry, assistant buyer for Geo. D. Wood & Company, Winnipeg, is seriously ill with pneumonia. Mr. Perry has a wide acquaintance among the Western trade having spent some years on the road.

The Hanbury Hardware Company, with a capital stock of $300,000 is among the recently incorporated companies. The incorporators are: John Hanbury, J. M. Brown, E. H. Johnson, G. R. Coldwell with Brandon as the chief place of business.

Maritime Provinces.

The Munroe Hardware Company's store of Londonderry, N.S., was destroyed by fire on December 13, five buildings in all being destroyed with a total loss of about $30,000 with $6,000 insurance.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 70.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Turpentine—Now 96c. single bbls.
Brass Wire—Discount reduced to 40 per cent.
Copper Wire—Discount reduced to 40 per cent.
Soldering Irons—Have advanced about 2c. per lb.
Cotton Rope / Sash Cord—Factory prices are higher.
Butts and Hinges—Prices have advanced.
Ingot Copper—25½c. to 26c.
Pig Lead—Quoted at $5.50 to $5.60.
Paris Green—Prices for spring delivery—Berger's English—have been issued.
Pig Iron—Carron No. 1, now $25.50; Carron (special), now $24.50; Summerlee No. 2 (selected), $25.50; Summerlee No. 3 (soft), $24.50; Londonderry, now $25.50.

TORONTO.

Soil Pipe—Advance predicted.
Hotwater Boilers—Will advance.
Compression Work—Some changes.
Wire Nails—Now $2.30 base.
Sash Cord—No. 6, 35c. lb.; No. 7, 34c. lb.
Cotton Twine—4 ply 2½c. advance.
Barb and Plain Twist Wire—15c. higher.
Coil Spring Wire—Up 25 cents.
Ingot and Sheet Copper—Advanced.
Pig Lead—Now quoted at $5.40.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Dec. 21, 1906.

Hardware lines are still going higher, and numerous price changes will be seen in our lists this week. In nearly all the warehouses, travelers are in from the road going over their samples and getting into shape for the 1907 campaign. Of course, the volume of business is not so great as during the past few weeks, but even so, a steady stream of orders has been coming in by mail, and as yet, the jobbing houses have not been able to make much headway in their stock-taking.

Butts and hinges show another advance this week. Light straps, light T's and hinge hasps have gone up 10 per cent., while heavy straps, heavy T's and butts are 5 per cent. higher. Both cotton rope and sash rope have advanced at the factory, so that it is reasonable to expect jobbers also to increase their prices in the near future.

Brass and copper wire are now being sold at a discount of 40 per cent., as against the 45 per cent previously quoted. Soldering irons have also advanced about 2c. per pound.

A decided shortage in medium-priced skates has developed. One of the Montreal department stores this week sent in a large order for skates to a local hardware jobbing house, but, of the entire number ordered, only seven pairs were available.

AXES. — We quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen. follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—The normal business is being done, at the following prices: "Prism" globes, $1.20; Cold blast, $6.50; No. 0, Safety, $4.00.

COW TIES AND STALL FIXTURES — We still quote: Cow ties discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS.—Belated orders are being sent forward this week. We quote: Back Straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS.—With copper still advancing, copper goods in this line may command higher prices ere long. Meanwhile we quote: Best iron rivets, section, carriage, and wagon box black rivets, tinned do.,copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 27½ per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 15 per cent., subject to usual charge for half-pound boxes.

HAY WIRE.—Last week's advanced prices are being firmly held. Our quotations are: No. 13, $2.55; No. 14, $2.-65; No. 15, $2.80; net cash, f.o.b. Montreal.

MACHINE SCREWS.—Trade is about as usual. We quote: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.: Felisterhead, iron, 30 per cent.. Felisterhead, brass, 25 per cent.

BOLTS AND NUTS.—Bolts are still scarce, no relief from the shortage having been experienced. Our discounts remain: Carriage bolts, 3 and under 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS.—Sales this week have been large and prices are well maintained. Discounts are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS.—The market is now firm at $2.30 per keg base f.o.b. Montreal.

CUT NAILS—We continue to quote: $3.50 per 100 lbs.; M.R.M. Co., latest $2.30 per keg base, f.o.b. Montreal.

HORSESHOES.—A steady business is reported. We quote as follows: P.B. new pattern, base price improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Conditions remain unchanged.

CEMENT AND FIREBRICK—We are still quoting the following prices: "Lehigh" Portland in wood, $2.54, in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN.—Last week's advance still holds. We are quoting as follows: 5-16 inch, $4.40; 3-8 inch, $3.90; 7-16 inch, $3.70; 1-2 inch, $3.50; 9-16 inch, $3.45; 5-8 inch, $3.35; 3-4 inch, $3.20; 7-8 inch, $3.10; 1 inch, $3.10.

SHOT—Our prices remain as follows: Fhot packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION. — Trade is normal. We are quoting as follows: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

GREEN WIRE CLOTH. — Bookings are very satisfactory. Our prices are: In 100 foot rolls, $1.62½ per hundred square feet, in 50 feet rolls, $1.67½ per hundred square feet.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Dec. 21, 1906.

The hardware market of late has had a tendency to raise in nearly all branches. Stocks in many lines have run out and cannot be repleted for some time.

Barb and plain twist wire has advanc-

ed from $2.55 to $2.70, and No. 9 coil spring wire from $2.55 to $2.90 with the following extras per cwt. for other sizes: 6 to 8, 40c.; 10, 50c.; 11, 55c.; 12, 25c.; 13, 40c.

Chain as predicted by us a couple of weeks ago has advanced 10c. per cwt. Nails have again advanced 10c cwt. on base price, the demand continuing right up to the present time. It is predicted by good authority that another advance is forthcoming shortly, and the Spring will see nail higher than ever.

Sash cord has advanced being now quoted as follows: No. 6, 35c. lb.; No. 7, 34c. lb.; and wrapping cotton, 4-ply, from 29c to 21½c per lc.

AXES AND HANDLES.— Demand still continues very brisk with large shipments being made daily.

CUTLERY AND SILVERWARE.—Sorting orders arriving in great number taxing the wholesale houses to their utmost to fill orders.

SPORTING GOODS.—Demand continues good, large sorting orders being sent on for skates which are a very scarce article with most jobbers. Although some claim to have quite a supply still on hand. Snow shoes are selling very freely and a scarcity is reported by some jobbers in this line.

CHAIN.—The advance predicted by us last week has taken place and we now quote: ⅝ in. $3.50; 9-16 in., $3.55; ½ in., $3.60; 7-16 in., $3.85; 3-8 in., $4.10; 5-16 in. $4.70; 1-4 in. $5.10.

RIVETS AND BURRS—No apparent change in these articles and we still quote rivets 27½ per cent. and burrs 15 per cent.

SCREWS.—No change in price with stocks increasing.

BOLTS AND NUTS.—These articles still remain short in many lines.

TOOLS.—Tool boxes, coping saws, and tools which comprise a boys' outfit are selling well.

SHOVELS.—The snow shovel demand still exists, and is likely to do so for some time.

LANTERNS.—Big demand still exists, for cold blast selling at $6.50 per dozen.

EXTENSION AND STEP LADDERS—Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote: 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING.—Barb and plain twist fencing, galvanized and coiled spring wire are all firm at the advanced prices.

OILED AND ANNEALED WIRE—(Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS.—A further advance of 10c. per cwt. on base price, has been put in force this week and are now quoting at $2.30 base.

CUT NAILS—We quote $2.30 base f.o.b. Montreal, Toronto 20c higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50, and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS.—Large sorting orders are received and big shipments are being made daily.

BUILDING PAPER.—Business has gradually eased away for the present, and one manufacturer of building paper says he is booking orders only until end of present year, as all contracts for raw materials are made by them the 1st of the year and cannot book orders for later shipment on that account.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30; American low-grade, $23 to $25; high-grade, $27.50 to $35.

HIDES, WOOL AND FURS.—Chicago is slightly easier in hides, but prices here are unchanged.

Hides, inspected, cows and steers, No. 1	....	0 11½
" " " No. 2	....	0 10½
Country hides, flat, per lb., cured	....	0 10½
" " green	....	0 09½
Calf skins, No. 1, city	....	0 12
" " No. 1, country	....	0 11
Lamb skins	1 00	1 10
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb.	0 06½	0 06½
Pulled wools, super, per lb.	....	0 25
" " extra	....	0 27
Wool, unwashed fleece	....	0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 50
" pale	2 50	3 50
Fox, red	....	3 00
" cross	3 00	5 00
Lynx	....	5 50
Bear, black	....	12 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 50
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long stripcd	....	0 50
Marten,	3 50	20 00
Muskrat., fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 16

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 21, 1906

Once more, pig lead is away higher than any previous quotations. Sterling prices are above £20, and Canadian jobbers have been forced to advance their figures to a minimum of $5.50. The market is very firm, even at this remarkable price.

As predicted in our last issue, copper has again gone higher. This metal is extremely scarce, and the big people in the trade scarcely know how to quote, as nobody seems to have even a fair stock.

On boiler tubes, a revision of prices is momentarily expected, but so far, nothing definite has been done. It is certain that high prices will be declared in the near future.

All sheet metals continue very firm, and scarce. It is more than likely that Canadian quotations on many of these sheets will soon have to be advanced. Indeed, at the present time,, some lines, notably Canada plate and tin plates, can be bought in Canada more cheaply than they can be imported.

COPPER.—Still further advances have taken place this week, and it is thought that the market will go higher. We are now quoting: Ingot copper, 25½c. to 26c. sheet copper, base sizes, 32c.

INGOT TIN.—This metal continues firm, but we still quote: 46½c. to 47c. per lb.

ZINC SPELTER.—Zinc is in a very strong position in the market. We continue to quote: $7.25 to $7.50 per hundred pounds.

PIG LEAD.—Higher prices in England have boosted quotations here and we now quote: $5.50 to $5.60 per hundred pounds.

ANTIMONY—Our price remains 27½ to 28c per pound.

PIG IRON.—We still quote as follows: Londonderry, $23; Carron, No. 1, $24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES.—The expected new prices have not yet been issued. Our prices in the meantime remain as follows: British & American tubes, 1½ in., 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6½c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL.—Our prices are as follows: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05; machinery iron finish, $2.40 ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING.—We still quote: 3-16 in. to 1-4 in., $7; 5-16 inch to 11-32 inch, $5.95; 3-8 inch to 17-32 inch, $4.90; 9-16 inch to 47-64 inch, $4.20; 3-4 inch to 1 7-16 inch, $3.85; 1 1-2 inch to 3 inch, $3.50; 3 1-8 inch to 3 7-16 inch, $3.67; 3 1-2 inch to 3 15-16 inch, $3.85; 4 inch to 4 7-16 inch, $4.20; 4 1-2 inch to 4 15-16 inch, $4.55. This is equivalent to 30 per cent. off list.

GALVANIZED IRON.—Firmness prevails in the market. We are still quoting Queen's Head, 28 gauge, $4.60 to $4.85; 26 gauge, $4.45; 22 to 24 gauge, $3.90; 16 to 20 gauge, $3.75; Apollo, 28 gauge. $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 and 20 gauge, $3.60; Comet, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30 to $4.45;

A MERRY CHRISTMAS

1906

December 22nd, 1906

To Our Friends and Customers :

We wish you one and all **the Compliments of the Season.**

May 1907 bring you nothing but continued prosperity, health and happiness—we mean to do all in our power to bring about this happy state of affairs.

Our New Year's resolution is to induce our friends to become our customers, and by fair treatment, **make** our customers always remain our friends.

We'll be back to see you soon with a bunch of prices that will compel you to buy. This is going to be our **BIG** year, and any dealer who sticks to us will get his share of the sunny side of the Hardware business for the next 12 months.

Yours for prosperity,

The Travelling Representatives
of

LEWIS BROS., LTD.

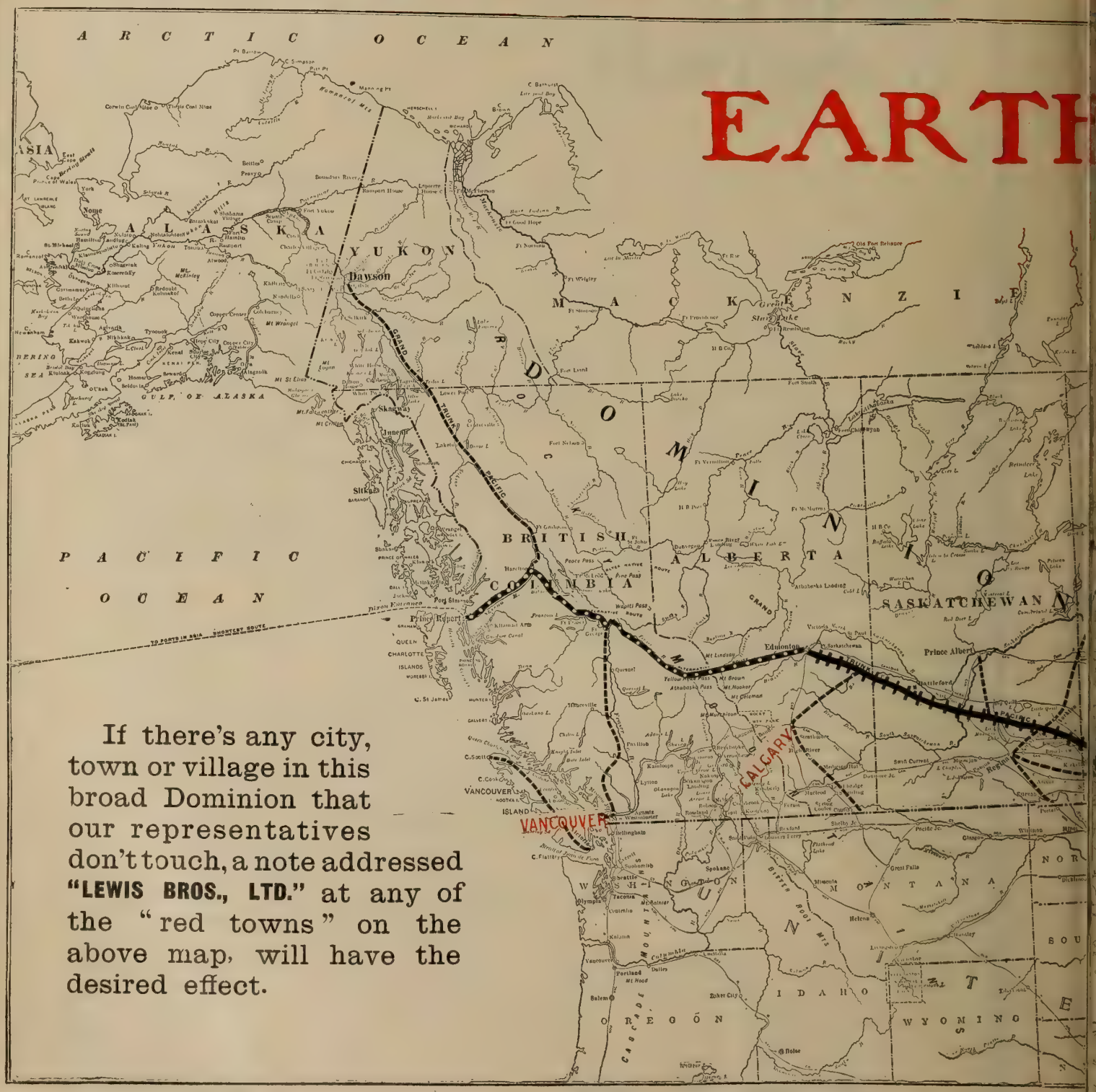
ALL OVER CANADA

1907

A HAPPY NEW YEAR

WE DON'T C

EARTH



If there's any city, town or village in this broad Dominion that our representatives don't touch, a note addressed **"LEWIS BROS., LTD."** at any of the "red towns" on the above map, will have the desired effect.

BUT WE DO CO

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VER CANADA

OUR SALESMEN

MONTREAL

J. A. ROCHETTE G. C. DUFRESNE
E. N. COTE, Manager

OTTAWA

G. N. GRAY, Manager

TORONTO

M. MORELL, Manager

WINNIPEG

W. J. MILLER G. C. YOUNG
N. J. DINNEN, Manager

CALGARY

A. R. HART, Manager

VANCOUVER

A. C. CAMPBELL, Manager

J. A. BUREAU
H. B. CARBRAY
J. CRAIG
H. H. CLARK
J. A. DEMERS
F. E. DENNISON

C. L. DEVITT
G. W. DUNN
C. DODDRIDGE
W. O. LABELLE
A. D. LABLANC
B. S. LEAK

A ROCHETTE
B. SAUNDERS
W. R. TAI[illegible]
H. H. VALLIERE
J. C. WATSON
E. TURBAYNE

C. M. STRANGE, Sales Manager.

LEWIS BROS., LTD.

MONTREAL

22 and 24, gauge, $3.75 to $4.00; $16 to 20 gauge, $3.60 to $3.85; Fleur-de-Lis, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 to 20 gauge, $3.60; Gorbals "Best Best," 28 gauge, $4.45; Colborne Crown, 28 gauge, $4.45; 26 gauge, $4.30; 24 gauge, $3.75. In less than case lots, 25c extra.

CANADA PLATES—It is expected that prices will soon be advanced. We are now quoting; 52's, $2.70; 60's, $2.75; 75's, $2.85; full polished, $3.85; galvanized 52's, $4.35; 60's, $4.60.

BLACK SHEETS.—Conditions continue very firm. We quote as follows: 28 gauge, $2.60; 26 gauge, $2.25; 22 and 24 gauge, $2.45; 20 gauge, $2.40; 18 and 18 gauge, $2.40; 8, 10, 12 and 14 gauge, $2.60.

TIN PLATES.—Our prices are as follows: Cokes base size, I.C. 14 x 20, $4.25 to $4.35; charcoal, base size, I.C., 14 x 20, 4.40 to $4.50.

TERNE PLATES—We are still quoting $7.10.

STEEL SHEETS. — We quote: 10 gauge, $2.60; 17, 18 and 20 gauge, $2.40; 22 and 24 gauge, $2.45; 26 gauge, $2.55; 28 gauge, $2.60 per hundred pounds.

SHEET ZINC—Conditions are unchanged and we continue to quote: $8 in casks, $8.25 in less than casks.

SHEET LEAD—Our prices remain: 2½lbs., 6¼c. by the roll; 3lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

BAR IRON.—The price remains $2.15 base, f.o.b. Montreal.

OLD MATERIAL. — We quote; Light copper, 17½c.; heavy red brass, 17c, yellow brass, 13c.; light brass, 9c.; lead, 4c; zinc, 4½c; machinery cast scrap, $16.00; wrought scrap, $16.00; stove plate scrap, $12.00; mixed rags, $1.00 to $1.20 per 100 lbs.; old rubbers, 8 1-2c. to 8 3-4c.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Dec. 21, 1906

Copper continues to occupy the centre of the stage. Prices on both sheet and ingot copper having advanced 1c. in Toronto during the past week. The situation in copper is a surprising one. Most buyers have been holding off in the expectation of prices dropping considerably, the general impression being the prices prevailing recently have been of an artificial nature. Instead of the market weakening, however, it has taken a turn upwards and the situation is that both jobbers and manufacturers stocks are practically bare, while the largest producers refuse to sell for January, February or March delivery. There seems to be no telling where copper will land during the coming spring and summer.

Lead has taken another jump and we are advancing our quotations on imported pig from $5.25 to $5.40 while $6.00 is being asked by some jobbers of bar lead. The market in England is very strong and this has added considerably to the already stiff conditions which have existed locally for some time

Delivery of metals from Montreal are being made very slowly and stocks of pig iron and sheet metal which should have been delivered in November will not be received by buyers until early in January. The general situation in sheet metals continues very firm and as Canadian quotations are lower than stocks can be replaced for it seems altogether likely that still higher prices will rule during the next half year.

Pig iron continues very firm and exceedingly hard to get, and the closing down of the Hamilton plant owing to an accident which will necessitate relining the furnace makes the situation even more difficult for buyers. Middlesborough is now being quoted at $24.50 and Summerlee at from $25.50 to $26.00. Manufacturers are objecting strongly to the new tariff which practically shuts them out of business by the increased tariff on tank plates used for smoke stacks and kindred purposes. Boiler tubes have not yet advanced but higher prices are looked for on account of the new tariff.

Advances are being quoted on The Canada Metal Co's. babbit metals, Imperial Genuine now being quoted 60c, Hercules at 25c. and No. 4 at 9c.

PIG IRON.—Hamilton, Midland and Londonderry are off the market, and Radnor is quoted at $33 at furnace. Middlesborough is quoted at $24.50, and Summerlee, at $25.75, f.o.b., Toronto.

BAR IRON.—Bar continues hard to get and we still quote: $2.25, f.o.b., Toronto with 2 per cent. discount.

INGOT TIN.—Buying is lively and prices unchanged at 46 to 46½ cents per pound.

TIN PLATES—The market is active and prices firm at recent advances.

SHEETS AND PLATES—Active buying is reported with prices steady. Stocks are light.

BRASS.—We continue to quote: 26 to 27½ cents per pound for sheets.

COPPER.—The market keeps advancing and we now quote: Ingot copper $26 per 100 lbs., and sheet copper $31 to $32 per 100 lbs.

LEAD—Market is active and prices very firm. We quote: $5.40 for imported pig and $5.75 to $6.00 for bar lead.

ZINC SPELTER—Stocks are light with market firm and active. We quote 7 1-2c. per lb. for foreign and 7c. per lb. for domestic. Sheet zinc is quoted at 8 1-4c. in casks, and 8 1-2c. in part casks.

BOILER PLATES AND TUBES—We quote: Plates, per 100 lbs., ¼ in. to ½ in., $2.50; ⅝ in., $2.35 heads, per 100 lbs., $2.75; tank plates, 3-16 in., $2.65; tubes, per 100 feet, 1½ in., $8.50; 2, $9; 2 1-2, $10.75; 3, $12; 3 1-2, $16; 1, $21, Terms, 2 per cent. off.

ANTIMONY—Market is active, and stocks scarce. Prices firm at 27c. to 28c.

OLD MATERIAL.—Dealers' buying prices continue at the following. Heavy copper and wire, 18½c., per lb.; light copper 16c. per lb.; heavy red brass, 15 1-2c. per lb.; heavy yellow brass, 14c. per lb.; light brass, 9 3-4c. per lb.; tea lead, $3.70, per 100 lbs.; heavy lead, $4.10 per 100 lbs., scrap zinc, 4½ per lb.; iron No. 1 wrought, $14.00; No. 2 wrought, $6 to $8; machinery cast scrap, $16.50 to $18; stove plate, $12 to $16; malleable and steel, $6; old rubbers, 9c. per pound; country mixed rags, $1 to $1.25 per 100 lbs., according to quality.

COAL—The following prices are quoted on coal, slack being short.

Standard Hocking soft coal f.o.b. at mines, lump $1.75, ¾ inch, $1.65, run of mine, $1.40, nut, $1.25; N. & S. $1.10; P. & S., 85c.

Youghiogheny soft coal in cars, bonded at bridges; lump, $2.90; ¾ inch, $2.70; mine run, $2.60; slack, $2.25.

London, Eng., Metal Markets

From Metal Market Report, Dec. 19, 1906.

Cleveland warrants are quoted at 60s. 6d. and Glasgow Standard warrants at 60s., making price as compared with last week 3s. 9d. lower on Cleveland warrants and 2s. 6d. lower on Glasgow Standard warrants.

TIN.—Spot tin opened weak at £195 5s., futures at £195 5s., and after sales of 180 tons of spot and 300 tons of futures closed quiet at £195 5s. for spot, £195 5s. for futures making price compared with last week £1 10s. lower on spot and 15s. lower on futures.

COPPER.—Spot copper opened irregular at £107, futures £108, and after sales of 300 tons of spot and 800 tons of futures, closed steady at £107 for spot, and £108 for futures making price compared with last week £1 15s. higher on spot and on futures.

LEAD.—The market closed at £19 17s 6d., making price as compared with last week 12s. 6d. higher.

SPELTER.—The market closed at £28 2s. 6d., making price as compared with last week 5s. 6d. higher.

United States Metal Markets

From the Iron Age, Dec. 20 1906.

Activity has centred during the last two weeks in the Eastern Pig Iron markets where buyers have taken hold of covering requirements for the third quarter. In some cases these have extended throughout the last quarter, and in others the second quarter is included. During the past two weeks, eastern Pennsylvania mills have bought about 75,000 tons of basic pig, for delivery during the third quarter chiefly, the price having been $22 delivered and upward. Some additional business is pending. Foundry interests have continued to buy for forward delivery, among them the largest concerns, who seem to have confidence in the future. Present prices are regarded by many in the trade as dangerously high,

for the basis of distant commitments, and yet it is the consumer who is most eager to take his chances. Southern makers have advanced their price for the third quarter from $17.50 to $18 for No. 2 Foundry, Birmingham, and have booked some tonnage at that.

The situation in the South is growing more serious, through inadequate transportation facilities and scarcity of labor. Iron is accumulating at the furnaces which is sorely needed by distant melters, and the delivery of raw materials seems to be becoming more and more precarious.

There has been less activity in Foreign Foundry Irons lately. The Middlesborough market showed some decline but has rallied again on heavy buying.

Rail makers have been booking some additional good orders among them being 19,000 tons for the Texas Railway, 15,000 tons additional for the Great Northern, 7,000 tons for the Spokane Inland and 5,000 tons for the Monon road. There is an inquiry in the market for a lot of 25,000 tons from a Western road.

Eastern plate makers have been forced again to put up their prices $2 per ton, making the third advance of like amount during the current month. The manufacturers state that while they are loath to take such action they are forced to it through rising costs.

Quite a good run of small sized structural contracts has come in. Among them are 3,000 tons for a building at St. Louis, 2,500 tons for the Fall River Bridge, 2,400 tons additional for Gary and 1,500 tons for two buildings in San Francisco. Some large contracts are still pending. The bids for the 8,300 tons for the Blackwell's Island Bridge are in, but no award has yet been made.

In the lighter lines the trade is looking for an early advance in sheets and tin plates. Bars are strong and are now quotably higher in the East.

Complete returns to The Iron Age show that the total water shipments of Lake Superior ores in 1906 were 37,513,642 gross tons. All-rail shipments to blast furnaces in the Northwest will bring the total close to 38,250,000 tons. This is an increase of approximately 3,900,000 tons over 1905, all but 300,000 tons of which is to the credit of the Mesaba range. The Steel Corporation's shipments were 20,978,651 tons. Its programme for 1907 is 23,000,000 tons.

From the Iron Trade Review, Cleveland, Dec. 20, 1906.

Consumers of pig iron in increasing numbers are coming into the market to cover their requirements for the last half of the coming year. In some instances sales are reported for fourth quarter delivery only, indicating the belief of manufacturers that the present level of price bids fair to be continued and that, at any rate, the possibility of an iron famine through 1907 renders it necessary to secure an iron supply at this early date. Prices show little change, but there is an increasing firmness. In the New York district alone sales for the last half during the week aggregated 100,000 tons. Some interests in the central West are unwilling to quote for delivery ahead of July 1, while others are selling heavily at from $21.50 to $22.50 valley. Furnacemen complain that considerable off iron is being turned out, thus adding to their difficulties in keeping up on deliveries. The southern car situation is unimproved and the end of the year will see Southern furnace yards storing at least 50,000 tons of pig iron which was sold months ago, and for which melters are now clamoring. For the last half $19 furnace is being secured for Southern iron. Still further freight advances are rumored.

The week has seen the close of navigation of the great lakes. The past season has been unprecedently successful, both in point of cargoes and profit. December ore movements were unusually heavy, bringing the season's movement by water up to 37,513,589 tons, an increase over 1905 in excess of 4,000,000 tons. With all rail shipments included, the total amount of ore brought down from the ranges will be near 38,500,000 tons.

An extremely heavy demand is noted for practically all lines of finished materials, structural shapes being the only exception. Iron and steel bar specifications will keep Western plants busy until well through the Spring [illegible] dependent plate mills, which heretofore have been giving prompt deliveries, are filling up on orders to such an extent that one interest has made its fourth advance within a few weeks, and is now quoting $40 Pittsburg. Wire and wire products are in strong demand, spring contracting having opened at an unusually early date.

N.S. Hardware Trade News

Halifax, N.S., Dec. 18, 1906.

"The hardware trade is practically at a standstill at present" said the manager of one of the largest jobbing houses in this city, to the correspondent of Hardware and Metal to-day. "Yes," said he, "Trade is dull and all the travelers are in off the road for the holiday season. There will be very little doing from now until the end of the year, but we have noting to complain of so far as business is concerned."

"Any change in prices?"

"Well, I would not care to quote prices just at present. The markets for various causes are somewhat disturbed and fixed prices are somewhat of an uncertainty, but it is anticipated that they will be straightened in a short time." The most notable change in the local market is the big jump in nails. An advance of twenty cents per keg both on wire and cut has just been made. Wire are now quoted f.o.b. at $2.50 base and cut at $2.60 f.o.b. base. Jobbers attribute the increase to the cost of wire. A meeting of the Maritime hardware men will be held at St. John this week and a number of important matters are to come up, among which will be a revision of price list. The Nova Scotians who will attend the meeting are : W. H. Sterns of H. H. Fuller & Co., Halifax; Percy Symonds, of Symonds & Co., Dartmouth; Captain Douglas, of William Stairs, Son & Morrow, Halifax; and E. K. Spinney of Yarmouth.

* * *

At a meeting of the Sydney Cement Company held last week the following officers were appointed : President, A. C. Ross; Vice-President and managing director, H. C. Burchill; Secretary, H. S. Ross. The company is working up quite a cement trade with Mexico, and some large shipments have been made. Recently an order was received for one thousand barrels from Mexico.

* * *

The Oxford Copper Company at Oxford, N.S., has sold one-eighth of their property to local parties, and leased the other seven-eighths to a Montreal Company. It is the intention of the company to develop the property early in the Spring, and if the mine pans out well, a crusher will be installed.

* * *

The steamer Pontiac which recently arrived at Sydney from Glasgow, landed three hundred ingot moulds for the Nova Scotia Steel Company.

* * *

A concern is said to be organizing in Sydney with Graham Fraser at its head, for the manufacture of car wheels by a special process.

* * *

J. O. James, M.T., manager of the Wine Harbor Gold Mining Company is so pleased with the outlook of the property, that the company will install a crusher of 100 stamps, and a cyanide plant of the most modern pattern—tube mills and cyanide vats. This cyanide plant is of the pattern that has produced such profitable results in the great Rand mining districts in South Africa.

CANADA METAL CO. EXPANDS.

W. G. Harris of the Canada Metal Company, Toronto, has purchased the Toronto Ball Grounds occupying 3½ acres adjacent to the Grand Trunk and Canadian Pacific Railway in Parkdale and will next fall commence the erection of two buildings 40 feet wide by 500 feet in length, the railroad site being run between the two buildings which will be of concrete fire proof construction, one two storeys in height and the other one storey.

The Canada Metal Company have outgrown their present premises on William Street, the rapid development of their business having made necessary the present changes. They have recently constructed several furnaces for smelting copper, lead and zinc ores and intend to develop this branch of their trade so that it can be gone into on a larger scale when the new buildings are erected. The large floor space which will be available in the new premises will allow the company to still further develop their lead and tin rolling, galvanizing and tinning industry as well as taking up the smelting of ores.

The growth of the Canada Metal Company's business under Mr. Harris' management has been almost extraordinary, and they are to be congratulated upon securing such a splendid site for the enlargement of their business. The site is immediately adjoining the present plant of the Toronto Foundry Company, and of the land purchased a block of about 183 x 500 feet will be held for future developments.

I WILL TALK

to practically every Hardware merchant in Canada from the Atlantic to the Pacific. I cannot do it all in one day, but during the first twenty-four hours I will deliver your message to every Hardware merchant in Ontario. I travel all day Sunday and on Monday morning there will not be a village within the limits of Halifax in the East, and Brandon in the West, into which I will not have penetrated.

I cannot go any farther East, so I now devote all my energies to the West, and so many new towns are springing up here each week that I haven't as much time as I used to have to enjoy the scenery. But I like talking to hardwaremen, clerks, travellers and manufacturers, especially as they are always glad to see me and hear the news I have to tell them. Tuesday noon I am at Calgary, Wednesday noon at Kamloops, and by Thursday morning I reach Vancouver having been in all the mining towns and all through the fruit districts of British Columbia.

I have been eighteen years on the road and I have a pretty good connection. I never intrude when a man is busy, but just bide my time, because I know men pay far more attention to what you have to say if you catch them when they have a few moments to spare. So I often creep into their pocket when they are going home at night, and when supper is over Mr. Hardwareman usually finds me. He must be glad to see me because he listens to what I have to say for an hour or more.



THE WANT AD. MAN

I try to always tell the truth, and men put such confidence in what I say that I would feel very sorry to deceive them even inadvertently. Probably some other week I will tell you about the different classes of people I meet. In the meantime if you want a message delivered to HARDWAREMEN, PLUMBERS, CLERKS, MANUFACTURERS or TRAVELLERS—and want it delivered quickly—I'm your man.

Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement Write or phone our nearest office . . . . .

Hardware and Metal

MONTREAL TORONTO WINNIPEG

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephen's Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand Will you supply it in your territory?

Write for our special plan, tells how "We help you **sell.**"

G. F. Stephens & Co.
Limited
PAINT AND COLOR PAINTERS
WINNIPEG, - CANADA

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Dec. 21, 1906.)

Room 511, Union Bank Building, Office of HARDWARE AND METAL, Winnipeg, Man.

Cut nails have been advanced 10c per keg but wire nails are unchanged in price. Coil chain prices have been revised and the general result has been an advance. Trade is much quiter now after the big rush of Fall business and wholesale houses are looking forward to stocktaking.

LANTERNS. — Quotations are as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS.—Quoted now at $2.70 per keg.

CUT NAILS.—The prices have been advanced to $2.90 per keg.

PRESSED SPIKES — Prices are quoted as follows since the recent advance: ¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅝ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅝ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Discounts are quoted as follows since the recent advance in the price of copper rivets: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN.—Prices have been revised the general effect being an advance. Quotations now are: ¼ inch $7.00; 5-16, $5.35; ⅜, $4.75; 7-16, $4.50; ½, $4.25; 9-16, $4.20; ⅝, $4.25; ¾, $4.10.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES.—Quotations are: Bench axes, 40; broad axes, 25 p.c. dis. off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE. — The discount on pail is now 37 1-2 per cent.,

THE

Winnipeg Paint and Glass Co. Limited

Warehouses CALGARY EDMONTON WINNIPEG

Our sample books of BAS-KA-NO—(something new in wall hangings—standard colors) and LIN-UNA (a high-class colored tapestry burlap—all colors), sized and oil-coated burlaps will be out in a few days. We would like to mail you one of these. Send us your orders.



AFTER THE XMAS RUSH

is the time to refit your store. It is the slackest time in the whole year. You have been promising yourself some new fixtures, why not instal them now.

There is an opportunity always for some one man or firm to rear a mighty bulwark—build a great business—by attaining a reputation for having the neatest store and giving the quickest service.

Get this reputation and you will thrive in spite of nearby neighbors who blatantly and brazenly boast of their cut prices and cheapness.



16 feet long, 8 feet 8 inches high

This section contains 138 Bennett Steel Hardware Shelf Boxes, ranging in size from 6x6x12 to 6x18x12. Our price for the boxes alone is $40.00. This is for boxes with oak fronts, hard oil finish, brass pulls attached to each box. Can you afford to be without shelf boxes at this price? Our catalogue gives other illustrations and full particulars regarding prices of various sizes of boxes.

SOLE MANUFACTURERS

CAMERON & CAMPBELL, TORONTO, ONT.



SUPERB EMPIRE

The Perfect Cooker

We draw the attention of the **Western Trade** to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a Western stove factory for Western people only.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

DAVID REID & CO.

Hardware Commission Merchants

Room 22 Stanley Block, - Winnipeg, Man.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents throughout Western Canada

BEST OF REFERENCES

and on other galvanized lines the discount is 30 per cent.

CORDAGE—We quote: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling

at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Quotations are as follows: Cartridges, Dominion R.F. 50 and 5; Dominion, C.F., 33½ C.F., pistol, p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL.—Quotations are: Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—Quoted a $5.85 per cwt.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

IRON PIPE AND FITTINGS— Revised prices are as follows:—Black pipe, ¼ inch, $2.65; ⅜, $2.80; ½, $3.50; ¾, $4.40; 1, $6.35; 1¼, $8.65; 1½, $10.40; 2, 13.85; 2½, $19.00; 3, $25.00. Galvanized iron pipe, ⅜ inch. $3.75; ½, $4.35; ¾, $5.65; 1, $8.10; 1¼, $11.00; 1½, $13.25; 2, inch, $17.65. Nipples, discounts 70 and 10 per cent.; Unions, couplings, bushings and plugs, 60 per cent.

LEAD PIPE—The price, $7.80, is firmly maintained in view of the advancing lead market.

GALVANIZED IRON—Quoted as follows:—Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65, 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.50; 26, $4.65; 28, $5.00.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Quoted as follows: Canada plate, 18 x 21, 18 x 24, $3.40; 20 x 28, $3.65; full polished, $4.15.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE.—Silver Star in brls. per gal., 20c.; Sunlight in brls, per gal., 21c.; per case, $2.30; Eocene in brls, per gal., 23c.; per case, $2.50; Pennoline in brls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; Engine gasoline in barrels, per gal., 28c., f.o.b. Winnipeg in cases, $2.75

PAINTS, OILS & TURPENTINE — Turpentine is firm at the recent advance White lead, pure, $7; bladder putty in barrels, 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg, $1.01; Calgary, $1.08; Lethbridge, $1.08; Edmonton, $1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $3.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

TRADE INQUIRIES.

Correspondents desiring to get in touch with any of the firms referred to should quote the reference number when requesting addresses. For information write to Superintendent of Commercial Agencies, Department of Trade and Commerce, Ottawa.

1462. Asbestos and mica—A Birmingham firm wishes to hear from Canadian firsm open to supply asbestos and mica.

1466. Scrap metals—A Birmingham firm is open to buy large quantities of scrap metals.

1470. Handles—A Birmingham firm is open to purchase large quantities of handles for chisels, awls, etc.

1471. Hardware—A Birmingham firm trading with South Africa inquire for firms manufacturing general hardware such as hammers, saws, etc., agricultural implements, including ploughs, harrows, hoes, shovels, rakes, and anything made in Canada for general South African trade.

1473. Baths, etc.—A Birmingham firm wishes to get in touch with Canadian firms open to sell baths and lavatory appliances.

1477. Wooden handles—A Birmingham firm is open to purchase large quantities of wooden handles.

1479. Shovel handles—A Midland firm wishes to hear from Canadian firms open to supply shovel handles.

1480. Pine doors—A Staffordshire firm would like to hear from Canadian firms in a position to supply yellow pine doors.

1482. Fish hooks, needles, etc.—A Midland firm wishes to place sea and river fish hooks, needles, etc., on the Canadian market.

1483. Cycles—A Birmingham firm wishes to appoint an agent in Canada for the sale of their cycles.

1486. Guns and cycle parts—A Birmingham firm wishes to place sporting guns, and cycle parts on the Canadian market.

LEAD MINING.

After being deserted and idle for over thirty years the Derbyshire lead mines in England are once more showing signs of activity. When lead dropped down to £12 per ton the mines were abandoned as unprofitable, but to-day, with the price at £20 per ton, there is a rush of prospectors to the King's Field, a vast tract of land belonging to the Duchy of Lancaster, and comprising the wapentake of Wicksworth and the High Peak. By the Acts of 1851 and 1852, which embody the immemorial laws and customs of mining in Derbyshire, anybody has the right to search anywhere for lead, but the owner of a mine must work it or yield his right to one who will exercise it.

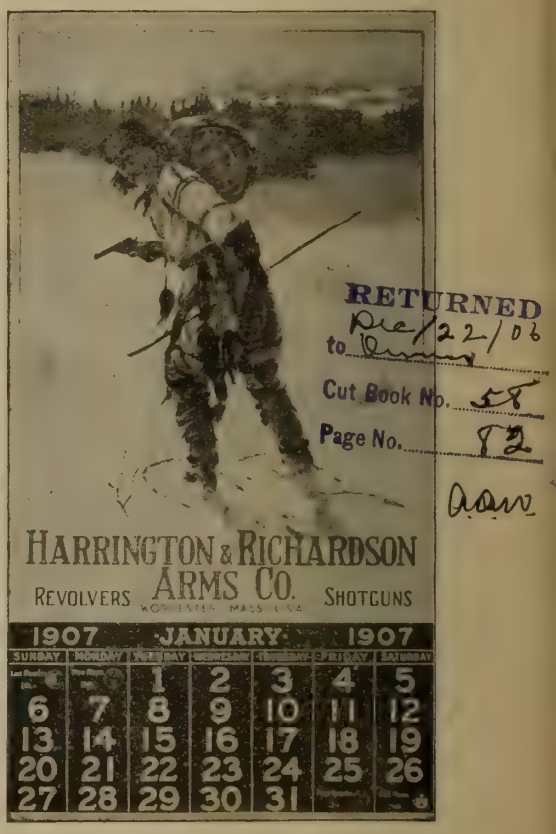
CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

"The Canadian Trapper."

We are showing on this page a representation of the Harrington & Richardson Arms Company's 1907 calendar. The calendar is 14 x 26 3-4 inches in size, and is a lithograph in ten colors, of "The Canadian Trapper." This company has always been known for tasty calendars, suggestive of their goods, but their previous efforts seem to have been excelled this year. A postal card mentioning this paper will bring the calendar to any hardwareman.



Pike's Stones.

The Pike Manufacturing Company, of Pike, New Hampshire, have issued three most complete catalogues, the first dealing with corundum wheels, giving complete history and general description of the wheels and the process by which they are made. It also contains hints as to selecting wheels, as to coarseness and hardness, suggestions for mounting, the use and care of wheels, grade list, diagram of shapes, and true list of regular wheels, something which will be found of great value to hardware merchants and machinists. In this catalogue are diagrams of wheels, reduced

sizes, made expressly for use on special grinding machines, giving price, diameter, and thickness, as no doubt nearly everybody has had some trouble procuring a wheel to fit a certain machine, and these cuts will prove of great value in ordering.

The second book is of the same size, 6 x 9 inches, and contains about 90 pages, fully illustrated. This is the ninth edition of their catalogues dealing with oilstones, scythestones, razor hones, corundum wheels, emery wheels, and abrasives, going particularly into the manufacture and choosing of the former, the different styles, and sizes, prices, etc., information which will prove instructive to any person selling these goods, and enable dealers to talk intelligently as to construction and different grades of stones.

The third is a much smaller catalogue of about 4 x 6 inches, containing 17 pages fully illustrated, with cuts of carvers slips, India oil stones, mounted and in wheel form. These stones have not been on the market so long as the others, but, are well and favorably known. These catalogues should prove a great help in ordering goods, and can be procured by any dealer who mentions this paper.

Greening's Calendar.

The B. Greening Wire Company, Hamilton, Ontario, are sending their customers a 1907 calendar, which is of a good useful size, and will be greatly appreciated by all receiving one. The cut used is the same as in former years, showing their factory, also portraits of the president and incorporator of the present firm, the founder of the Hamilton business, and the founder of the firm in Warrington, England. No additions have been made to the buildings this year, but there will be a considerable increase during 1907, to take care of the increased volume of trade, that this firm is sharing with other manufacturers in Canada. Inclosed in the calender is a letter with a talk to the trade requesting correspondence regarding any of the different lines. Catalogues will be furnished on inquiry.

Owen Sound Stoves.

The Canadian Heating and Ventilating Company, Owen Sound, have a complete catalogue about 6 x 9 inches in size and containing 40 pages fully illustrated, showing the different lines manufactured by them, such as the Empire Queen cast range in different sizes with and without reservoir, the Empire steel range for coal and wood, and many different styles of cook stoves for wood, as well as some for coal and wood, with quite a supply of heaters, base and surface burners, wood air tights, made of polished sheet iron, laundry stoves, hollow ware, and cast iron kitchen sinks. The Empire King furnace, which is manufactured by them is also illustrated by a cut, accompanied by a full explanation of its merit. A separate pamphlet inclosed in the catalogue, contains full illustrations of the construction and working parts of their stoves.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

Prices on Oshawa Fittings.

The Oshawa Steam and Gas Fittings Company, have issued a new classification and price list of malleable iron fittings, manufactured by them. The booklet also specifies sizes kept in stock, which should prove a great assistance to the hardware and plumbing merchant in ordering goods.

Original Calendar Design.

The Canada Paint Company, Montreal, have issued a very handsome 1907 calendar showing a painter sitting on a step ladder admiring his visage in the varnished panel of a door, which has been done with the contents of a can, which contained the Canada Paint Company's amberite varnish. The calendar will prove both useful and ornamental to the home or office, having the date printed in large bold type.

The sketch is a new and original one, and any dealer not on the company's mailing list should write for a copy, mentioning Hardware and Metal.

MAKE FEW BAD DEBTS.

When a hardware merchant knows his trade he will make few bad debts. He will know the slow pay and the never pay. Thus posted he will be able to say "no," in such a way that it will not make you enemies.

One of the leading financiers in the country owes his position to his ability to say "no," in such a way as to actually make the applicant for loans believe that he doesn't need the money. This is a great card in the trade.

To thoroughly know your trade is to have mastered the chiefest part of your business.

FOUNDRY AND METAL INDUSTRIES

The Nova Scotia Steel Company's forge building at New Glasgow was burned yesterday. The tools were saved.

The Wm. Hamilton Manufacturing Company, of Peterboro, has been taken over by the Trusts and Guarantee Company, of Toronto.

A valuable discovery of iron ore was recently made in the Township of Snowdon, in the Haliburton District, about three-quarters of a mile from the line of the Irondale and Bancroft Railway. The deposit is 150 feet wide, and the ore a high grade magnetite. It is the largest body of ore yet discovered in the district.

The Canada Foundry Company, of Toronto, have completed the erection of the structural steel for the west side of the Canada General Electric Company's new transformer building. Work will now begin on the east side wall, and in three week's time it is expected, the job of placing the roof on the building will be commenced. Operations will be continued all winter.

The Ontario Iron & Steel Company of Welland, Ont., have added another large building to their original plans. A steel foundry building, 175 x 250 feet in size, to be constructed of structural steel and corrugated iron. The plant now being built will cost with the equipment fully $300,000, which is three times the size that the company agreed to put up when granted the bonus.

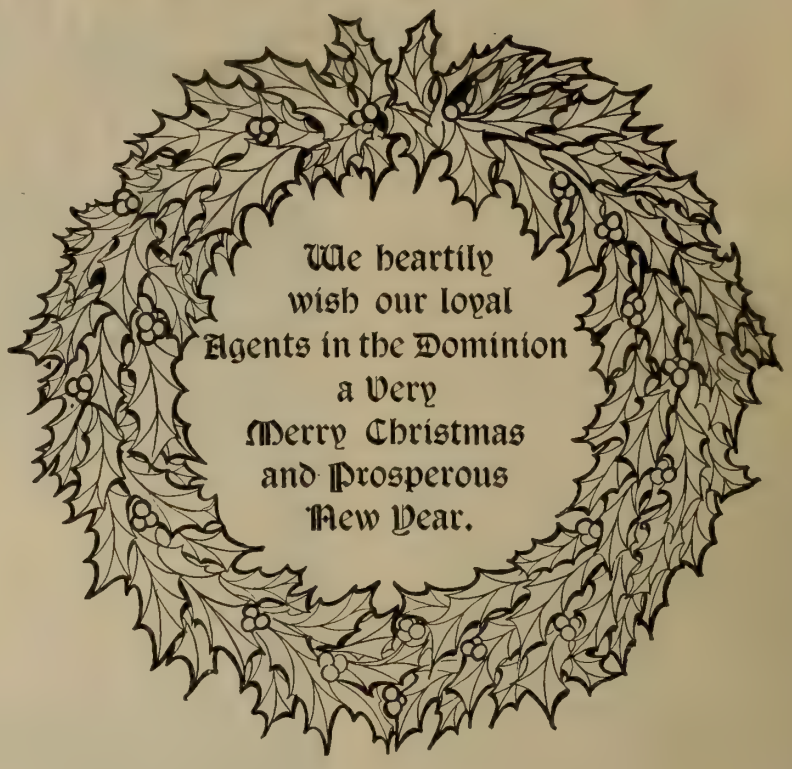
The big brick addition to the Bertram shops at Dundas, is being rapidly pushed to completion. The big shop runs between the new molding shop and the main building. The firm has an ever-increasing demand for working space, and when the new buildings are all completed the shops will be about the most important in Canada.

A steel industry capitalized at five millions, is the latest proposition to come before the Goderich Council, they state that the plant would employ about 1,500 hands, and occupy 100 acres. They ask certain bonuses, and the council have decided to take the matter up with the Canadian Pacific, with whom the steel interests have already communicated, and see what inducements can be offered.

OLD AGE DEFIED.

The Hungarian chemist Brunn, claims to have discovered a liquid chemical compound which renders certain kinds of matter proof against the effects of time. He asserts that it doubles the density of nearly every kind of stone and renders it water proof. It imparts to all metals qualities which defy oxygen and rust. The professor says that while traveling in Greece some twenty-five years ago, he noticed that the mortar in stones of ruins which were known to be over 2,000 years old, was as hard, fresh, and tenacious as if it had been made only a year. He secured a piece of mortar and has been working on it ever since until now, when he says, he has discovered the secret. His discovery, he claims, will, at least double the life of metal exposed to the air, such as bridges, railroads, vessels, and tanks.

Xmas Greeting



The Sherwin-Williams Co.

Canadian Headquarters and Plant: 639 Centre St., Montreal, Que.
Warehouses: 86 York St., Toronto; 147 Bannatyne St., E., Winnipeg.

1778

A HANDY METHOD for repairing boxes or binding 2 or 3 small ones together, use

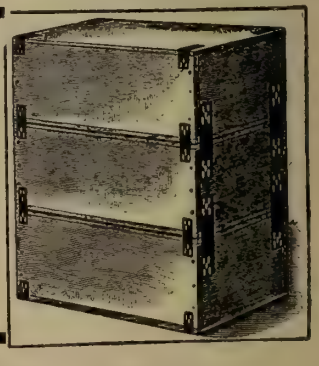
Warminton's Clutch Nails

Also strapping, hoop iron and specialties for the shipping dept.

Write for samples to

J. N. WARMINTON

43 Scott St., Toronto 207 St. James St., Montreal



ALZEN, A NEW METAL.

Alzen is the name given to a new metal, which is composed of two parts of aluminum and one part zinc, writes United States Consul-General Guenther, from Frankfort, Germany. It is said to equal cast-iron in strength, but is much more elastic. Alzen is superior because it does not rust as easily as does iron and it takes a high polish. Besides being very strong, this new metal is capable of filling out the most delicate lines and figures of forms in casting.

Metals are Advancing!

All wholesale buyers should get our prices on

Ingot Tin, Pig Lead, Ingot and Sheet Copper, Zinc Sheets, and Spelter, Antimony, Etc.

FULL STOCK CARRIED

A.C. LESLIE & CO.
MONTREAL

HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West, TORONTO

"MIDLAND"

BRAND.

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE
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Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified

SEWER PIPE

Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

ATTENTION

should be paid to the sterling character of manufacturers. I VOUCH FOR THE SOLID RELIABILITY OF MY FIRMS

LEEDS FIRE CLAY CO., Ltd.
Their fire bricks, glazed bricks, stable bricks, etc., have no superior.

T. JOWITT & SONS, SHEFFIELD,
guarantee the quality of their files, cast steel, hammers, and crucible steel. Try us for prices.

JOS. FENTON & SONS, SHEFFIELD,
serve us with a fine variety and style of cutlery and plated ware. Write for catalogue.

Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.

H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

PRICE and QUALITY

are two vital elements in

GILBERTSON'S

COMET GALVANIZED SHEETS

That means they are soft, smooth, and easily worked, that they are flat, well galvanized and that they are lower in price than other high grade brands.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Agent: Alex. Gibb, 13 St. John St., Montreal.

OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
Agent:
JOHN FORMAN, - 644 Craig Street
MONTREAL.

WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

Paint, Oil and Brush Trades

ADVANCE IN TURPENTINE EXPLAINED.

Though the turpentine market in the United States is generally governed in its fluctuations by the natural law of supply and demand, there undoubtedly have been other and more artificial elements entering into the continued upward movement in prices which has characterized the market throughout the last four years. Primarily, however, says a writer in the American Druggist, the cause for the advancing tendency is the fact that the big pine forests in the North and South Carolinas have been almost exhausted and are now practically abandoned by the boxers or turpentine tappers. The abandonment of these exhausted tracts of forest land as sources of supply now limits the producing territories to the forests in the Southern part of Georgia and the greater part of Florida. From these two tracts the supply must be obtained for practically the entire world, as in most European countries the national laws prohibit the cutting of pine trees. As a result of this European prohibition, English and Continental users of turpentine are compelled to cover the bulk, if not all, of their requirements in this country, and at the present time these foreign buyers are making the heaviest purchases in Savannah, the primary market for the entire world. If it were not for this big foreign consumption, the supply available for American consumption would be much larger and prices would be materially lower. At present the Antwerp Naval Stores Company, the London-Savannah Naval Stores Company, and Nichols & Knight of London, are the three largest buyers of American turpentine, and every time they make unusually large purchases they send the American market up. These foreign buyers get the best turpentine available in this country and the domestic consumers are frequently compelled to take the leavings and pay exorbitant prices for them, because of the fact that the primary market is bare of desirable offerings.

So much for the natural law of supply and demand, the supply, as previously mentioned, being greatly diminished within the last few years and the demand being greatly augmented by foreign purchasers.

The American market, however, is also manipulated to some extent by combinations among distillers, combinations among factors and combinations among export houses. The combinations among distillers in certain districts of the southern producing regions frequently agree to hold their supplies for an indefinite period and refuse to market them until they can obtain higher prices. The combinations among the factors, who advance money to the distillers on shipments, take advantage of any scarcity of spot goods and occasionally advance the market by creating an artificial scarcity, and, last but not least, the combinations of American export houses, backed by the Standard Oil company's interests, frequently raise their prices arbitrarily by holding back supplies when they would otherwise be almost immediately available for shipment abroad. With the already diminished supply, the increasing foreign demand and the juggling of these three classes of combinations, the American turpentine market is reaching top notch figures, and the tendency continues upward.

In Europe, however, the impression prevails that there is one gigantic combination of turpentine interests in America, which absolutely controls and dominates the situation and makes the market to suit itself, therefore forcing the foreign consumer to pay the bill. It is true that American capital is naturally enlisted in a market of this kind in which the supply is already diminishing and the consumption increasing. Capital always hastens to take advantage of a natural scarcity of supplies and render it more acute, but the primary reasons for the continued upward movement in prices are those previously mentioned—viz: The curtailment of the producing territory and the enormous foreign buying, two elements which did not enter into the American turpentine market seven years ago.

It has been suggested that the production of turpentine might be augmented by tapping the big pine forests in South America, but this cannot be done to advantage for the reason that the South American pine trees are of the short needle variety, and the sap obtained from this kind of pine tree does not contain enough spirits to make it profitable to distill it. The pine trees in southern Georgia and Florida, on the other hand, are the long needle variety and produce spirits, when distilled, in abundance. The distillers in the United States, however, were not foresighted enough to replant the for-

(Continued on Page 54.)

To the Trade

"We wish you all
A Merry Christmas
and a
Happy New Year."

The Imperial Varnish & Color Co. LIMITED
TORONTO, ONTARIO, CANADA

The Difference is Dollars and Cents to You

when it comes to paint. The common kind of paint and varnish would ruin the best retail business on earth. It's up to you to only market and recommend a dependable paint—a paint which will build trade as surely as you sell it. Do you know that our Paints and Varnishes are nearly always demanded by particular, economic people. Help your customer to economize and he will always be your customer. The lasting lustre of our Paints and Varnishes tell their own story.

N.B.—Write for our catalogue. Now is a good time.

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

WE KNOW IT'S GOOD

and, if we could make it any better, we would do so. We personally test every bit of material that goes into

Jamieson's Floor Enamel

Pigments and all other materials are all the very best we can buy in the markets of the world. The greatest skill and care are used in grinding and mixing. Consequently, we are making in our **Floor Enamels** the best possible floor covering that can be used ; and yet, they do not cost much more than the ordinary class of floor paints.

These are talking points which move the goods from your shelves, Mr. Dealer.

Be sure to stock up with

Jamieson's Floor Enamels

in all popular colors

Made only by

R. C. JAMIESON & CO.
LIMITED

16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

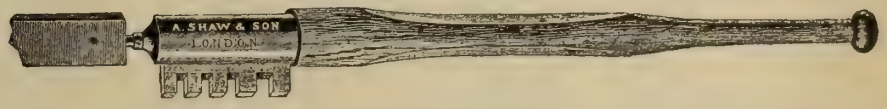
"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
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GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim fo hem **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied. Established 1815

CANADIAN AGENT
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The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE***

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.
Small Springs of Every Description.



PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 21, 1906.

With the advent of winter rates and severe weather, shipments of paints and colors have fallen off materially. As a large number of travelers are now off their territory in view of the coming Christmas vacation, general business may be described as dull.

Linseed oil and turpentine both keep very firm, and there seems to be no difficulty in getting the advanced prices for white lead recorded last week.

LINSEED OIL—We continue to quote: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.

TURPENTINE—An advance of 1 cent has taken place, and we are now quoting: Single barrel, 96c per gal.; two barrels or over, 95c per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD—Last week's advance is being rigidly maintained and grinders have no trouble in getting the following prices: Best brands Government Standard, $7.25 to $7.50; No. 1, $6.90 to $7.15; No. 2, $6.55 to $6.90; No. 3, $6.30 to $6.55 all f.o.b., Montreal.

DRY WHITE ZINC.—We still quote as follows: V.M. Red Seal, 7½c to 8c; Red Seal, 7c to 8c; French V.M., 6c to 7c; Lehigh, 5c to 6c.

WHITE ZINC (ground in oil)—Manufacturers have raised their prices, and we now quote: Pure, 8½c to 9½c.; No. 1, 7c. to 8c.; No. 2, 5¾c. to 6¾c.

PUTTY—A heavy demand is shown. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—The following quotations are firm: Genuine red lead in casks, $6.00; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

PARIS GREEN—Prices are as follows: In barrels, about 600 pounds, 23½c. per lb.; in arsenic kegs, 250 lbs., 23½c.; in 50 lb. drums, 24c.; in 25 lb. drums, 24½c.; in 1 lb. packets, 100 lbs. in case, 25c.; in 1 lb packets, 50 lbs in case, 25½c.; in ½ lb. packets, 100 lbs in case, 27c.; in 1 lb. tins, 26c. f.o.b. Montreal. Term three months net or 2 per cent. 30 days.

SHELLAC—Quotations are as follows: Bleached, in bars or ground, 46c per lb., f.o.b. Eastern Canadian points, Bone Dry, 57c per lb., f.o.b. Eastern Canadian points; T.N. Orange, etc., 48c per lb. f.o.b. New York.

SHELLAC VARNISH—The prices are: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c

BENZINE—We still quote 25 cents in barrels, and 30 cents in smaller quantities.

WINDOW GLASS—Our prices are: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

—

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, December 21, 1906

No changes are quoted this week, lead remaining firm at $7.40 for pure. There appears to be a lot of white lead in oil on the market that has not been ground fine, and contains small particles of lead crystals uncorroded. While this lead is perfectly qualified to bear the pure label seal, as it contains no adulteration, it will prove very unsatisfactory to the trade, the lumps would not permit of a good job being made by the use of it.

No change is reported in turpentine, but it is generally expected to take a raise, as the shortage in the production, and the large demand is almost sure to warrant a further advance. Boiled oil remains firm with no advance on last week's quotations. The great

YOUR PAINT TRADE FOR 1907

will be interesting if you do it with



LET US POST YOU

A. RAMSAY & SON COMPANY

Est. 1842 **MONTREAL** **PAINT MAKERS**

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICAGO

A GOOD RULE!

A good rule is a good thing to go by, provided you know the rule is correct and dependable.

For instance—

IT'S A GOOD RULE

to make every effort not only to hold, but to increase your business — that goes without saying.

IT'S A GOOD RULE

to get acquainted with the quality and make up of the goods you handle—you can talk them to better advantage to your customers.

IT'S A GOOD RULE

to have an iron-clad guarantee from the manufacturers as to the ingredients in the paints you are selling, or intend to sell—it shows your good, hard-headed common sense.

We guarantee the Martin-Senour 100 per cent. Pure Paint (except a few dark shades that cannot be prepared from lead and zinc) to be made from Pure Carbonate of Lead, Pure Oxide of Zinc, with coloring matter in proportionate quantities necessary to make their respective shades and tints, with Pure Linseed Oil, Dryer and Turpentine for thinning, and to be entirely free from Water, Benzine, Barytes, Whiting and adulteration, and sold subject to chemical analysis.—*The Martin-Senour Co., Ltd.*

IT'S A GOOD RULE

to have the exclusive agency in your town of the **Martin-Senour Paint, 100 per cent. pure**, because the agency will enable you to have the best paint trade in your locality, and you will find it

A GOOD RULE

to **write at once for particulars of our proposition** and the line of advertising supplied our exclusive agents. Just send a post card and you'll get a prompt response.

The Martin-Senour Co., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector St., - Montreal

2514-2520 Quarry Street and Archer Avenue
Chicago
(Established 1878)

The Winnipeg Paint & Glass Co. Winnipeg

The Maritime Paint & Varnish Co. Halifax, N.S.

As the White Lead is So is the Paint

The only white lead used in

"Anchor" and "English"
LIQUID HOUSE PAINTS

is Brandram's B.B. Genuine.

Brandram's
B. B. GENUINE

has been the world's standard **white lead** for close on to two centuries.

With such a foundation of quality as this, are you surprised that

"Anchor" and "English"
LIQUID HOUSE PAINTS

are standards all over Canada and wherever else they are sold.

BRANDRAM-HENDERSON
LIMITED
Halifax, St. John, Montreal, Winnipeg,
MARSHALL WELLS CO., Winnipeg
Sole Distributors for Western Canada

advance on white lead, while mentioned by us in our report, was not changed in the quotations last week, but will be found correct in this week's issue.

WHITE LEAD—Ex Toronto pure white, $7.40; No. 1, $6.65; No. 2, $6.25; No. 3, $5.90; No. 4, $5.65 in packages of 25 pounds and upwards; 1-2c. per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $7.00.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.50; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.25.

DRY WHITE ZINC— In casks, 7 1-2c.; in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50; gum shellac, bone dry, 63c., Toronto. T. N. (orange) 51c. net Toronto.

LINSEED OIL—We still quote: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic sheet, 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75; barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—Gals., 70c. to 80c.

BRIDGE PAINTS—Gals., 75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

PARIS GREEN—Canadian manufacturers are quoting their base price at 25c and on the English, 25¾ is quoted f.o.b., Toronto.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

ADVANCE IN TURPENTINE EXPLAINED.

(Continued from Page 50.)

ests killed by the constant tapping, and so large tracts in North and South Carolina have been abandoned as no longer productive of enough turpentine to make it practicable to work them. It takes 12 years for a sapling long needle pine to reach maturity when it can be tapped profitably, and the life of the tree after the tapping process has been begun is only four years. In Georgia this tapping generally begins in April and continues up to the middle of November, while in Florida it continues throughout the entire year.

One of the most experienced independent dealers in New York predicts still higher prices for turpentine this winter and believes that there is every reason for thinking that prices will reach a higher level than ever before in the history of the industry. He bases his prediction on the fact that, although tapping is still being conducted in Florida, the Savannah market is now at 67½ cents, so that when tapping stops and the production comes to a standstill, the diminishing supply will naturally send prices up sharply. The only exception to this rule is noted when the distillers and factors have set aside heavy accumulations of spirits. Even if such accumulations are available, however, this authority believes that the price of turpentine in Savannah will reach 77 cents per gallon by January 1. Two years ago the Savannah market reached 79 cents during the winter. This year, even in the height of the producing season, the price did not decline proportionately as much as during the corresponding periods of previous years, and it is therefore likely that high prices will prevail this winter.

NO LOST TIME.

United Factories, Limited, Toronto, have not lost any time since the fire in clearing out all the stock that was damaged by fire or water. The warehouse and offices are now being re-constructed and they expect to be doing business at the old stand before the year expires. This firm has not missed a single days business and have not in any way been effected by the fire as regards filling their orders, owing to the heavy stocks carried at the Toronto, London and Newmarket factories, and also at the Montreal branch. All orders for Boeckh's brushes and brooms are now being filled promptly from their Clarence St. warehouse, and the Bryan's brushes and Cane's woodenware are being shipped direct from the factory, so that any business entrusted to their care will receive prompt attention.

The company are to be complimented in having such a capable staff who are fully equal to the task which was put upon their shoulders without a moment's notice.

Toronto, December 17th, 1906

To the Trade

We wish to thank our many customers and the Trade generally for their patronage and support during the past year. Our three factories which are fully equipped and up-to-date in every way are in a better position than ever to handle a largely increased business for the coming year. We have added many new lines and improved others, and we are now offering a larger variety than any other Brush Manufacturer in Canada, at the lowest market values consistent with quality.

Wishing you A Merry Christmas and A Prosperous New Year, we remain,

Yours Truly,

UNITED FACTORIES, LIMITED

Branches and Factories at—

MONTREAL, LONDON,
NEWMARKET and WINNIPEG.

THE STATEMENT

was recently made that **every** dealer used **ALABASTINE** in his own home or store in preference to Kalsomines or other forms of decoration. We believe this to be close to the actual fact and count on the confident recommendation of

ALABASTINE

from this **personal knowledge** of its **merits** and **superiority.**

ALABASTINE is standard, the demand is increasing and this season every Canadian home, in which a paper is read will have **ALABASTINE** brought to their notice as never before.

Our publicity campaign also includes a liberal supply of tastily printed literature, handsome show cards, hangers, etc.

In our 32-page pamphlet "**HOMES, HEALTHFUL AND BEAUTIFUL,**" we show three-color illustrations of actual **ALABASTINE** decorations.

This is without doubt, the finest advertising booklet in the trade. Dealers receive copies free, the public pays 10c.

This advertising coupled with your own knowledge of **ALABASTINE'S** merits **MEANS LARGER SALES**. Order accordingly and **DO IT NOW**, spring dating.

The ALABASTINE CO., Limited, PARIS, Ont.

ANY OLD PAINT IS GOOD ENOUGH



for the dealer who doesn't care about results, and has no ambition to build up a permanent trade and reputation, but those who want **THE BEST**, and to whom price isn't everything, sell—

"Sterling" Pure Prepared Paint

That is the reason why the best stores all over Canada carry this brand.

"STERLING" IN NAME. **"STERLING" IN QUALITY.**

Quality never shone to such advantage as in this age of keen competition.

Manufactured by

CANADIAN OIL COMPANY, LIMITED, TORONTO

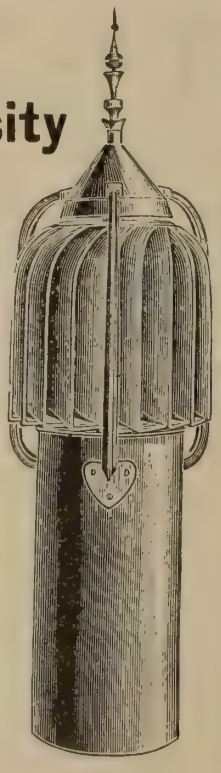
MONTREAL ST. JOHN OTTAWA WINNIPEG VANCOUVER

It Saves Lives

A Building Necessity

These are the names that have been made synonymous with

AEOLIAN VENTILATOR



We are the manufacturers of it and control the patents.

We have placed it on some of the finest buildings in the Dominion.

It is a scientific fact that no modern buildings can afford to neglect sanitation.

We are contractors and sanitary experts. Our ventilator is guaranteed and is placed in position to suit the building as to quality and size.

One Testimony

Montreal, June 12th, 1903.
Canadian Pacific Railway Company
Messrs. J. W. Harris Co., Limited,
7 St. Elizabeth Street, Montreal, Que.

Gentlemen, - Answering yours of June 1st, I am not personally familiar with the merits of the "Aeolian" Ventilators, but our Assistant Engineer, Mr. F. Crossley, reports that the Ventilators of this type manufactured by you and used by this Company at the Place Viger Hotel, Chateau Frontenac, Windsor Street Station and elsewhere, have proved satisfactory. Yours truly,

E. H. McHENRY,
Chief Engineer.

The J. W. HARRIS CO., Limited
Successors to LESSARD & HARRIS.
General Contractors and Manufacturers
MONTREAL

Reach the Right People!

Hardware and Metal want ads reach the right people. It is the only paper in Canada that will reach the hardwaremen, plumbers, manufacturers and travellers from the Atlantic to the Pacific.

For a mere trifle you can talk to all the men in Canada who are interested in the hardware trade.

Are you taking advantage of this ?

Somebody in Canada wants just what you have to sell : we can find that somebody for you.



Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office.

Hardware and Metal

Toronto Montreal Winnipeg

BERRY BROTHER'S VARNISHES

are one grand story of success

BECAUSE THEY ARE THE BEST

They are the safest goods to handle,
and the most reliable goods to use.

Write for Catalogue, Information and Prices.

BERRY BROTHERS, Limited

NEW YORK
BOSTON
PHILADELPHIA
BALTIMORE

Varnish Manufacturers
DETROIT
Canadian Factory—WALKERVILLE ONT.

CHICAGO
CINCINNATI
ST. LOUIS
SAN FRANCISCO



A Brief Paint Discourse

The fellows who tell you that all paints are about alike know more about evading the truth than they know about the paint industry.

All reputable manufacturers produce good paint but—**there is a best brand of Paint**—a brand that stands unrivalled for its lasting life and lustre.

Ark Brand Paint

You practical men know the value of a paint with no fade as a business builder. The margin of direct profit is greater on Ark Brand than on most good paints—the indirect profits in the way of pulling business, well, they're unparalleled.

MURESCO WALL FINISH

Every time you use Muresco you take out a policy assuring more business. There is no wall finish on the market comparable with Muresco, and it pays—pays well.



THE BENJAMIN MOORE CO., LIMITED
FORMERLY THE FRANCIS FROST CO., LIMITED

New York TORONTO, CANADA Chicago

Consolidated Plate Glass Company of Canada Limited

Import Window Glass

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

The Dominion Dash Company, Walkerville, Ont., will erect a new building there.

The Sydney Cement Company, Sydney, N.S., will operate their plant all winter.

Building permits issued in Toronto from December 8, to 15, amounted to over $116,000.

Stellarton, N.S., is having a new $8,000 skating and hockey rink erected, with a seating accommodation of 5,000.

A new company with a capital stock of $50,000, will be formed in St. John, N.B., for the manufacture of hardwood flooring.

Jones Bros. & Company, manufacturers of show cases, etc., Toronto, have increased their capital stock from $60,000 to $200,000.

The British Columbia Tie and Lumber Company's lumber mill at Prince Rupert, will have a capacity of 70,000 feet of lumber per day.

The Northern Navigation Company, which owned the steamer Monarch, recently lost on Isle Royale, will build a duplicate of their steamer Huronic.

Tenders are asked for the erection of a school to be built in Davidson, Sask., and will be received by F. S. T. Hutchinson, up to January 15, 1907.

The Dominion Carriage Company, Truro, N.S., has been organized with a $250,000 capital, and will erect buildings in the spring, employing 100 men.

The Vancouver Portland Cement Company are preparing to enlarge their premises, so as to have an output of 1,000 barrels per day. Their capacity is now 650 barrels per day.

The expenditure of a quarter of a million dollars at Stratford, by the G. T.R., for the erection of a new station, and extending its locomotive repair workshops, has been decided upon.

O. P. Letchworth, expresses the opinion that the Brantford plant of the Pratt & Letchworth Company, will be increased rather than reduced, despite the fact that his company is about to have another plant in Montreal.

Douglas Bros. Company, Toronto, have been incorporated, as contractors for roofing and sheet metal work, with a share capital of $100,000, provisional directors of the company will be, T. Douglas, E. Douglas and G. R. Douglas, of Toronto.

The Canadian Folding Box Company, of Brantford, was partly destroyed by fire last week, with loss estimated at $5,000. The business has been taken over by a London firm, which may result in them not rebuilding, and moving to London.

A company is to be established at Halifax, N.S., for the manufacture of railway box cars, flat cars, coal hoppers, and baggage cars. The plant will have a capacity of 1,500 cars a year, employing 250 men, with an annual wage outlay of $150,000.

Purdy Mansell Company, have been incorporated with a share capital of $100,000, as plumbers, gas, hot water and steam fitters, with head office in Toronto, and provisional directors, to be: A. S. Purdy, Wm. Mansell, C. P. Mansell, and F. Lucas of Toronto.

W. N. Sawyer, who has been general manager of the Lake Superior Corporation, has resigned his position with that firm, and will go to Cleveland, to become general manager of the Willman, Searer, Morgan Company, one of the largest engineering concerns in the United States.

Edmonton passed four money by-laws this week, totalling $275.000. Of this $121,000 was for paving, $119.000 for rails for the street railway : $45.000 for an incinerator, and $60 000 for the purchase of a third park site, two having previously been purchased. All the by-laws were passed by large majorities.

The Vulcan Company have been incorporated with a share capital of $100,000, and head office at London, Ontario, to manufacture furnaces, stoves, and other heating and cooking appliances. The provisional directors of the company will be: R. W. Shaw, E. W. M. Flock, and F. G. Mitchell, of London.

The Canadian Clothes-Pin Manufacturning Company, Arnprior, have been incorporated with a capital of $40,000, to manufacture clothes pins and all kinds of wooden ware. Provisional directors of the company will be, W. M. Howe, W. A. Cameron, R. Richardi, S. R. Rudd, M. Havey, J. J. Neilson, and J. G. Ledgerwood, of Arnprior.

The Dominion Heating and Ventilating Company have been incorporated with a share capital of $40,000, to manufacture heating and ventilating systems, also iron, brass, aluminum, etc., machinery and casting, with head office in Hespeler. The provisional directors of the company will be, E. McNally, M. A. Secord and L. Reid of Galt.

The Algoma Steel Bridge Company have been incorporated with a share capital of $40,000, and head office at S. Ste. Marie, Ont., for the purpose of manufacturing and erecting steel bridges. Provisional directors of the company will be: A. Y. Bayne, M. McCollum, C. L. Brown, M. B. Stone, of Min-

neapolis, Minn., and A. B. Hillier, of S. Ste. Marie.

C. Ormsby & Company, Toronto, has been incorporated, with a share capital of $50,000, for the purpose of manufacturing, metal roofing, sheeting, and metal building materials, also to engage in building operations, as contractors. The provisional directors of the company will be: C. E. Ormsby, W. J. Cook, and G. A. Graham, of Toronto.

The Safety Door Hanger Company has been incorporated with head office at Hamilton, for the purpose of manufacturing door hangers, hardware, and hardware specialties. The company will have a share capital of $40,000, and the provisional directors will be, W. Topping, E. W. Topping, Ashland, Ohio; J. W. Nesbitt, J. G. Gauld, and James Dickson, of Hamilton.

The Canadian Hardware and Manufacturing Company, has been incorporated with a share capital of $50,000, with heal office at Toronto, to carry on business as machinists, engineers, foundrymen, fitters, and smiths. The provisional directors will be: W. S. Harrison, W. H. Alderson, S. M. Linn, and W. J. McManus, of Toronto.

The Union Standard Furnace Company, have been incorporated with a share capital of $100,000, and head office at Toronto, to manufacture stoves, ranges, furnaces, steam and hot water boilers, radiators, pipes and heating apparatus of all kinds, plumbing and steam fitting supplies. Directors of the company will be: C. A. Ryerson C. L. Rosevear, T. M. Arnold, T. Shepard, and W. M. Weeks, of Toronto.

The Delany and Pettit Sand Paper Company has been incorporated with a share capital of $50,000, to manufacture all kinds of sand paper, and sand cloth, including garnet, flint, emery, corundum, carborundum, and all other abrasives, and in pumice and rottenstone, also glue and other adhesives. The head office of the company is to be at Toronto, and the provisional directors will be: C. Delany, C. S. Pettit, of Toronto, and T. H. Pettit, of Welland.

Notwithstanding the taking off of the bounty July 1, the net earnings of the Lake Superior Corporations for four months since the close of the fiscal year have been fully equal to those for the corresponding period in 1905. The restored bounty goes into effect January 1, 1907, and from then on, the company will receive the benefit, which should still more favorably affect the business as compared with that of a year ago. The steel rail tonnage has been running about 15,000 tons a month, and all of the subsidiary companies operated, with the exception of one trolley line, are contributing something to the net revenue, as they are all earning their fixed charges and something besides.

The Saunderson Manufacturing Company, the most recently established of Sydney, N.S. industries, is capitalized at $45,000, the directors being: A. E. Collas, Halifax, President; Gervais Lagros, Jersey; W. A. Black and Arthus L. Mervin, Halifax, R. C. Baconi, Moncton, and A. O. Saunderson, Sydney. The company are manufacturing tarred papers, ready roofings, sheathing, asphalt cements, refined tars and pitch, known as the "Seal Brand," and large shipments have already been made. A. O. Saunderson, the general manager has had long and varied experience in connection with industries of this character having been ten years manager of a plant at Halifax and subsequently held a similar position in Montreal, and afterwards in Toronto.

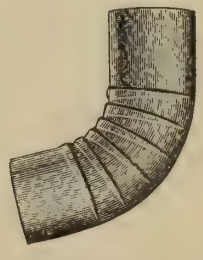
Never before was so much money paid for carrying freight in lake vessels as during the season just closed. A rough estimate places it at $61,000,000 for coal, iron ore, grain and lumber. The profits to the vessels were perhaps the largest in the history of the lakes. Careful computations based on the earnings of typical steamers show a net profit on steel ships of 13 per cent. On wooden ships of between 3,000 and 3,500 tons capacity the profits have ranged as high as 30 per cent., with an average of more than 25 per cent. on their insurance valuation. The cause of this great prosperity was the demand for the country for iron and steel. The total movement of iron ore for the season was 27,513,839 tons, an increase of 4,036 tons over 1905. Grain from Duluth moved in a larger volume than ever before. There was shipped from the head of Lake Superior 81,608,000 bushels, as compared with 59,678,000 bushels in 1905.

Details of Canada's trade for the five months ending August 31 last show a very large expansion compared with the same period in 1905. Our imports from Great Britain for the period under review this year amounted to $32,754,296, as against $27,847,690 for the year previous, and $25,934,295 for 1904. The exports were $43. 493 420 in 1904. $41,153,071 in 1905, and $55,653,099 in 1906. The imports into Canada from the West Indies up to Aug. 31 amounted to $3,106,646, a gain of $336,922 compared with 1905, and of $675,143 compared with 1904. The exports to Canada from the West Indies totaled $1,076,968, showing gains of $187,274 and $178,814 when contrasted with the same period of two years immediately preceding. The imports from the United States totalled $83,420,899, a betterment of $13,323,606 over the previous year, and $11,202,497 over 1904. Canadian exports to the United States were for the five month periods, as follows: For five months: 1904, $32,803,904; 1905, $35,892,221; 1906, $47,036,371.

LATEST CANADIAN PATENTS.

The following up-to-date list of Canadian patents is reported to us by Egerton R. Case, Solicitor of Patents, and expert in patent causes, Temple Building, Toronto:

Ferdinand W. Moore, Montreal, ironing boards; Wm. Brown, Vancouver, carbureters; Enos. W. Hogan, Kashaboiwe, Ont., machines for cutting railway ties; Albert R. Fraser, Weyburn, Sask., soldering irons; Thos. C. Davidson, Montreal, knobs for metallic covers

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nd the manufacture thereof; Wm. Henry Adams, Montreal, methods of making rubber hose; Geo. Edgar Clarke, Toronto, belt, apron, canvas or conveyer tightener; Louis B. Gadbois, Alymer, Que., incubators; Jean Patoine, Quebec, gas generators; Wm. J. O'Leary, Montreal, electric switches; Jno. E. Baechler, Carnia, line clamps; Arthur A. Tait, Winnipeg, loose-leaf binders; Chas. M. Stinson, Montreal, ground anchors; Thos. Henderson, Renfrew, Ont., processes of treating clay for the manufacture of brick; Wilber H. Horner, Toronto, loose-leaf holders; Hugh Johnston, Ottawa, pumps; Jas. Lees, Montreal, furnaces; Ed. Branch, Moose Jaw, Sask., wire fences; Thos. H. Donaldson, Toronto, varnishing machines; Lauchlan A. McLean, Toronto, bearings for cream separators; Berton H. Sills, Belleville, cushoning supporting devices for vehicles; Richard L. Myres, Winnipeg, fences; Frank B. Tofflemire, Walkerville, nut locks; Bartholemy Lafleur, Elkmouth, B.C., straight edges for circular saws; George H. Pedlar, Oshawa, metallic clips for furring; Jos. O. Lalonde, Montreal, counter sales check books; Wm. Wilfred Edmonson, Melita, Man., milk pail holders, Wm. A. Milne, Brown's Corners, Ont., tubular conveyers for peat collecting machines; Geo. H. Pest, Hampton, N.B., set rings; Jos. Savage, Kingsey Falls, Que., wire stretchers; Ephraim Corbett, Toronto, stair carpet fasteners; Wm. Brown, Vancouver, carbureters; Wallace W. Parsons, Hamilton, devices for locking bolts; Alfred Jno. Raynor, Toronto, water tube boilers; Julie Lemon, Mono Mills, Ont., clothes lines and cases therefore; Jno. F. Ross, Toronto, cans; Jas. Birrell, Winnipeg, Man., combination motor plows, seeding and harvesting machines; Pat. J. Creedon, Peterborough, auger bits; Jos. Moreau, St. Germain de Grantham, Que., rossing machines; Wm. J. McMartin, Winnipeg, Man., metallic studding; Chas. Vollet, Amherst, N.S., mitre clamps; Jas Lang, Toronto, turbine pumps; Art. D. Colquhoun, St. Marys, Ont., compositions of matter for the removal of scale from the inside of steam boilers; Acland Oronhyatekha, Deseronto, Ont., steam boilers; Rosario Cardinal, St. Phillippe de Laprairie, Que., ditching and grading plows; Robt. A. Chambers, New Glasgow, N.S., apparatus for testing pneumatic tools; Wm. Sclater, Montreal, reinforced gaskets; Geo. Yeates, Montreal, low water alarms and detectors; Francis Jacques, Chatham, Ont., fly nets for horses; Isaac Newton, Merritt, Grassies Corners, Ont., lift and drop gates; R. H. Firward Benn, Montreal, processes for recovering turpentine and other products by the distillation of resinous and other woods; Henry Waller, Binscarth, Man., wire stretchers; Amos B. Cunningham, Peterborough, Ont., pre-payment devices in electric meters; Jno. W. Innes, West Zorra, Ont., devices for regulating the speed of machinery operated by windmills; Jno. J. Stevens, Galt, cutter heads; Samuel McAdoo, Toronto, boiler flue cleaners; Geo. Adams, Franklin, Centre, Que., sap bucket covers; Lottie G. Fader, Bayside, N.S., axle repairers; Wm. T. McCauley, Osgoode, Ont., mud guards for vehicles; Wm. McArdle Montreal, smoke consumers; Geo. W. Robertson, Marysville, N.B., churns; Jno. Kilburn, Fredericton, N.B., churns; Jas. L. Hickok, Winnipeg, loose leaf binders; Geo. W. Mallory, Blenheim, Ont., door checks and closers; Robert D. Hassan, Ottawa, apparatus for burning powdered fuel; Willoughby Moffat, Hamilton, mop wringers; Melburn H. Tupper, Toledo, Ont., folding brushes; Ira Sellers, Edmonton, harness buckles; Ira Teeter, Chatham, Ont., fifth wheels; Alfred Deschambault Whitewood, Sask., stone pullers; Jos. Moreau, St. Germain de Grantham, Que., potato diggers; D. W. Krellwitz, St. Catharines, portable hoisting derricks; Cyrus Dolph, Presten, Ont., watering bowls; Wm. S. Atwood, Westmount Que., brake rod connections; Charles F. Wagner, Toronto, metallic ceilings; Emile C. Ricard, Verner, Ont., non-refillable bottles; F. W. Hoare, et al., Collingwood Ont., repair bands for pneumatic tires; Chas. W. Robinson, et al., Hamilton, wheel machines; Chas. S. Ferry, Montreal, smoke consumers; Jos. Delonchamp, Jr., Marieville, Que., tandem bicycle connections; Martin T. Brennan Montreal, display cabinets; Wm. Jno. Herald, Hamilton, wire drawing machines; Evangelice Brisebois, St. Jovite, Que., sawing apparatus; Rob. A. Chambers, New Glasgow, N.S., conveying apparatus; Art. Gastonguay, St. Andre de Restigouche, Que., baling presses; Richd. Pike, Montreal, Que., elevators for clothes lines and the like; Jas. A. Walters, Sydney, N.S.i show cases; Chas. N. Choate, Woodstock, Ont., cement block machines; Chas. C. Brown, Revelstoke, B.C., window shade supports; Isaac McHenary, Toronto, traction wheels; Robt. P. Moodie, Ottawa, gas or gasoline engines; Alfonso L. Jaynes, Toronto, Ont., time recorders; Alfred Standfield, et al., Montreal, Que. processes for smelting; Louis Barceloux, St. Guilaume Station, Que., track gauges and levels; Jno. L. Brower Montreal, Que., punching machines; Richard P. Nolan, Havelock, Ont., automatic warning signals for air brake systems; Otto Wm. Meissner, Montreal, dump cars; Philip Vollmar, Chatham, Ont., washing machines; Thos. B. Watt, Chatham, Ont., range boiler heaters; Ed. D. Nousseau, Hull, Que., rotary engines; Chas. E. Harper, Whitby, Ont. feed rolls for wood planing machines; Carl K. Jansen, Tillsonburg, Ont., blanks for forming six tined pitchforks; Geo. Crompton, Toronto, combination wire perforating and forming machines; Andrew Murdock. Montreal, shower baths; Fred A. Hance, et al., Huntsville, Ont., adjustable box lids; Emmanuel Boyler, Peterborough, Ont., carburetters for explosive engines; Jos. S. Visger, Montreal, head rests for beds; Fred A. Hanes, Huntsville, Ont., ratchet wrenches and bits.

The Schaake Machine Works, New Westminster, B.C., will spend $50,000 erecting new machine shops.

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Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

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Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day

you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods? They include a rare variety of money-makers That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.

Look at our list of Agencies. It will pay you to get acquainted.

AGENCIES:

Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works, Limited, Windsor, Ont.
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Dowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co., New Brunswick, N.J
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Sparls Mfg. Co., Newark, N.J.
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LUDGER GRAVEL

22 and 28 Jacques Cartier Square
MONTREAL

PHONES :
Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.
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The advertiser talks to you through Hardware and Metal. You should talk to him through correspondence.

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first insertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

HARDWARE BUSINESS WANTED.

WANTED to buy a good hardware business about $4,000 stock. Nothing but an A1 business considered. Box 10 HARDWARE AND METAL, Winnipeg. [51]

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STOVE SALESMAN WANTED—For territory east of Toronto; one with established trade preferred; state references and qualifications, also salary required; answer only by letter. Guelph Stove Co., Limited, Guelph. [52]

WANTED an assistant to editor of Hardware and Metal in Montreal—Young man preferred who has had some experience with the hardware or metal trades; Excellent opportunity for advancement; state experience and salary expected; all applications treated confidentially. Address, Manager, HARDWARE AND METAL, Montreal.

WANTED—Two experienced hardwaremen at once. C. M. Cutts & Co., Toronto Junction, Ont. (51)

WANTED—A hardware clerk with extensive experience to go to Edmonton. Apply stating salary expected and experience. Ross Bros., Ltd. Edmonton. [51]

WANTED—An experienced hardwareman at once; write with references and state salary expected to Box 273, Tilsonburg, Ont. [tf]

TRAVELLER WANTED

TO sell a line of established successful coal heaters, also wood heaters, on commission; must cover territory twice or oftener, say once between January and April and again between May and August; state lines now carried and territory covered; liberal commission given; Box 573, HARDWARE AND METAL, Toronto. [1]

BUSINESS CHANCES.

GOOD store and tinsmithing business for sale—in one of the best sections in Ontario; fine opening for hardware; no opposition. Box 27, Claremont. [51]

STOVES—An established. successful working line of patent coal, also wood heaters, for sale; including patent, patterns, materials and some completed stoves; also machinery and dies, if wanted; will go with a line of heaters or ranges, or to sell with some hardware specialty; proprietor has other pressing interests. Address Box 574, HARDWARE AND METAL, Toronto. [1]

WANTED

by January 1st, 1907,

Glass Salesman

Must be experienced and reliable, state references and qualifications, also amount of salary required. Apply only by letter to

Consolidated Plate Glass Co., Limited

Toronto, Canada. (52)

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

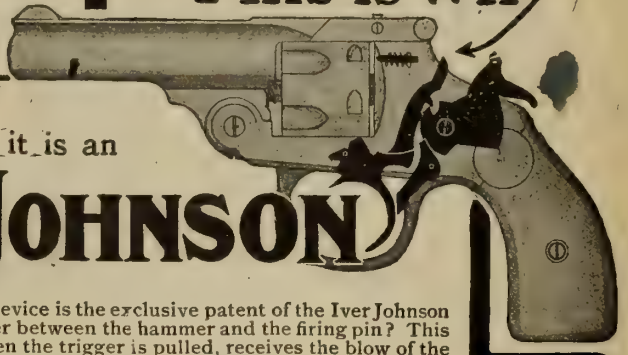
Don't forget to mention Hardware and Metal.

Accidental Discharge Impossible—

True only if it is an

IVER JOHNSON

This is why



The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

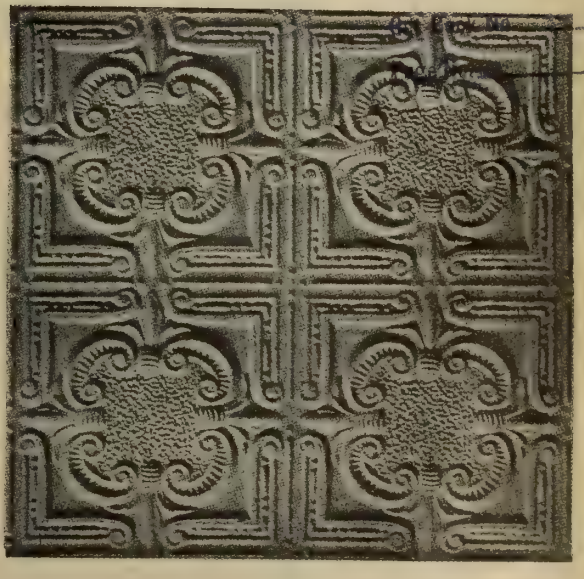
BETTER USE THE BEST

RETURNED Dec 27 to Galt

Our "**CLASSIK**" ceilings cost no more than ordinary kinds, but they have the great advantage of beautiful and harmonious designs, ranging from comparatively plain patterns (such as shown in accompanying cut) to the most elaborate and decorative ornamentation.

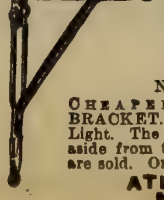
Added to this, we have made the matter of PERFECT FITTING JOINTS a strong point. That's why our ceilings look so well when finished.

We ship promptly. Try us and see.



The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, **THE McCLARY MFG. CO.**, Winnipeg and Calgary.



Will Hold up a Shelf

That's what a shelf bracket is for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., New Haven, Conn.

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—"Machinery," Newport.

Emlyn Engineering Works NEWPORT, MON, ENGLAND

THE STANDARD IDEAL SANITARY CO., LIMITED

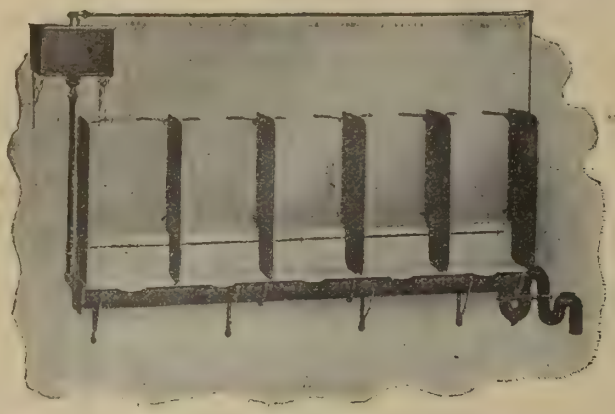


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street ***Montreal: 128 Craig Street West***
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HOME OFFICE and FACTORIES: PORT HOPE, ONT.

MODERN PLUMBING GOODS and ARTISTIC LIGHTING FIXTURES

Manufacturers of

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

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We make Gas, Electric and Combination fixtures in a large variety of designs—Crystal, Art Glass and Hammered Brass Work.

Special designs submitted conforming with any elaborate interior decorative work.

BRASS RAILING WORK.



Our Closet Combinations include

The "Astoria"

Highest Grade Siphon-Jet Bowl, Special Design, having extra large water seal. Piano polish wood work with special Saddle Seat.

The "Simplex"

Our Standard Low-down Syphon-Jet Combination, strictly high-grade.

The "Elgin"

Low-down Wash-down outfit. A perfectly Sanitary closet at a moderate price.

The James Morrison Brass Mfg. Co., Limited, Toronto

93-97 West Adelaide St.

Plumbing and Steamfitting

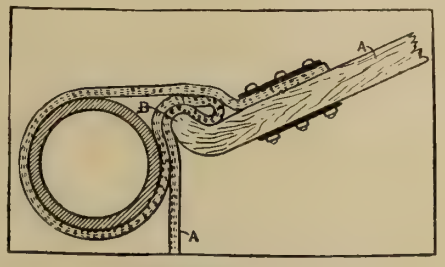
DEPARTMENTAL STORE COMPETITION

John H. Allen, in the National Hardware Bulletin

The Master Plumbers and Steam and Hot Water Fitters of the United States have for many years been well organized into associations. The wholesale dealers in these goods are likewise organized into associations and work in harmony with the associations of manufacturers of plumbing and heating goods and also with the associations of master workmen who install the materials. Through the ceaseless efforts of these organizations extending in the case of the Master Plumbers over a period of twenty-four years, and in the case of the Steam and Hot Water Fitters over a period of eighteen years, the distribution and installation of plumbing and heating goods have been more than usually well confined to what are termed "legitimate channels." There has been a tendency on the part of the department stores to carry goods which in some cases closely border upon plumbing supplies, and in some cases, which are actually of that character. But as plumbing goods and the public health are so closely allied, and as nearly all cities have ordinances providing for the sanitary installation and inspection of plumbing work, it is almost essential that such materials shall be installed by master plumbers, and as through their associations both national, state and local, they have taken the stand that master plumbers should not install goods which are not purchased of them, this tendency referred to has not made much headway.

The mail order houses, however, are able to command a market, reaching as they do the country trade, where plumbers and steamfitters do not abound but where water supply is available through wind power, and where recent years of prosperity have placed the farmer in a position to be able to secure sanitary conveniences. As yet the master plumbers and steam and hot water fitters do not keenly feel this kind of competition, but efforts are being made to forestall it, there evidently being a feeling that it will increase to dangerous proportions. It is growing constantly. One catalogue house in Chicago has been able to place in charge of its steam and and hot water heating department one of the best designers of steam and hot water heating plants to be had. The same firm carries a very large stock of plumbing supplies and does a large business. I have understood, although I do not give this as being authoritive, that fifty per cent. of the plumbing goods sold by the catalogue house referred to are sold direct to the plumbing trade, that twenty-five per cent. more go to building contractors, and that only twenty-five per cent, is sold directly to what is known as the consuming trade.

The volume of goods handled by this house has been so great that, not being able to secure the goods from manufacturers direct because of trade understandings, they have purchased immense plants in which they manufacture their own product. This would seem to indicate that the business is sufficiently large to warrant their staying in it. Because of the fact that most of the plumbing goods sold by them direct to consumers are put in by people not engaged in the plumbing business, there are no cases where master plumbers have been seriously affected or driven out of business by this form of competition, and in the large cities we are quite certain that master plumbers and steam and hot water fitters are not affected at all. Still, the volume of business which has been done by the catalogue houses is sufficient to have attracted the attention of the trade and through their associations the subject is now being agitated and a solution of the problem is being sought. There is intense hostility among the wholesale dealers and the master plumbers, steam and hot water fitters against this kind of business, and if there is any way to prevent the manufacturer from selling plumbing and heating goods to the catalogue houses, I dare say it will be found. But up to the present time no such solution of the difficulty has been discovered.



Home-Made Wrench.

FRICTION PIPE WRENCH.

A simple friction wrench for manipulating polished brass and nickel-plated pipes writes John Weldon, in Popular Mechanics, and shown in the accompanying sketch, is constructed of the handle, A, a piece of oak wood 1 inch thick, 3 inches wide, 14 inches long, with end of same rounded as shown at B; a piece of canvas, C, so folded as to make three thicknesses and the same width as handle and about 18 inches long, so that it will encircle all ordinary work. It is fastened about 3 inches from end of handle by means of two brass plates 3 inches square and five countersunk bolts as shown.

To use the wrench pass the canvas around the pipe or other cylindrical object and tuck the folded end between the canvas and wood, as shown in the sketch. Then, when the handle is pulled down, the canvas will tighten around the pipe and under all ordinary conditions produce sufficient friction to turn it.

The use of this wrench will not mar the surface of the work, nor bend the pipe, because the compression is distributed evenly over nearly the entire circumference.

FREQUENT TESTS OF PLUMBING SYSTEMS.

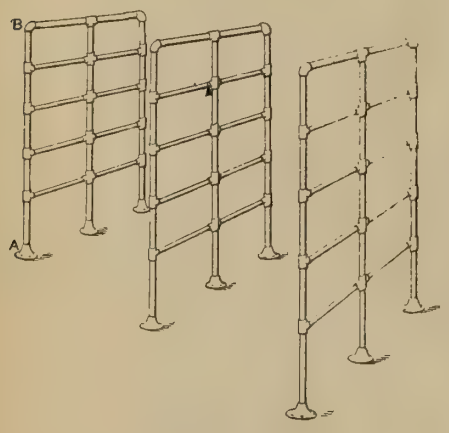
The plumber who does not call the attention of his customers to the desirability of occasionally having the plumbing in their buildings subjected to a test is overlooking an important source of profit. Some plumbers may be surprised to know that there are property owners in New York City who make it a point to have the plumbing in their fine residences tested every year, and in the fall season when they are about to return from a sojourn in the country to their city homes the plumber is employed to make a test. The advisability of this course is shown in the experience of an owner of a fine residence on Fifth Avenue in New York. The annual test of the plumbing for several years had disclosed no leaks of any character, notwithstanding that a combination of the peppermint and smoke test was applied. This fall, however, on returning home, split hubs in the wall stacks, broken wiped joints on vent connections and strained connections to many of the fixtures were discovered, requiring a great deal of work to put this plumbing system in a sanitary condition.

Naturally some investigation was made to discover the cause, and it was found that the residence was not the only one in the immediate vicinity which had suffered in a similar way. The true cause was found to be the excessive blasts used in building operations in the immediate vicinity. Under much of New York City and very near the surface in many places is hard rock, which must be drilled and worked very much the same as a stone quarry to provide a cellar for a new building or to carry foundation walls down in accordance with the building regulations. Formerly contractors showed some consideration for the rights of owners who had already erected buildings. In recent years apparently no thought is given to anything else but blasting out the cellar at the cheapest possible cost. In consequence dynamite is used, and in such quantities that the whole rock ledge underlying buildings for some distance is severely shaken, and occasionionally rocks are thrown up in the air to endanger the lives of the people and cause damage to adjacent buildings. It

is remarkable that no action has been brought against the responsible parties for this violation of the rights of property owners or calling in the Board of Health to prevent the destruction of the plumbing systems which have so important a bearing on the health of the occupants of the building and over which the Health Board has in the past exerted such a stringent supervision.—Metal Worker.

KEEPING THE APPRENTICE AT WORK.

Perhaps one of the reasons why I appreciate the short-comings of the present apprentice system is that I was at one time an apprentice myself and learned the trade, writes Alex. Wallace in the Metal Worker. In those days we not only had to do all sorts of apprentice work, but we washed the windows in the shop, took care of the horse, and if there was anything to be done the apprentice usually had a finger in the pie. Probably one of the reasons why we cannot obtain competent journeymen at present is be-



A Pipe Rack of Pipe.

cause employers for the past 10 or 15 years have tried to get value received out of the apprentice and give him little or no instruction. The slack season is now coming on in many establishments and probably not a few apprentices will be summarily dismissed and left to shift for themselves during the winter. Some of these will come back in the spring, but they will be the poorest ones, as the brighest boys and the most ambitious ones will have hunted for another job either in a factory or some shop which promised them steady employment all the year round. Consequently the plumber must start in with the first work of the spring to train in new boys, unless he thinks of some method to hold on to the old ones.

For the past half dozen years I have made it a practice to keep the brightest of the boys at work all winter even if I lost money in doing it, which I usually did; but I have figured it down pretty close and find that my losses were not much. In fact, last winter, keeping three boys, I found that two of them paid their own way, while on the third I was out a dollar a week. The first month's work in the spring, however, more than made up the dollar a week loss and I was in better shape throughout the busy summer than any of my competitors.

Keeping the boys busy is the particular thing. It is no advantage to the plumber or to the boy to hire a boy and let him sit on the top of a bench smoking cigarettes and listening to the talk of the men all winter. It makes him lazy and when spring comes he does not know what it is to get out and hustle. A good share of the time I keep the boys busy sorting things, cutting nipples of all kinds and sizes out of left over pieces of pipe, melting lead pigs up in small cakes so that they can be more readily taken on the job, and melting up old lead traps and skimming off the dross so that it can be used for calking lead in the spring. Nipple cutting is the best work for the boys, as it teaches them the use of the machines, gets them accustomed to make actual measurements and uses up the old pipe in the shop. The money expended in cutting nipples with untrained boys will just about buy nipples from some supply houses, but I get a better nipple, use up my old pipe and keep the boys working, so I count it a gain.

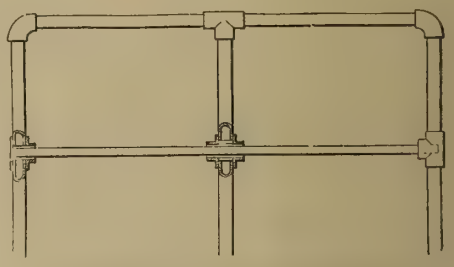
I have often had them build up benches and racks out of pipe in order to facilitate work in the spring and get them more accustomed to making exact measurements. The pipe rack that two of my boys made a couple of years ago is so satisfactory to me that I have sketched it so that other plumbers may build one like it. It is composed of three frames, each made up of pipe, elbows and tees. An enlarged section of a portion of the rack is shown in the smaller illustrations, which gives a clearer idea of its construction. The boys made up the legs of 1 1-2 inch pipe, putting 1 1-2 inch fittings as shown. The top is joined together rigidly by elbows, and the laterals, which in turn support the pipe, are made of 1 inch pipe slipped through the middle leg and into the sides and then the whole screwed up tight. The reason why 1 inch pipe is used is that, fitting loosely in the 1 1-2 inch fittings, it can roll when pipe is being pushed into the rack, the cross-pipe rests thus acting as supporting rollers and making it easier than otherwise to handle pipe being put into or taken from the rack. In my shop all the pipe is put in from the right hand end and taken out from the left hand end, where the machine is located. This saves handling the pipe once and facilitates working,. The larger pipe, of course, is kept on the bottom rack, with the smaller sizes higher up. Black pipe is laid in one side of the rack, while galvanized is placed in the other.

The Welland Canal was officially closed December 17, and everything is being made secure for winter.

BALTIMORE'S NEW SEWERS

Work has been started on the much-talked-about and long-deferred sewerage system which is to make Baltimore the healthiest city in the land. The enabling act of the Legislature provides for two complete systems—one for carrying off storm water, which will empty into the harbor, and the other sanitary, with and elaborate disposal plant located in the county. The work is one of extraordinary magnitude and, incidentally, Baltimore is the only city in the country which has undertaken the construction of a storm water and a sanitary drainage simultaneously. It is a stupendous project, involving many complications and engineering problems. Contracts for ten miles of the storm sewers and two miles of the sanitary sewers have been let. The latter is to connect with an experimental disposal plant, but will eventually form a part of the completed system.

An idea of the prodigiousness of the undertaking may be obtained when it is stated that the two systems embrace 1,400 miles of sewers. It is estimated that the sanitary system will be completed in about seven years, the storm sewers may take longer, as they are larger and more complicated. Concrete will enter largely into the construction and arrangements have been made to supply this commodity in quantities needed, so there will be no delay on account of material. The greatest diffi-



Enlarged Section Showing Construction.

culty will be the mesh of gas and water mains which spread over the city like network. The railroad tunnels are another problem to be dealt with, but it is believed the plans have discounted these drawbacks and the work will be pushed to completion without delay. There are now available about $10,000,000 for the big job, but it is impossible to forecast what will be the ultimate cost.

With the work completed Baltimore will have as perfect a sewerage system as any city in the world. It is an immense outlay, but it is believed Baltimore will be more than compensated by the advantages derived and by the inducement a healthy, hygenic city presents to attract capital and a desirable increment to its residential population.

GIRLS STUDY PLUMBING.

A new class has been established at the Toledo manual training school for the study of household sanitation planning and plumbing will be started within a few days for the young ladies attending the school. The school authorities are of the opinion that these studies are conducive to a happier married life. The drawing of architectural plans is also included.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 21, 1906.

Business has naturally fallen off somewhat during the past week, but it is still far above the average volume of trade for this season, and the staffs of the various supply houses here have been kept very busy. In fact one frequently hears a wish expressed that trade should fall off a little so as to enable the annual stock-taking to proceed.

Iron pipe is beyond a doubt becoming more scarce with every day. It is very difficult, now, to fill orders for many sizes. Prices have not yet been advanced, however.

RANGE BOILERS—There is a good demand and the following prices are well maintained: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—Primary markets are still rising, and pipe is firmer. We still quote 5 per cent. discount f.o.b. Montreal, Toronto, St. John, N.B., Halifax: f.o.b., London, 15c per hundred lbs extra; f.o.b. Hamilton, 10c per hundred lbs. extra.

IRON PIPE FITTINGS—The usual trade is being done at unchanged prices. we quote: Discounts on nipples, 1-4 inch to 3 inch, 75 per cent., 3½ inch to 2 inch, 55 per cent.

IRON PIPE—Supplies are all the time becoming shorter. Prices, however, remain as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, 11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27.00; 2 inches, $36.50, discounts on black pipe, 1-4 inch, 61 per cent.; 3-8 inch, 61 per cent.; 1-2 inch, 70 per cent.; 3-4 inch and upwards, 72 per cent.; Discounts on galvanized pipe:1-4 inch, 46 per cent.; 3-8 inch, 46 per cent.; 1-2 inch, 60 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches. $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 70 per cent., and for galvanized 60 per cent.

SOIL PIPE AND FITTINGS—Our prices remain as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Quotations are unchanged. Our prices are: Bar solder, half-and-half, guaranteed, 25c; No. 2 wiping solder, 22c.

ENAMELWARE — Prices are currently quoted as follows: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65 special, $18.65; plate E11 and E21 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, December 21, 1906

Business in both plumbing and heating is comparatively slow on account of the lateness of the season and shortage of iron pipe. All jobbers of pipe continue to report a scarcity, and as soon as a carload is received it is rushed out to customers who have been waiting for supplies for several weeks. In many cases journeymen have been laid off work waiting for pipe to be secured. The greatest scarcity exists in ¼ inch size. The reason given for the scarcity by manufacturers is their inability to secure skelp, the chief source of supply being from The United States Steel Corporation. This has suggested to some that the Steel Corporation is behind recent changes among Canadian producers of iron pipe, the shortness of skelp being used to work up the price of pipe to a profitable figure where it can be kept permanently by a strong combination. This is interesting to users of pipe as it indicates a possible scarcity both of skelp and pipe for several months to come.

Soil pipe which has been sold at open market prices during the past few months is slated for an advance within the next few days. Makers have been selling at rock bottom without advancing selling prices while the price of iron has jumped several dollars per ton. As intimated by us some weeks ago, the existing low prices would probably continue until the first of the year, but we are now looking for an immediate advance. Another line on which we expect to see higher prices is hot water boilers. A couple of months ago stoves, furnaces and radiators advanced, but boilers remained unchanged. Present indications are, that they will be advanced 5 or 10 per cent in keeping with the higher cost of raw material.

Changes are also being made in compression, fuller and ground work. One house is quoting the following advanced prices:—1½ inch compression bibbs, stops and stop and wastes discounts have been lowered from 60 to 55 per cent., on other sizes, ⅝ and 1 inch 45 and 5 irs now quoted except stop and wastes which are straight 45. ½ inch ground work is quoted at 55 and other sizes 57½. ½ inch filler bibbs are quoted at 65 per cent., and other sizes 55 and 5 per cent.

No changes have yet taken place on enamelware, an advance having been looked for as a result of the increased tariff on all earthenware and enamelware lines.

LEAD PIPE — The discount on lead pipe continues at 5 per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 6c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS — We continue to quote: Medium and extra heavy pipe and fittings, 65 per cent. off; light pipe and fittings, 60 per cent. off; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The scarcity is not being relieved and work is being delayed. One-inch black pipe is now being quoted at $4.80 and one-inch galvanized at $6.43. Full list in current market quotations.

IRON PIPE FITTINGS — New lists are as follows: Cast iron elbows, tees, crosses, etc., 62½ per cent.; cast iron plugs and bushings, 62½ per cent.; flange unions, 62½ per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent, hangers, 65 per cent.; standard list.

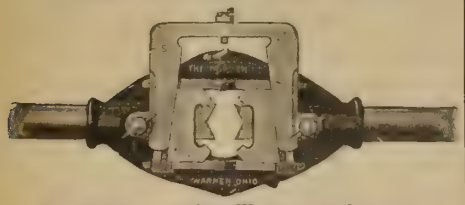
GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. Copper range boilers are now net list.

RADIATORS—Prices are very stiff at: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance also.

SOLDER — Quotations remain firm as follows: Bar solder, half-and-half, guaranteed, 27c.; wiping, 23c.

ENAMELWARE—We quote as follows: Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25; plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

THE NEW
"SOLID-ADJUSTABLE"
HAND STOCK AND DIES

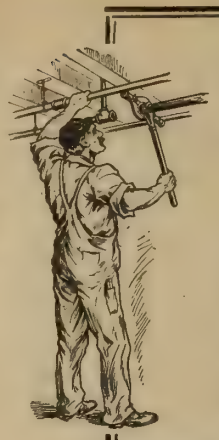


At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

BERLIN, - ONTARIO

Selling Agents for Canada

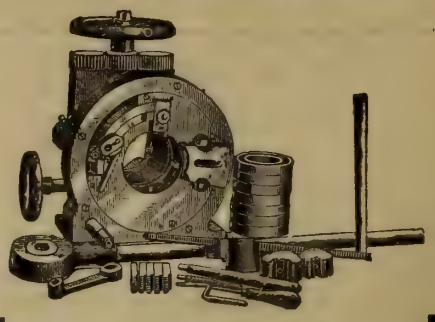


Time and Trouble Saved

by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong Stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe-fitters. Write for catalog and prices.

THE ARMSTRONG MFG. CO.
292 Knowlton St.,
Bridgeport, Conn.

A Certain Sense of Satisfaction



goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

Catalogue for the asking.
Quick shipments.

THE CANADIAN FAIRBANKS CO.
Sole Agents for Canada Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

WHEN I SELL TO A DEALER

I sort of look after that dealer. I know he has entrusted his confidence to me, and I don't want him to regret he did so.

My looking after him means supplying the Heating Goods he asked for and in the time he mentioned.

I'LL DO THAT FOR YOU

ORLANDO VICKERY

178-180 Victoria Street TORONTO, CANADA



YOUR WHOLESALER

is the person to see about

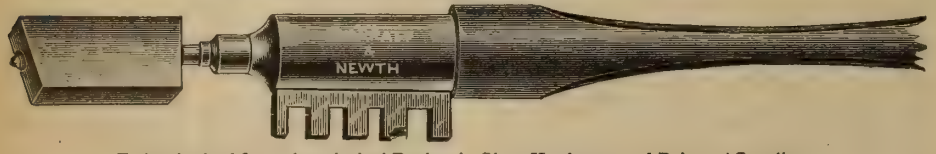
"Diamond Brand" Fittings

and see him right away!

OSHAWA STEAM & GAS FITTINGS CO., LIMITED
OSHAWA, CANADA

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware, and Painters' Supplies.

Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

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IT COSTS NOTHING IF IT DOESN'T SATISFY

STERNE'S ASBESTOS STOVE AND FURNACE CEMENT

You order on approval.
We take the chances—not you

G. F. STERNE & SON, Manufacturers
BRANTFORD, ONT.



HAND GROUND

HIGH GRADE
DON'T LEAK
WORK EASY
NONE BETTER

Guaranteed 5 Years

2 COCKS FREE

For every one sent you defective.

Glauber Brass Mfg. Co.,
CLEVELAND, O.

Forwell Foundry Co.

BERLIN, ONT.

Manufacturers of

SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand

Strictly Brand

IS A FAVORITE

Solder



A Specialty of

and PACKED by

THE CANADA METAL CO., Toronto

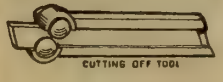
ARMSTRONG TOOL HOLDERS

STRONG TRADE MARK

STRONG TRADE MARK

MAKE ONE POUND OF TOOL STEEL EQUAL TO TEN POUNDS IN FORGED TOOLS

SAVE ALL FORGING, 70% GRINDING



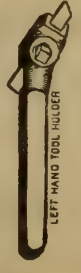
YOU *CANNOT AFFORD TO BE WITHOUT THEM IF YOU DO LATHE AND PLANER WORK.*

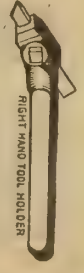


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Williams & Wilson, Montreal
Aikenhead Hardware, Limited, Toronto
A. R. Williams Machinery Co., Toronto, Winnipeg, Vancouver
Wood, Vallance & Co., Hamilton
Frothingham & Workman, Limited, Montreal
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Write for our latest catalog.





ARMSTRONG BROS. TOOL CO.

"THE TOOL HOLDER PEOPLE"

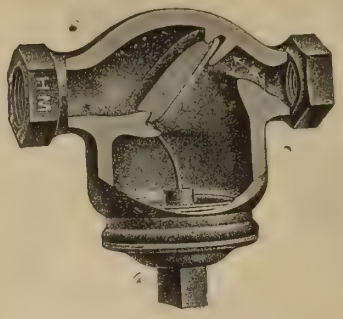
106 N. FRANCISCO AVE., CHICAGO, U.S.A.





Mueller Water Strainer

PATENTED



C—109

Foreign matter can't cling to the screen in this strainer and choke it. A baffle plate at the inlet receives the first impact of foreign matter and deflects it past the screen into the pocket. Made in regular pipe sizes up to 3-inch and in larger upon order.

THE MARK OF UNCONDITIONAL DECATUR H⊙M ILL. U.S.A. REGISTERED TRADE MARK GUARANTEE MUELLER GOODS

H. MUELLER MFG. CO.

Decatur, Ill., U.S.A. *New York, N.Y., U.S.A.*

Hardware and Plumber—





We have pumps suitable to any demand made upon you by most exacting customers.

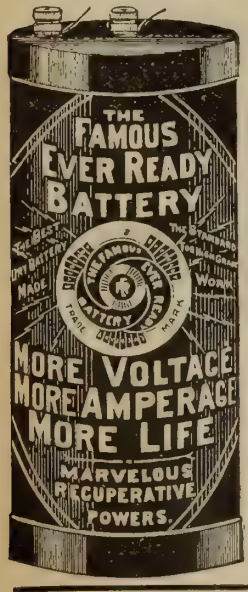
Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

We have a few catalogues for distribution

The R. McDougall Co., Limited

GALT, - CANADA



The Ever Ready Dry Battery

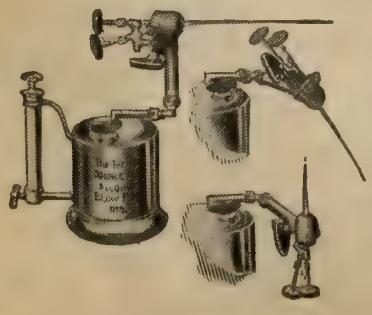
FOR AUTOMOBILE and

GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.



HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries. Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded. Jobbers sell at factory price, **$9.75 net.**

THE TURNER BRASS WORKS

53 MICHIGAN STREET, CHICAGO, U.S.A.



Kerr's Standard and Jenkin Disc Radiator Valves

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, strictly high-grade

The KERR ENGINE CO., Limited

Manufacturers

WALKERVILLE - ONTARIO

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY

Stocked by all leading jobbers throughout the country



Plain Engine Lubricator with or without Drain and Tube, extra heavy

PENBERTHY

Hardware dealers should specify our goods in order to get the best



Plain Steam Whistles with heavy valve

We want to impress upon every dealer the advantages of selling Penberthy Injectors. They have been before the public so long and have given such splendid satisfaction, that it simply means "wrapping it up" for your customer—and a good substantial profit on your investment. Nothing to charge to time lost talking something just as good.

MANUFACTURED BY

PENBERTHY INJECTOR CO. LIMITED

WINDSOR, ONT.

AUTOMOBILE BRASSES

GAS ENGINE BRASSES

PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY PENBERTHY



Christmas Greetings



RETURNED Feb 16/07 to Buggs Cut E... No. 60 Page No. 63

RETURNED Feb/16/07 to A.A. Buggs 60 63

We extend to all our Friends and Patrons the Compliments of the Season. We ask you to accept our heartiest expression of good will and fortune, and hope ever to remain

Sincerely yours,

CLUFF BROTHERS

Selling Agents for WARDEN KING & SON, Limited

Lombard Street, TORONTO

QUIT TAKING CHANCES You can't carry on any kind of business campaign to a successful issue—unless you are certain about your base of supplies. When you place an order with us you take out an insurance policy guaranteeing success. Quality—trade-building quality is stamped through and through our

READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPERS

These are our brands

"BLACK DIAMOND"



TARRED FELT

AND

"JOLIETTE" and "CYCLONE" SHEATHING

QUALITY and PRICE always right

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Dec. 21, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb...	0 27½	0 28

BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.
Spun.....

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 50c.; Metallic, 30c.; Hercules, 20c; Star, 15c; No. 1, 12c, No. 2, 10c.; No. 3, 7c.; No. 4, 6c. James Robertson Company—Extra Monarch, 45c.; No. 1 Monarch 30c; "King" Anti-friction, 20c.; Fleur-de-lis Anti-friction, 15c; No. 1 Thurber, 12c; Philadelphia, 10c.; Canadian, 7c.; Hardware babbit No. 1, 10c; Hardware babbit No. 2, 8c.; Hardware babbit No. 3, 6½c. Discount on Hardware No. 1, 2 3, 15 per cent. All others net list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ½ to 2 in.	0 31

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots	25 00	25 50
Bars.		
Cut lengths, round, ½ to 2 in.	31 00	32 00
Sheet.		
Plain, 16 oz., 14x48 and 14x60	29 00	30 00
Plain, 14 oz.	30 00	31 00
Tinned copper sheet, base	27 00	33 00
Planished base	27 00	37 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base	0 27	0 30

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 60	2 60
12 gauge	2 60	2 65
14 "	2 60	2 60
17 "	2 40	2 50
18 "	2 40	2 55
20 "	2 40	2 55
22 "	2 40	2 70
24 "	2 45	2 75
26 "	2 55	2 85
28 "	2 60	3 00

CANADA PLATES.

Ordinary, 52 sheets	2 80	3 00
All bright "	3 90	4 00
Galvanized Canada Plates, 52 sheets		4 35
" " " 60 "		4 60

	Ordinary.	Dom. Crown.
18x24x52	4 25	4 35
" 60	4 50	4 60
20x28x80	8 50	8 70
" 94	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 60	3 95
22 to 24 gauge	3 95	4 00
26 "	4 30	4 20
28 "	4 45	4 50

Apollo.

10¾ oz. (American gauge)		4 60
28 gauge "		4 40
26 " "		4 00
24 " "		3 80

	Comet.	Queen's Head.	Bell.
16 to 20 gauge	3 60	3 75	....
22 to 24 gauge	3 75	3 90	....
26 "	4 30	4 45	....
28 "	4 45	4 60	4 45

Less than case lots 10 to 25c. extra.

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb	2 15	2 25
Forged iron "	2 40	....
Refined " "	2 55	2 70
Horseshoe iron "	2 55	2 70
Hoop steel, 1½ to 3 in. base	....	2 80
Sleigh shoe steel "	2 25	2 30
Tire steel	2 40	2 50
Best sheet cast steel	...	0 12
B. K. Morton "Alpha" high speed.		0 65
" annealed	....	0 70
"M" Self-hardening	....	0 50
"J quality, best warranted	....	0 18
"I " warranted	....	0 14
"B.C" quality	....	0 09
Jonas & Colver's tool steel	0 10	0 20
" "Novo"	. .	0 65
" " annealed	....	0 65
Jowett & Sons B.P.L. tool steel	....	0 10½

INGOT TIN.

Lamb and Flag and Straits—		
56 and 28-lb. ingots, 100 lb.	$46 50	$47 00

TINPLATES.

	Per box.
Charcoal Plates—Bright	
M.L.S., equal to Bradley—	
I C, 14 x 20 base	$6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
Dominion Crown Best"—Double Coated, Tissued.	
I C, 14 x 20 base	5 75
I X, 14 x 20 "	6 75
I X X, 14 x 20 "	7 75
Allaway's Best"—Standard Quality.	
I C, 14 x 20 base	4 50
I X, 14 x 20 "	5 25
I X X, 14 x 20 "	6 00
Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50
Charcoal Plates—Terne	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 00
I X., Terne Tin	9 50
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	7 50
" 14x60, " }	
" 14x65, " }	
Tinned Sheets.	
72x30 up to 24 gauge	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb	5 40	5 50
Bar, "	....	5 25
Sheets, 2½ lb. sq. ft., by roll	....	0 06½
Sheets, 3 to 6 lb. "	....	0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

SHEET ZINC.

5-cwt. casks	8 00	8 25
Part casks	8 25	8 50

ZINC SPELTER.

Foreign, per 100 lb	7 25	7 50

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, dis. half inch 60 per cent., others 50 per cent.
Cushion work, discount 40 per cent.
Fuller work, ½-inch 70 per cent., others 60 p.c.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, discount 50 per cent.
Standard Globe, Angle and Check Valves discount 52½ per cent.
Kerr standard globes angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 45 per cent.
Kerr steam radiator valves 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 42½ per cent.; straightway valves, I.B.B.M., 60 per cent.
J. M. T. Radiator Valves discount 50 per cent.
Standard Radiator Valves, 60 per cent.
Patent Quick-Opening Valves, 65 per cent.
Jenkins' Bros. Globe Angle and Check Valves discount 32½ per cent.

No. 1 compression bath cock	net	2 00
No. 4 " "	"	1 90
No 7 Fuller's	"	2 25
No. 4½, "	"	2 35

Patent Compression Cushion, basin cock, hot and cold, per doz., $16.20
Patent Compression Cushion, bath cock, No. 2208 " " 2 25
Square head brass cocks, discount 50 per cent. iron " " 60 "
Thompson Smoke-Test Machine $25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon		25 00
" 35 "		29 00
" 40 "		33 00

Net list.

BOILERS GALVANIZED IRON RANGE.

Capacity.	Standard.	Extra heavy
30-gallons	4.75	7.50
35 "	5.75	8.50
40 "	6.75	3.50

2 per cent, 30 days.

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED CLOSETS AND URINALS

Discount 20 p.c.

ENAMELED BATHS.

	Standard Ideal Enameled.	
Plate E I, Fittings extra 1st quality		Special
4 and 4½ ft. 3 in. rolled rim	$21 65	20 25
5 feet "	22 65	21 25
5½ " "	24 15	22 75
6 " "	26 90	25 50
Plate E II		
5 feet 2½ in. "	21 15	19 75
5½ " 2½ " "	22 65	21 25

Closer prices and discounts in quantities.

ENAMELED LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	30 & 10 p.c.	40 p.c.

ENAMELED SINKS.

	1st quality.	Special.
Plate E 201, one piece	20 p.c.	20 &10 p.c.
Plate E, flat iron 300.65 & 5 p.c.	70	p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 6c. per pound.
Traps and bends, 50 and 10 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch	2 20	⅛ inch	3 02
¼ "	2 20	¼ "	3 02
⅜ "	2 63	⅜ "	3 48
½ "	3 33	½ "	4 47
1 "	4 80	1 "	6 43
1¼ "	6 52	1¼ "	8 77
1½ "	7 83	1½ "	10 53
2 "	10 41	2 "	14 04
2½ "	20 59	2½ "	30 36
3 "	27 06	3 "	39 94
3½ "	34 32	3½ "	50 50
4 "	38 63	4 "	57 42

2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 62½; Standard bushings 62½ per cent.; headers. 60; flanged unions 62½, malleable bushings 55; nipples, up to 2 in.. 70 and 10 per cent.; up to 6 in., 65 per cent.; malleable lipped unions, 55 and 5 per cent.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 65 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe, 50 and 10 p.c.; fittings, 60 p.c.

OAKUM.

Plumbers....per 100 lb	4 00	4 75

RADIATORS, ETC.

Hot water	47½ p.c.
Steam	50 p.c.
Wall Radiators and Specials	45 p.c.

STOVES, BOILERS, FURNACES, REGISTERS.

Discounts vary from 40 to 70 per cent. according to list.

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. per lb.		0 37
1-lb. or over "		0 34

SOLDER.

	Montreal	Toronto	Per lb.
Bar, half-and-half, guaranteed	0 25	0 27	
Wiping	0 22	0 23	

PAINTS, OILS AND GLASS.

COLORS IN OIL.

Venetian red, 1-lb. tins, pure.	....	0 08
Chrome yellow "	....	0 15
Golden ochre "	....	0 08
French "	....	0 08
Marine black "	....	0 04½
Chrome green "	....	0 10
French permanent green"	....	0 13
Signwriters' black "	....	0 15

GLAZIER POINTS.

Discount, 5 per cent.

GLUE.

Domestic sheet	0 10	0 10½
French medal	0 12	0 14

PARIS GREEN.

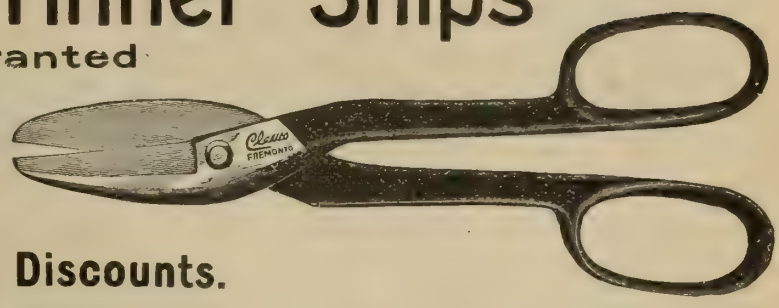
600-lb. casks	....	0 23½
250 lb. drums	....	0 23½
100-lb. "	....	0 24
50-lb. "	....	0 24
25-lb. "	....	0 24½
1-lb. pkgs, 100 in box	....	0 25
1-lb. " 50 "	....	0 25½
1-lb. tins, 100	....	0 26
½-lb. pkgs.	....	0 27

2 p. c. 30 days from date of shipment.

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan Handles, Highly Finished Blades.



Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

Pure, per gallon, in tins	....	1 20
Second qualities per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints, ¼ gal	....	1 50
" " ½ gal.	....	1 45
" " gal.	....	1 40
Canada Paint Co.'s pure	....	1 30
Standard Co.'s "New Era."	....	1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Brandram-Henderson "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, ¼ gal.	....	1 45
" " " ½ gal.	....	1 40
" " " 1 gal.	....	1 35
Jamieson's "Crown and Anchor"	....	1 20
Jamieson's floor enamel	....	1 50
" barn paints, bbls. per gal.	....	0 60
Senour's Floor Paints, gal.	....	1 20
Sanderson Pearcy's, pure	....	1 20
Robertson's pure paints	....	1 20

PUTTY

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb	1 85
Bulk in 100-lb. irons	1 80

DRY LEAD.

	white	red
Genuine, 560 lb. casks, per cwt	6 75	6 00
Genuine, 100 lb. kegs, "	7 50	6 25
No. 1, 560 lb. casks, per cwt.	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

SHELLAC.

Shellac, bleached, in bars or ground, 45c. per lb., f.o.b. Eastern Canadian Points.
Shellac, bone dry, 57c. per lb, f.o.b., Eastern Canadian Points; 63c., Toronto.
Shellac, T N. orange, etc., 48. net, Toronto.

WHITE LEAD GROUND IN OIL. Per 100 lbs

Pure	7 25	7 50
No. 1	6 90	7 15
No. 2	6 55	6 90
No. 3	6 30	6 55

The prices are f.o.b. Montreal.

Munro's Select Flake White	....	7 50
Elephant and Decorators' Pure	....	7 25
Monarch	....	7 15
Standard Decorator's	....	6 90
Essex Genuine	....	6 65
Brandram's B. B. Genuine	....	8 25
"Anchor," pure	....	6 50
Ramsay's Pure Lead	....	6 40
Ramsay's Exterior	....	6 15
"Crown and Anchor," pure	....	6 50
Sanderson Pearcy's	....	7 40
Robertson's C.P., lead	....	7 20

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off. All prices per 100 feet.

ZINC—DRY WHITE.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

ZINC GROUND WHITE.

Pure	0 08½	0 09½
No. 1	0 07	0 08
No. 2	0 05¾	0 06¾

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Brown japan	1 10	1 20
Black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor nish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		1.20
Sherwin-Williams' kopal varnish, gal.,		2.50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac" coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal.		2 00
Sanderson Pearcy's amberine		2 50

BUILDERS' HARDWARE

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
Peterboro' door bells, discount 50 and 10 per cent. off new list.
American, house bells, per lb. 0 35 0 40

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt	per ton	55 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise		0 37½
Dry Sheathing	per roll, 400 sq. ft.	0 35
Tar "	400 "	0 45
Dry Fibre	400 "	0 55
Tarred Fibre	400 "	0 65
O. K. & I. X. L.	400 "	0 70
Resin-sized	400 "	0 45
Oiled Sheathing	600 "	1 00
Oiled "	400 "	0 70
Root Coating, in barrels	per gal.	0 17
Roof small packages	"	0 25
Refined Tar	per barrel	5 00
Coal Tar	"	4 00
Coal Tar, less than barrels	per gal.	0 15
Roofing Pitch	per 100 lb.	0 80 0 90
Slater's felt	per roll	0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BUTTS.

Wrought Brass, net revised list
Wrought Iron, 70 and 5 per cent.
Cast Iron Loose Pin, discount 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 and 5 per cent.

CEMENT AND FIREBRICK.

"Lafarge" cement in wood	3 40
"Lehigh" cement, in wood	2 54
"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick (Scotch) per 1,000	15 00 24 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod	per doz.	1 75
Coil, 9 to 11 in	"	0 95 1 65
English	"	2 00 4 00

Chicago and Reliance Coil Door Springs, 25 per cent.

STORE DOOR HANDLES

Per Dozen 1 00 1 50

ESCUTCHEONS.

Discount 50 and 10 per cent., new list
Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 60 per cent.

Heavy T and strap, 4-in., per lb. net		0 06
" " 5-in., "		0 05½
" " 6-in., "		0 05½
" " 8-in., "		0 05¼
" " 10-in. and larger		0 05

Light T and strap, discount 65, 10 and 2½ p.c.

Screw hook and hinge— under 12 in.	per 100 lb.	4 75
over 12 in.	"	3 75
Spring, No. 20, per gro. pairs		10 80
Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 59, $27.50.		

SPRING HINGES.

Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago Floor Hinges, 40 and 5 off.
Garden City Fire Engine House Hinges, 12½ per cent.

HOOKS.

Cast Iron.

Bird cage	per doz.	0 50 1 10
Clothes line, No. 61	"	0 00 0 70
Harness	"	0 60 12 00
Hat and coat	per gro.	1 10 10 00
Chandelier	per doz.	0 50 1 00
Wrought hooks and staples— ½ x 5	per gross	2 65
5-16 x 5	"	3 30

Bright steel gate hooks and staples, 40 per cent. discount
Hat and coat wire discount 63¼ per cent.
Screw, bright Wire, discount 62½ per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin	per doz.	2 75 3 25
Bronze, Genuine	"	6 00 9 00
Shutter, porcelain, F. & L. screw	per gross	1 30 2 00
White door knobs	per doz.	2 00

Peterboro knobs, 45 and 10 per cent.
" porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

LOCKS.

Peterborough, 45 and 10 per cent
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SASH WEIGHTS.

Sectional	per 100 lb.	2 00 2 25
Solid	"	1 50 1 75

SASH CORD.

Per lb. 0 31

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 12

WROUGHT STAPLES.

Galvanized		2 75
Plain		2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	5 50	8 50
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65	0 90
Diamond, Shell, per doz	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS CLEAVERS

German	per doz.	6 00 9 00
American	"	12 00 18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump	per cwt.	0 60 0 65

CHISELS.

Warnock's, discount 72½ per cent.
P. S. & W. Extra, discount 72½ per cent

CROSSCUT SAW HANDLES.

S. & D., No. 3	per pair	0 15
S. & D., " 5	"	0 22½
S. & D., " 6	"	0 15
Boynton pattern	"	0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES

Coach and Wagon, discount 75 per cent.
Carpenters' discount 75 per cent

DRILLS.

Millar's Falls, hand and breast, net list
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent

FILES AND RASPS.

Great Western	75 per cent.
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nichol son	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

C. & B., fork, 40 per cent., revised list.
C. & B., hoe, 40 per cent., revised list.

American, saw	per doz	0 25
American, plane	per gross	3 15 3 75

Canadian, hammer and hatchet 40 per cent
Axe and cant hook handles, 45 per cent.

HAMMERS.

Maydole's, discount 5 to 10 per cent.
Canadian, discount 25 to 27½ per cent.

Magnetic tack	per doz.	1 10 1 20
Canadian sledge	per lb.	0 07 0 08½
Canadian ball pean, per lb.		0 22 0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz		4 40
" 2, "		4 85
Barrel Underhill		5 00

MALLETS.

Tinsmiths'	per doz.	1 25 1 50
Carpenters', hickory,	"	1 25 3 75
Lignum Vitae	"	3 85 5 00
Caulking, each		0 60 2 00

MATTOCKS.

Canadian per doz. 5 50 6 00

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem ..... each 1 15

NAIL PULLERS.

German and American 0 85 2 50
No. 1..... 0 85
No 1573..... 0 75

NAIL SETS.

Square, round and octagon, per gross 3 38
Diamond 1 00

PICKS.

Per dozen 6 00 9 00

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz. 2 00 5 00
Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00

PUNCHES.

Saddler s .....per doz. 1 00 1 85
Conductor's..... " 3 00 15 00
Tinners', solid.....per set 0 72
" hollow.....per inch 1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 40 per cent.; buck, New Century $6.25; buck No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $3; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting 4 75
Hand Sets, Perfect 4 00
X-Cut Sets. " 7 50
Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz. 0 65 1 00
North Bros., No. 30 ..per doz. 16 80

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.) $18 50
(Hollow Back) (Reinforced S Scoop.)
Moose..... $17 50 ..... $16 30
Bear..... 15 00 ..... 15 30
Fox..... 12 50 ..... 14 30
Black Cat.... 10 00 ..... 13 30
Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz. 2 75 5 00
English, Patent Leather.... 5 50 9 75
Chesterman's .....each 0 90 2 85
" teel.....each 0 80 8 00

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

FARM AND GARDEN GOODS

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz. pairs.	
Steel barn door	8 00	10 00
Stearns wood track	4 50	6 00
Zenith	....	9 00
Acme, wood track	5 00	6 50
Atlas	5 00	6 00
Perfect	8 00	11 00
New Milo	....	6 50
Steel, covered	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets	....	6 40
Standard jointed hangers, "	....	6 40
Steel King hangers "	....	6 25
Storm King and safety hangers	....	7 00
" " rail	....	4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net prices.

HEAD HALTERS.

Jute Rope, ½-inch....per gross 9 00
" " ⅝ " .... " 10 00
" " ¾ " .... " 12 00
Leather, 1-inch .....per doz. 4 00
Leather, 1¼ " ..... " 5 20
Web..... " 2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter..... per doz. 4 00 4 50

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head

HORSESHOES.

F.O.B. Montreal
M.R.M.'Co. brand, base..... 3 65
Add 15c. Toronto, Hamilton, Guelph.

HORSE WEIGHTS.

Taylor-Forbes, 3½c. per lb.

SCYTHES.

Per doz. net..... 6 25 9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews'..... 4 50 11 00

STALL FIXTURES.

Warden King, 35 per cent.

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 45 per cent.

HEAVY GOODS NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over..... 0 10½
Hay Budden, 80-lb. and over..... 0 09½
Brook's, 80-lb. and over..... 0 11½
Taylor-Forbes, handy..... 0 05

VISES.

Wright's..... .... 0 13½
Brook's..... .... 0 12½
Pipe Vise, Hinge, No. 1..... .... 3 50
" " " No. 2..... .... 5 50
Saw Vise..... 4 50 5 00
Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

Carriage Bolts, common ($1 list Per cent.
" " ⅝ and smaller.. 60, 10 and 10
" " 7-16 and up.... 55 and 5
" " Norway Iron ($3 list)..... ... 50
Machine Bolts, ⅝ and less .... 60 and 10
Machine Bolts, 7-16 and up.... 55 and 5
Plough Bolts ..... 55 and 10
Blank Bolts..... 55
Bolt Ends..... 55
Sleigh Shoe Bolts, ⅝ and less .. 60 and 10
" " " 7-16 and larger 50 and 5
Coach Screws, conepoint..... 70 and 5
Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

WROUGHT IRON WASHERS.

Canadian make discount 40 per cent.

CHAIN.

Proof coil, per 100 lb., 5-16 in., $4.40; ⅜ in., $3.9; 7-16 in., $3.70; ½ in., $3 50; 9-16 in., $3 45; ⅝ in., $3 35; ¾ in., $3 20; ⅞ in., $3.10; 1 in., $3.10.
Halter, kennel and post chains, 40 to 40 and 5 per cent.
Cow ties ..... 40 p.c.
Tie out chains .... 65 p.c.
Stall fixtures .... 35 p.c.
Trace chain .... 45 p.c.
Jack chain iron, discount 35 p.c.
Jack chain, brass, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.1

NAILS.	Cut.	Wire.
2d	3 80	3 30
3d	2 95	2 95
4 and 5d	2 70	2 70
6 and 7d	2 60	2 60
8 and 9d	2 45	2 45
10 and 12d	2 40	2 40
16 and 20d	2 35	2 35
30, 40, 50 and 60d (base)	2 30	2 30

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p c.
Copper Burrs only, discount 15 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent.
" R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.
Bench, wood .....per doz. 3 25 4 00
" iron ..... " 4 25 5 00
Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued ..... 80 and 5
" " tinned..... 80 and 10
" " (in kegs)..... 40
Cut tacks, blued, in dozens only 75 and 10
" ¼ weights 60
Swedes cut tacks, blued and tinned—
In bulk..... 80 and 10
In dozens 75
Swedes, upholsterers', bulk .... 85 and 12½
" brush, blued and tinned bulk 70
Swedes, gimp, blued, tinned and japanned..... 75 and 12½
Zinc tacks 35
Leather carpet tacks..... 40
Copper tacks..... 37½
Copper nails 42½
Trunk nails, black 65
Trunk nails, tinned and blued .. 65
Clout nails, blued and tinned .. 65
Chair nails..... 35
Patent brads..... 40
Fine finishing..... 40
Lining tacks, in papers..... 10
" " in bulk..... 15
" " solid heads, in bulk 75
Saddle nails, in papers..... 10
" " in bulk..... 15
Tufting buttons, 22 line in dozens only 60
Zinc glaziers' points 5
Double pointed tacks, papers.. 90 and 10
" " bulk.... 40
Clinch and duck rivets..... 45
Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

CUTLERY AND SPORTING GOODS.

AMMUNITION.

B. B. Caps Dominion, 50 and 5 and 25 per cent
American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000

CARTRIDGES.

Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent, American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent., American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign, 25, 10 and 10; Regal, 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.; American $2.05

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge	0 25
Chemically prepared black edge grey cloth wads, in boxes of 250 each—	Per M.
11 and smaller gauge	0 60
9 and 10 gauges	0 70
7 and 8 "	0 90
5 and 6 "	1 10
Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—	
11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8 50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

RAZORS.	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's	3 60	10 00
Wilkinson's	....	12 50
Lewis Bros.' "Klean Kutter"	8 50	10 50

Clauss Razors and Strops, 50 and 10 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. — MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10, fancy 40 and 5 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Mic Mac hockey sticks, per doz 4 00 5 00
New Rex hockey sticks, per doz 6 25

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 30 p.c.
Copper pitts, 33⅓ per cent.

ENAMELLED WARE.

London, White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial Crescent, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN NOVELTIES.

Can openers, per doz		0 40	0 75
Mincing knives per doz		0 50	0 80
Duplex mouse traps, per doz			0 65
Potato mashers, wire, per doz		0 60	0 70
" wood "		0 50	0 60
Vegetable slicers, per doz			2 25
Universal meat chopper No. 0, $1; No. 1, 1.15.			
Enterprise chopper, each			1 30

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined	per doz.	2 20	5 60
Galvanized	"	1 87	3 85
King, wood	"	2 75	2 90
King, glass	"	4 00	4 50
All glass	"	0 50	0 90

PICTURE NAILS.

Porcelain head	per gross	1 35	1 50
Brass head	"	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished	per set	0 80
" No. 50, nickle-plated,	"	0 92
Common, plain		4 50
" plated		5 50
Asbestos, per set		1 25

TINWARE.

CONDUCTOR PIPE.

2-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.90.

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch ..... per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

LANTERNS.

No. 2 or 4 Plain Cold Blast ... per doz. 6 50
Lift Tubular and Hinge Plain, " 4 75
Better quality at higher prices.
Japanning, 50c. per doz. extra.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent, off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 40, 10 and 5 per cent.
Flaring pattern, discount 40, 10 and 5 per cent.
Galvanized washtubs 40 10 and 5 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent. 6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Creamery cans, discount 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ 10 and 5 per cent. revised list.
papering, 10c.

SAP SPOUTS.

Bronzed iron with hooks ... per 1,000		7 50
Eureka tinned steel, hooks		8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	....	7 00
7 inch	"	7 50

STOVEPIPE ELBOWS

5 and 6-inch, common ... per doz.		1 32
7-inch	"	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz	3 00	15 00

Clauss, discount 35 per cent.

WIRE.

BRIGHT WIRE

Discount 62½ per cent.

CLOTHES LINE WIRE.

7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 6 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2 55. No. 11, $3.20; No. 12, $2.80.
Copper and Brass wire, discount 45 per cent.

FINE STEEL WIRE.

Discount 30 per cent. List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.70 — Nos. 6, 7, 8, $3.15 — No. 9, $2.50 — No. 10, $3.20 — No. 11, $3.25—No. 12, $2.65 —No. 13, $2.75—No. 14. $3.75—No. 15, $4.30 —No. 16. $4.30 from stock. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland. In carlots 12½c. less.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in.
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2.50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.25; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge. 40c. extra; No. 15 gauge. 55c. extra; No. 16 gauge, 7 c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2 in mesh w. g., discount 50 and 10 per cent. All others 50 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.62½, per 100 sq. ft.; in 50-ft. rolls, $1.67½, per 100 sq ft.
Terms, 2 per cent. off 30 days.

WIRE FENCING.

Galvanized barb	2 95
Galvanized, plain twist	3 30
Galvanized barb, f.o.b. Cleveland,	$2.70 for
small lots and $2.60 for carlots.	

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount, Taylor-Forbes, 30 and 30 per cent.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops	1 25
"900" mops	1 25
Folding ironing boards	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style ... per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style ... per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.	9 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy	54 00

WRINGERS

Royal Canadian, 11 in., per doz.	34 00
Royal American, 11 in.	34 00
Eze, 10 in., per doz	35 75

Terms, 2 per cent., 30 days.

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball ... per M		4 25
Small heel	"	4 50

CARPET STRETCHERS.

American ... per doz.	1 00	1 50
Bullard's	"	6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins ... per gross	...	7 80
" " ... "	....	9 60

PULLEYS.

Hothouse ... per doz.		0 55	1 00
Axle	"	0 22	0 33
Screw	"	0 22	1 00
Awning	"	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

ROPE AND TWINE.

Sisal	0 10½
Pure Manilla	0 15½
"British" Manilla	0 12
Cotton, 3-16 inch and larger	0 21 0 23
" 5-32 inch ... 0 25	0 27
" ⅛ inch ... 0 25	0 28
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet ... per doz.	0 65
" " 60 feet ... "	0 80
" " 72 feet ... "	0 95

Twine.

Bag, Russian twine, per lb.		0 27
Wrapping, cotton, 3-ply		0 25
" " 4-ply		0 29
Mattress twine per lb.	0 33	0 45
Staging " "	0 27	0 35

SCALES.

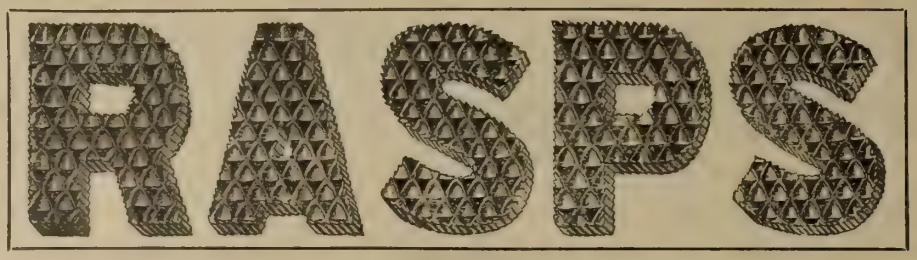
Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 40 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

STONES—OIL AND SCYTHE.

Washita ... per lb.		0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe ... per gross		3 50	5 00
Grind, 40 to 200 lb., per ton		20 00	22 00
" under 40 lb., "		....	24 00
" 200 lb. and over		....	28 00

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. Port Hope, Ont.

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Alabastine Co 55
American Shearer Mfg. Co..... 57
Armstrong Bros. Tool Co 67
Armstrong Mfg. Co 66
Atkins, E. C., & Co..... 15
Atlas Mfg. Co..... 61

B

Barwell Hoxie Wire Fence Co 19
Barn tt, G. & H. Co....outside back cover
Batty Stove Co. 49
Belleville Rolling Mills 17
Berry Bros 57
Birkett, Thos. & Son Co 1
Bowmanville Foundry Co 24
Brandram Henderson 54
Brantford Cordage Co..... 18
Brantford Roofing Co. 9
Burr Mfg. Co 12
Business Systems..... 17

C

Cameron & Campbell. 45
Canada Foundry Co 12
Canada Horse Nail Co..... 23
Canada Iron Furnace Co..... 49
Canada Metal Co. 67
Canada Paint Co..... 52
Canada Paper Co 12
Canadian Bronze Powder Works..... 51
Canadian Fairbanks Co 3, 66
Canadian Heating & Ventilating Co.. 22
Canadian Oil Co 56
Canadian Sewer Pipe Co..... 49
Caverhill, Learmont & Co. 7
Chicago Spring Butt Co..... 1
Clauss Shear Co..... 71
Cluff Bros..... 69
Consolidated Plate Glass Co..... 58
Consumers' Cordage Co..... 10
Copp, W. J..... 45
Covert Mfg. Co 2
Cumming Mfg. Co..... 4

D

Davenport, Percy P..... 12
Davidson, Thos., Mfg. Co..... 4
Dennis Iron and Wire Co..... 18
Dieckmann, Ferdinand..... 59
Dominion Cartridge Co. 19
Dominion Wire Mfg. Co..... 23
Dorken Bros..... ...outside front cover
Dowswell Mfg. Co 9

E

Eadie, H. G 49
Emlyn Saw Bench 14
English Embrocation Co..... 76
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 51
Forman, John 68
Forwell Foundry Co 66
Fox C. H. 16
Frothingham & Workman 6

G

Galt Art Metal Co..... 61
Gibb Alexander..... 16
Gibsone, J. B..... 13
Gilbertson, W., & Co..... 49
Glauber Brass Co..... 16
Grautoff, B. A..... 18
Greening, B., Wire Co..... 76
Gutta Percha and Rubber Mfg Co .. outside back cover

H

Hamilton Cotton Co 18
Hanover Portland Cement Co 12
Harrington & Richardson Arms Co 18
Harris, J. W., Co..... 56
Heinisch, R., Sons Co..... 17
Hobbs Mfg. Co 14
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co 17
Hyde, F. & Co 13

I

Imperial Varnish and Color Co 50
International Portland Cement Co.... 12

J

Jamieson, R. C., & Co..... 51
Jardine, A. B., & Co. 49
Johnson's, Iver, Arms and Cycle Works 61
Joy Mfg. Co..... 22

K

Kemp Mfg. Co..... 24
Kerr Engine Co..... 68

L

Lamplough, F. W. & Co..... 13
Leslie, A. C., & Co.outside front cover. 49
Lewis Bros., Limited 37, 38, 39, 40
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 15
London Foundry Co..... 11
Lucas John 13
Ludger Gravel Co 60
Lufkin Rule Co .....inside back cover

Mc

McArthur, Alex., & Co 70
McCaskill, Dougall & Co..... 51
McClary Mfg. Co..... 20
McDougall, R., Co..... 68

M

Macfarlane, Walter 76
Martin-Senour Co 53
Maxwell David..... 76
Metal Shingle and Siding Co..... 11
Metallic Roofing Co 47
Millen, John & Son ..outside back cover
Moore, Benjamin, & Co. 57
Morrison, James, Brass Mfg. Co..... 62
Morrow, John, Machine Screw Co ... 17
Mueller, H., Mfg. Co 68
Munderloh & Co..... 73

N

Newman, W., & Sons 13
Nicholson File Co.. 74
North Bros. Mfg. Co..... 7
Nova Scotia Steel and Coal Co..... 49

O

Oakey, John, & Sons..... 4
Ontario Lantern & Lamp Co. 72
Ontario Steel Ware Co..... 16
Ontario Tack Co..... 49
Ontario Wind Engine and Pump Co .. 13
Orford Copper Co..... 49
Oshawa Steam & Gas Fitting Co..... 66
Owen Sound Wire Fence Co..... 11

P

Paterson Mfg. Co..... 72
Pelton, Godfrey S 51
Penberthy Injector Co..... 69
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 18
Phillips, Chas. D 61
Phillips, Geo., & Co 53
Pink, Thos 2

Q

Queen City Oil Co.. 18

R

Ramsay, A., & Son Co 53
Reid David 45
Robertson, James Co....inside back cover
Roper, J. H 19
Round, John, & Son..... 10

S

Salyerds, E. B. 11
Samuel, M. & L., Benjamin, & Co..... 2
Scott, Bathgate & Co..... 16
Seymour Henry F., Shear Co..... 17
Shantz, I. E., & Co..... 66
Sharratt & Newth 66
Shirreff Mfg. Co. 14
Sherwin-Williams Co..... 48
Shurley & Deitrich 8
Silica Barytic Stone Co..... 17
Spear & Jackson 17
Stairs, Son & Morrow..... 74
Standard Ideal Sanitary Co. 62
Standard Paint and Varnish Works... 51
Stanley Rule & Level Co..... 18
Starr Mfg Co. 12
Steel Trough and Machine Co..... 17
Stephens, G. F., & Co..... 44
Sterne, G. F., & Son 66
Still, J. N., & Co. 11

T

Taylor-Forbes Co.....outside front cover
Telford & Chapman..... 15
Thompson, B. & S. H., Co.outside back cover
Toronto and Belleville Rolling Mills... 13
Turner Brass Works 68

U

United Factories..... 55

V

Vickery, O..... 66

W

Wallace Barnes Co..... 51
Warminton, J. N..... 48
Western Assurance Co 22
Western Wire Nail Co ....
Whitaker Stove Co 22
Winnipeg Paint and Glass Co 45
Wright, E. T., & Co 1

CLASSIFIED LIST OF ADVERTISEMENTS.

Auditors
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
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Hamilton Cotton Co., Hamilton, Ont.

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Canadian General Electric Co., Toronto.
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Bradstreet Co.

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Hamilton Rifle Co., Plymouth, Mich.
Harrington & Richardson Arms Co., Worcester, Mass.
Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.

Food Choppers.
Enterprise Mfg. Co., Philadelphia, Pa.

Galvanizing.
Canada Metal Co., Toronto.
Montreal Rolling Mills Co., Montreal.
Ontario Wind Engine & Pump Co., Toronto.

Glaziers' Diamonds.
Gibsone, J. B., Montreal.
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Shaw, A., & Son, London, Eng.

Hack Saws.
Diamond Saw & Stamping Works, Buffalo

Harvest Tools.
Marle Leaf Harvest Tool Co, Tillsonburg Ont.

Hoop Iron.
Montreal Rolling Mills Co, Montreal.
J. N. Warminton, Montreal.

Horse Blankets.
Heney, E. N., & Co., Montreal.

Horseshoes and Nails.
Canada Horse Nail Co., Montreal.
Montreal Rolling Mills, Montreal.

Hot Water Boilers and Radiators.
Cluff, R. J., & Co., Toronto
Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph.

Ice Cream Freezers.
Dana Mfg. Co., Cincinnati, Ohio.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Cutting Tools.
Erie Specialty Co., Erie, Pa.
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Injectors—Automatic.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

Iron Pipe.
Montreal Rolling Mills, Montreal.

Iron Pumps.
McDougall, R., Co., Galt, Ont.

Lanterns.
Kemp Mfg. Co., Toronto.
Ontario Lantern Co., Hamilton, Ont.
Wright, E. T., & Co., Hamilton.

Lawn Mowers.
Birkett, Thos., & Son Co., Ottawa.
Maxwell, D., & Sons, St. Mary's, Ont.
Taylor, Forbes Co., Guelph.

Lawn Swings, Settees, Chairs.
Cumming Mfg. Co., Renfrew.

Ledgers—Loose Leaf.
Business Systems, Toronto.
Copeland-Chatterson Co, Toronto.
Crain, Rolla L., Co., Ottawa.
Universal Systems, Toronto.

Locks, Knobs, Escutcheons, etc.
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbermen's Supplies.
Pink, Thos., & Co., Pembroke Ont.

Mantels, Grates and Tiles.
Batty Stove and Hardware Co., Toronto.

Manufacturers' Agents.
Fox, C. H., Vancouver.
Gibb, Alexander, Montreal.
Mitchell, David C., & Co., Glasgow, Scot.
Mitchell, H. W., Winnipeg.
Pearce, Frank, & Co. Liverpool, Eng.
Scott, Bathgate & Co., Winnipeg.
Thorne, R. E., Montreal and Toronto.

Metals.
Canada Iron Furnace Co., Midland, Ont.
Canada Metal Co., Toronto.
Eadie, H. G., Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Robertson, Jas., Co., Montreal
Roper, J. H., Montreal.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

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Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle & Siding Co., Preston, Ont.

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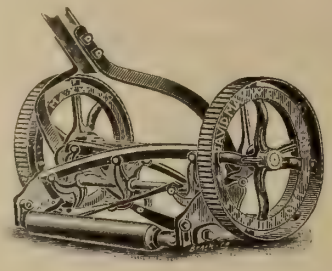
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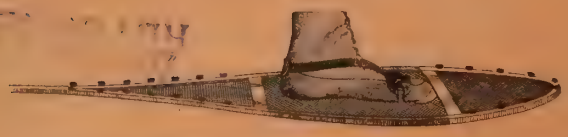
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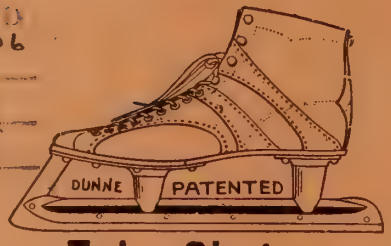
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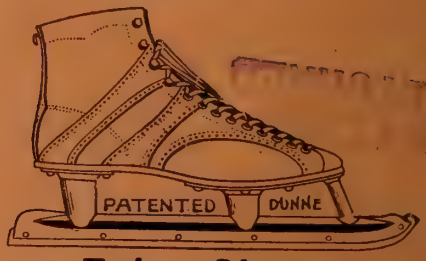
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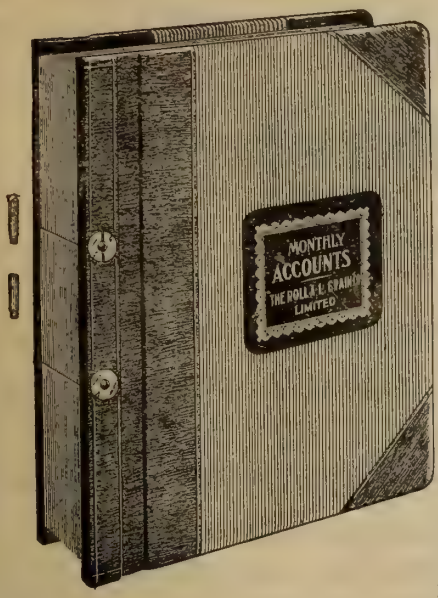
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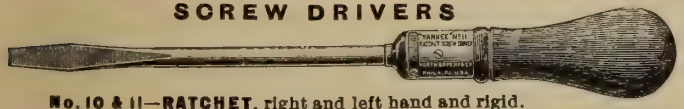
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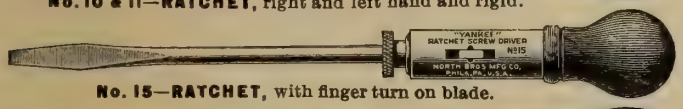
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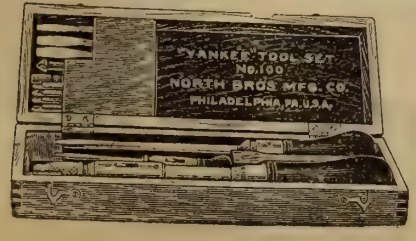
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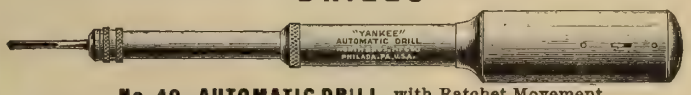
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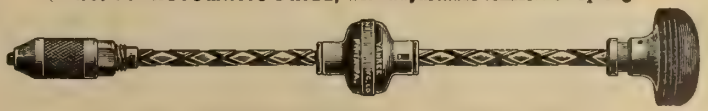
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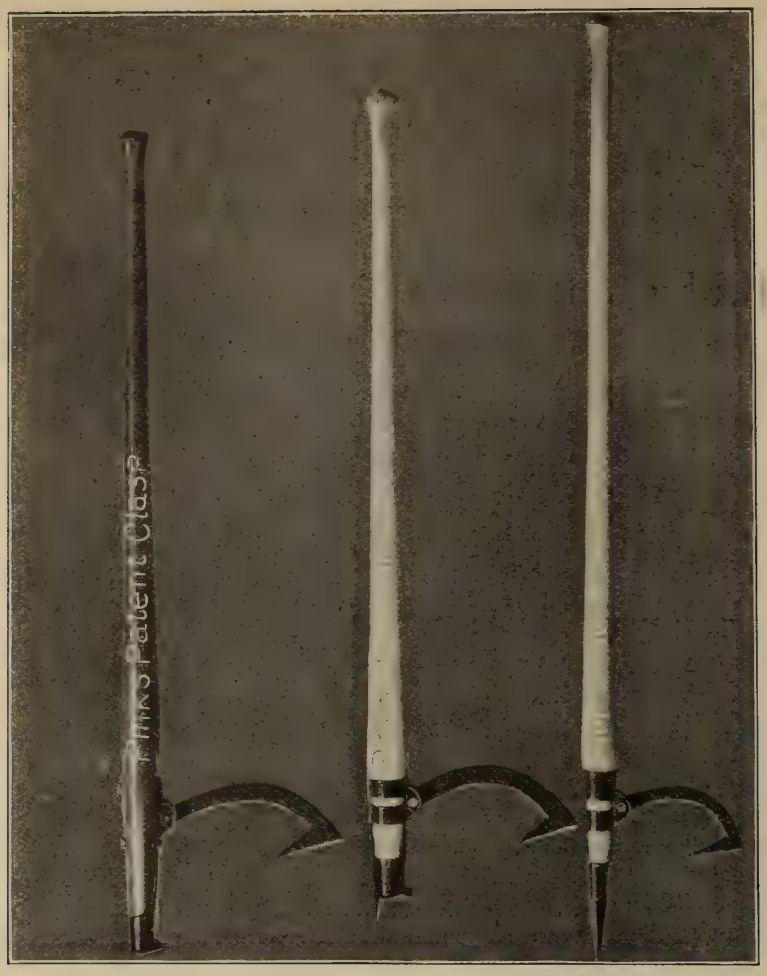
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BARN DOOR EQUIPMENT

WILBERN HANGER

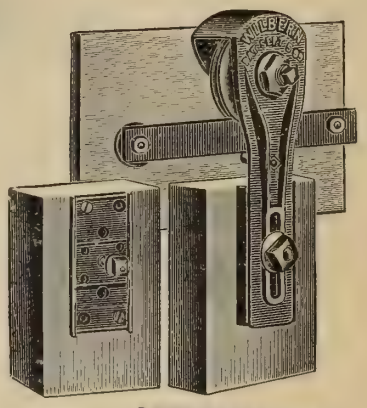


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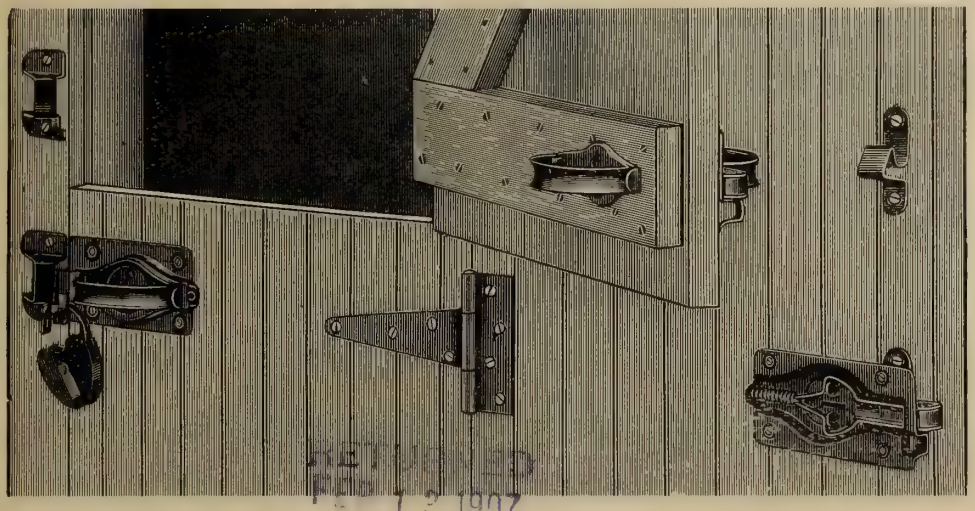
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The Wilbern is made of malleable iron and will carry a 1,200 lb. door, is roller bearing on a cold rolled shafting axle, and packed one pair in a box, complete with screws and bolts.



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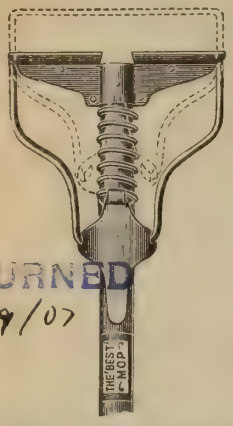
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Largest Variety of Quick Sellers

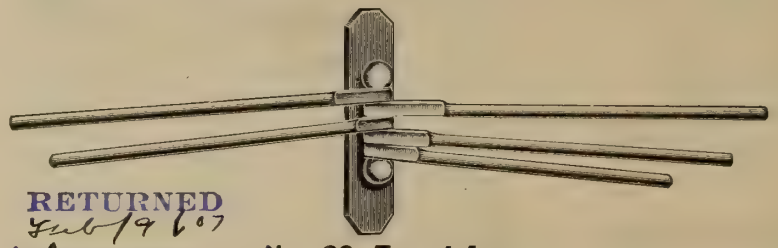
MADE IN CANADA

Quality cuts a figure in our business as well as any other man's. Our goods are noted for

High Quality Neatness Strength Durability

Ask your jobber for Cumming's

Made by **THE CUMMING MFG. CO., LIMITED**
RENFREW, ONT.



No. 60—Towel Arm



No. 99—Potato Masher

CUMMING'S GOODS are GOOD GOODS

RETURNED Feb 9/07

RETURNED Feb 9/07

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RETURNED
Feb 9 '07
to Dunn
Cut Book No. 66
Page No. 56

We desire to extend our hearty greetings to all our customers and friends and hope they, one and all, will enjoy a very Happy and Prosperous New Year. We would also take this opportunity to thank them for their kind consideration in the past and assure them that their interests in the future will be more closely looked after than ever.

The Thos. Davidson Mfg. Co. Ltd., MONTREAL and WINNIPEG

H. S. HOWLAND, SONS & CO. LIMITED

HARDWARE MERCHANTS

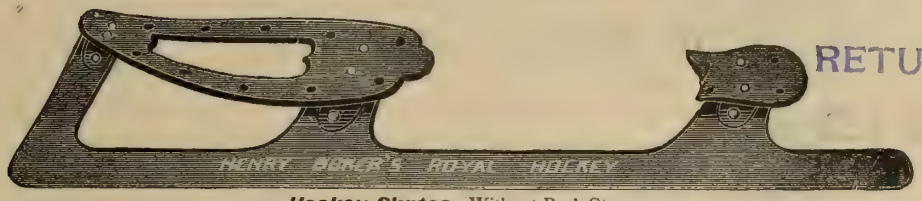
Only Wholesale

138-140 WEST FRONT STREET, TORONTO

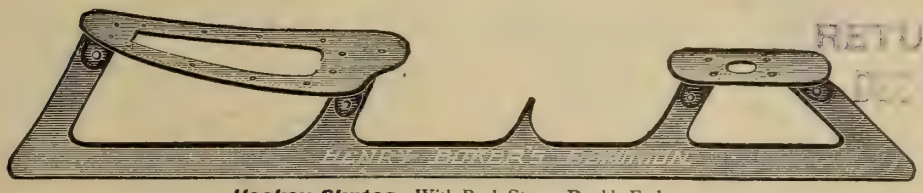
Wholesale Only

Compliments of the Season 1907

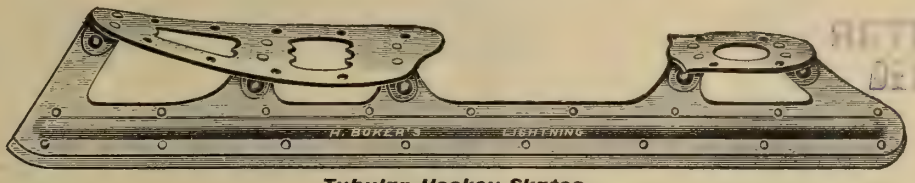
Wishing You Every Success for 1907



Hockey Skates—Without Puck Stop.

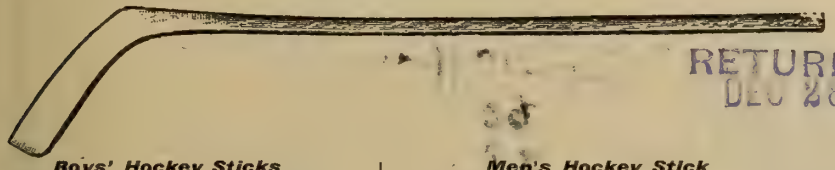


Hockey Skates—With Puck Stop. Double Enders.



Tubular Hockey Skates

Hockey Stick



Boys' Hockey Sticks

	Per Doz.
Boys' Assorted, Painted Red	$1 70
" " X Elm	2.50

Men's Hockey Stick

No.	Per Doz.
8. Assorted, Deflectors	$2.80
7. XX, Rock Elm, Plain Finish	4.00
5. XXX, " " "	5.00
4. XXX, " " "	5.60



"Mic-Mac," 1907 per doz.

"Mic-Mac," Yellow Birch, per doz., $8.00. | "Mic-Mac," Goal, 3 x 12 in. blade, $10.00.

The natural grain of wood running with curve of the blade.

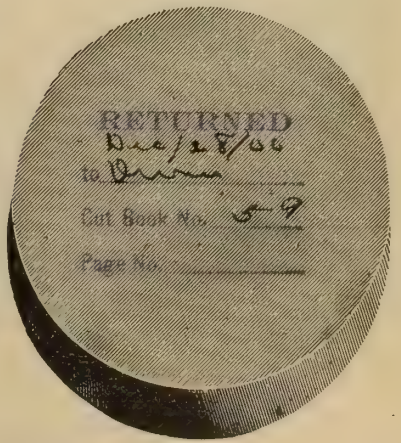


per doz.

"The Rex"—Straight grain, selected second growth, yellow birch, $12.00

Double grooved blade, the lower one also being serrated

This enables the puck to be accurately shot for goal and strengthens the stick at its weakest point.



Hockey Pucks

	Size		Thickness		Per doz
Juvenile	2½-in.	....	¾-in.	....	$1.80
Regulation	3-in.	....	1-in.	....	3.10
Special, soft	3-in.	....	1-in.	....	4.20

H. S. HOWLAND, SONS & CO., LIMITED

Opposite Union Station.

GRAHAM NAILS ARE THE BEST

Factory: Dufferin Street, Toronto, Ont.

Our Prices are Right

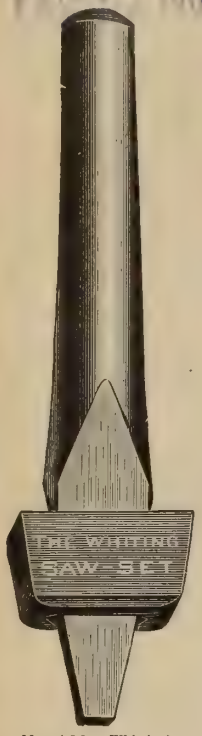
We Ship promptly

RESOLVE

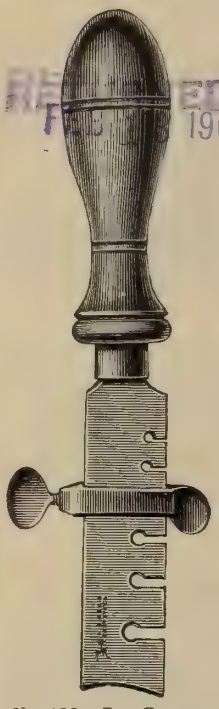
during 1907 to increase your business and your profits.

You can increase your business by keeping in stock what the people want. Don't be caught saying: "Sorry, but I don't keep that," or making the excuse that the goods are on the way. Watch your stock and don't let profitable lines get exhausted. Watch what people ask for, and if asked often for a new article put it in your stock. Your profits will grow if you secure the reputation for your store of keeping what people want.

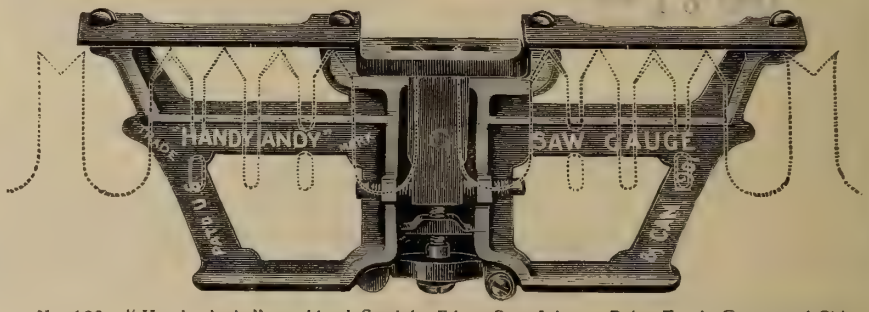
Just now your line of Saw Sets and Cross-cut Saw Tools should be complete. The lines here are good sellers. Have you them in stock?



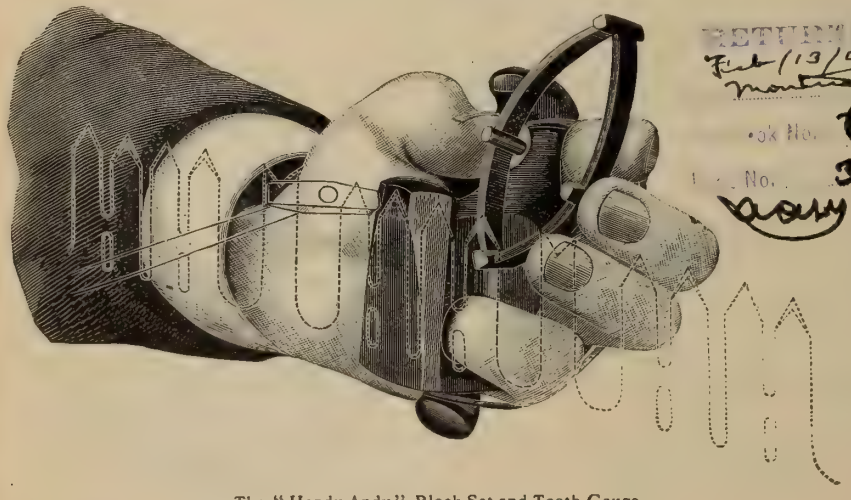
No. 120. Whiting Patent Saw Set. A low priced and efficient tool. No. 101 is a cheaper finish of the same tool.



No. 432. For Cross-cut Saws. At 40 cents each it gives a profit of 50 per cent.



No. 120. "Handy Andy" combined Straight Edge, Saw Jointer, Raker Tooth Gauge and Side Filer. Sold with the Block Set and Tooth Gauge in a set. This set of tools is more carefully made than most tools of the kind. They sell. Have you them in stock?



The "Handy Andy" Block Set and Tooth Gauge.

We have many other tools for users of Cross-cut Saws. Our travellers will show you the line in their catalogs and quote prices.

F. & W. Hardware Montreal

F. & W.

FROTHINGHAM & WORKMAN, Limited, MONTREAL, CANADA.

RETURNED
FEB 12 1907

We wish all our customers and friends a very happy and prosperous

New Year

and take this opportunity of thanking them for past favors.

With increased facilities we hope to merit the continuance of their patronage.

All orders entrusted to our care during 1907 will command every attention.

Yours respectfully,

Caverhill Learmont & Co.

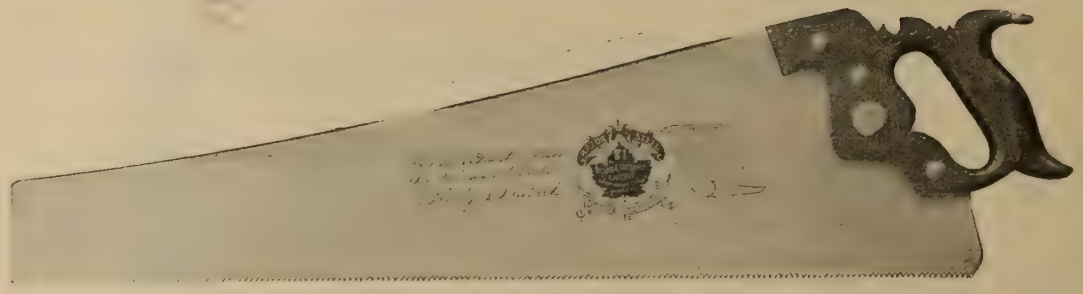
MONTREAL - WINNIPEG

RETURNED
Dec/29/06
Montreal
59
31
easy

RETURNED
FEB 13 1907

Canada Leads the World in the Manufacture of

HIGH-CLASS SAWS



No. 81

The best and cheapest Hand Saw on the market, quality, temper and finish considered. Every saw warranted, Carved applewood handle. Patented, wave finish blade.



No. 1 Maple Leaf Lance Tooth Cross-Cut Saw, and the No. 0 Racer are tempered under our secret process.



No. 0 Narrow Racer Cross-Cut Saw

If you want saws that will sell and give your customer satisfaction, you will stock the Maple Leaf Saws.

Manufactured by **SHURLY & DIETRICH, - GALT, Ontario**

Brantford—Roofings

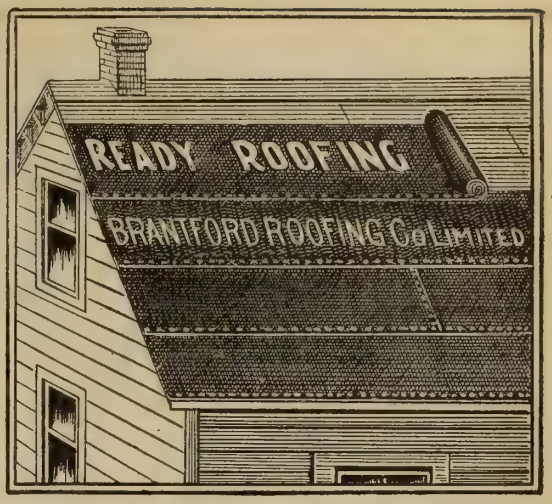
This Represents Our



"ASPHALT"
No. 1, 2, 3
"RUBBER"
No. 1, 2, 3

Each Roll is complete with Nails and Cement to lay. Best selling goods in the market.

BRANTFORD ROOFING CO.
LIMITED
BRANTFORD, ONTARIO



SIMPLE



DURABLE *RELIABLE*

STYLE F.

THE LEADER

A Name Familiar to Butter Makers in Connection with the

Highest Grade Churns

ITS STRONG POINTS:

Stiff Steel Frame, with malleable iron fittings, Combination Bow Lever and Pedal Drive. Bicycle Ball Bearings. Bolted Trunnions. Cream Breakers. Barrel easily drained and conveniently detatchable for cleaning.

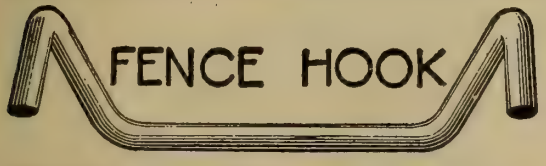
DEALERS: When you handle this line you handle QUALITY.

The Dowswell Manufacturing Co., Limited

W. L. HALDIMAND & SON, Montreal — *EASTERN AGENTS*

HAMILTON — *ONTARIO*

GALVANIZED FENCE HOOK FOR FASTENING WOODEN PICKET OR WIRE FENCES



WIRE NAILS, COILED SPRING, BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

THE WESTERN WIRE & NAIL CO., Limited, —— **LONDON, ONT**

PRIEST'S CLIPPERS



Largest Variety, Toilet, Hand, Electric Power

ARE THE BEST.

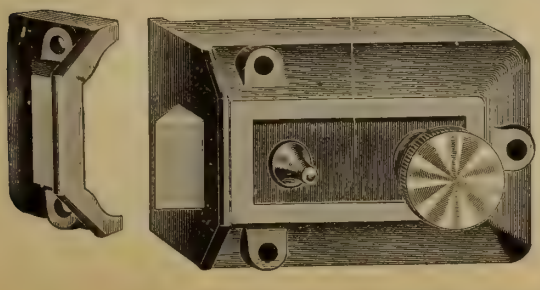
Highest Quality Grooming and Sheep-Shearing Machines.

WE MAKE THEM.

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American Shearer Mfg. Co., Nashua, N.H., U.S.A.

Weibusch & Hilger, Limited special New York representatives, 9-15 Murray Street.

The Peterborough Lock Manufacturing Company, Limited



Cylinder Night Latch, No. 103.



Peterborough, Ont.

Manufacturers of all kinds

Rim and Mortise Locks, Inside, Front Door, and Store Door Sets, also full line High-class Builders' Hardware.

Sold by all Leading Jobbers in the Dominion.

Serviceable Combination Cabinet

SUITABLE FOR HARDWARE TRADE

A COMBINATION THAT EVERYBODY MUST HAVE

CONTENTS

6 Table Knives
6 Dessert Knives
6 Table Forks
3 Table Spoons
6 Dessert Forks
6 Dessert Spoons
6 Tea Spoons
2 Salt Spoons
1 Mustard Spoon
42 Pieces

Price Complete

SILVER PLATED — LIST $22.30

BEST NICKEL SILVER — LIST $14.00



Size of Case 16¼-in. x 14½-in. x 2¼-in.

JOHN ROUND & SON, LIMITED

MANUFACTURING

Cutlers and Silversmiths

Factories SHEFFIELD, Eng. — MONTREAL — *Established* 1847

Consumers Cordage Co., LIMITED

Manufacture every variety of

CORDAGE — PACKING

BINDER TWINE

LATHYARN — SMALL TWINES

From Manilla, Sisal, Italian, Russian, Jute

Tallow Laid Transmission Rope, 3 or 4 Strand

Oil Well Drilling Cables, Lariat Rope, 3 or 4 Strand,
Halyards, Deep Sea Line, Snap Halters, Snap Plow Lines,
Clothes Lines, Hide Cord, Pulp and Paper Cord,
Tarred Rope, Marline, Houseline

Wrapping, Rolling, Seaming, Sewing and Grape Twines

Careful Execution **SPECIAL ORDERS** Prompt Shipment

Mills: MONTREAL, QUE., and HALIFAX, N.S.

BRANCHES:

F. H. ANDREWS & SON, Quebec. CONSUMERS CORDAGE CO., Limited, St. John, N.B. MacGOWAN & CO., Vancouver
TEES & PERSSE, Limited, Winnipeg, Calgary and Edmonton. GEO. WOOD, London, England.
MERRICK, ANDERSON & CO., Winnipeg, Binder Twine Distributors for Northwest.

Does This Concern You?

J. H. Still Manufacturing Company, Limited, owns huge timber reserves of the best Hickory in the Southern States.

There's an impost of 25% on all American Hickory Axe and Hammer Handles. We import the raw material and manufacture ourselves. We have branded our three best lines for your protection. They are

"Empire"
"Imperial"
"Champion"

There is money in this for you. Write us and we will tell you how.

J. H. Still Manufacturing Company, Limited
ST. THOMAS, ONTARIO



Take No Chances Because Hockey Sticks Sell Other Things. But They Must be First-Class

E. B. SALYERDS

manufactures the highest grade of Hockey Sticks marketed on this continent. It will pay you to note this fact.

Wholesale and jobbing trade only supplied.

E. B. SALYERDS
PRESTON, ONT. - - CANADA

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

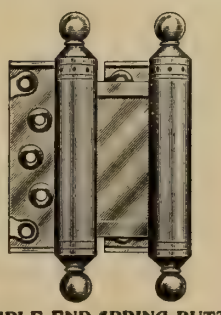
Manufactured by

THE LONDON FOUNDRY CO., Limited
LONDON, CANADA

CHICAGO SPRING BUTTS
TRADE CSB CO MARK

A PRODUCT OF RECOGNIZED SUPERIORITY

CHICAGO SPRING BUTT

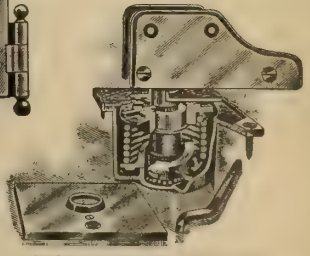


TRIPLE-END SPRING BUTT



TRADE CSB CO MARK

TRADE CSB CO MARK



CHICAGO BALL-BEARING FLO OR HINGE

Chicago Spring Butt Company
CHICAGO NEW YORK
CATALOGUE ON REQUEST

Four Reasons why INVICTUS FIBRE is the BEST FIBRE PAPER on the Market

1. Invictus Fibre is made from personally selected pulp wood cut on our own limits.
2. This special pulp wood is again rigidly culled on arrival at our mills
3. The pulp from which Invictus Fibre is made is manufactured in our own pulp mill and transferred at once to the paper mill, avoiding all drawbacks of transportation.
4. Invictus Fibre will increase in strength and not grow hard and brittle as does fibre made from sulphite pulp. This is a quality of the peculiar and selected pulp from which Invictus Fibre is made.

A trial order will convince you that we are correct. See that each package bears the words "Invictus Fibre." Every ream contains 480 sheets

TRADE MARK

This design a guarantee of quality.

CANADA PAPER CO., LIMITED,
"Headquarters for high grade Fibre and Manilla Papers"
Toronto. Montreal. Windsor Mills, P.Q.



Don't Stop

to ask your neighbor, lift the load yourself with **The Burr Self-Locking Tackle Block** Saves the labor of two or three men. 600 to 5,000 pounds capacity.

Lewis Bros., Ltd., Montreal
Munro Wire Works, Winnipeg
Vokes Hardware Co., Toronto
F. Hamilton & Co., Hamilton
The Burr Mfg. Co., Cleveland, Ohio

Some Points About C. G. E. Meridian Lamps

Simplicity	*Efficiency*	*Low Cost*	*Quality*
Easy renewal	Perfect light distribution	Inexpensive to install	Brilliant
Lights instantly	Average downward efficiency	No repairs	Soft and uniform
Burns on any standard circuit	Exceeds 1 watt per candle	Cheap renewals	

CANADIAN GENERAL ELECTRIC COMPANY, Limited

Head Office : Toronto, Ont.

District Offices : Montreal, Halifax, Ottawa, Winnipeg, Vancouver, Rossland

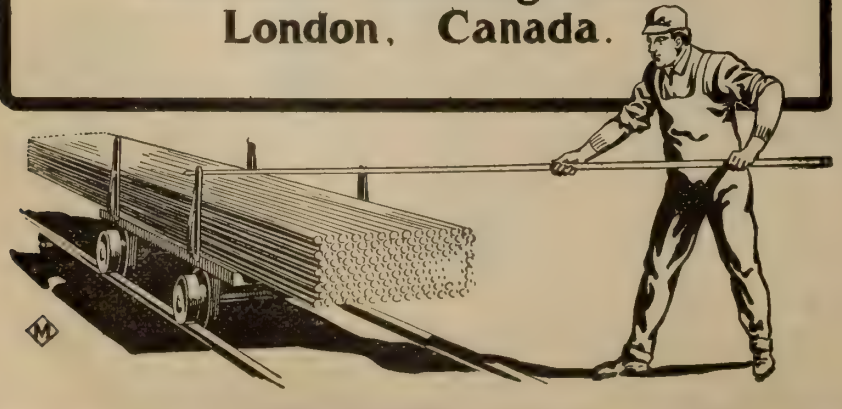
Refined Bar Iron

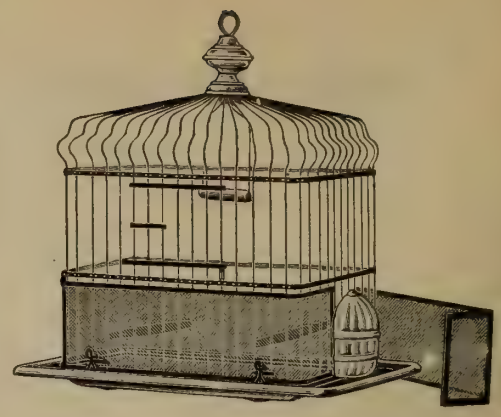
It is false economy to use poor quality bar iron. London Bars are the products of long experience, and the great demand for them is due to their uniform high quality.

They come in two grades, Common and Refined, and re-work with the greatest facility.

A trial order solicited. 65

London Rolling Mills
London, Canada.

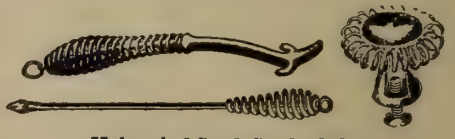




A complete assortment of **CAGES** always in stock; All sizes, styles and prices. Brass and Japanned. With or without guards. Discount on application.

E. T. WRIGHT & CO., - HAMILTON, CAN.

The Bowmanville Foundry Co., Limited
Bowmanville, Ont.



Makers of Good Goods Only.

Expert Bookkeeping

Investigation and auditing of all classes of accounts undertaken. Trading, profit and loss accounts and balance sheets prepared. Sets of books opened and office systems devised in an up-to-date manner. Collection of accounts a specialty.

PERCY P. DAVENPORT
622 McIntyre Block, - WINNIPEG, MAN.

Square your accounts

INTERNATIONAL PORTLAND CEMENT COMPANY, Limited

OTTAWA, - - ONTARIO.

Manufacturers of strictly high-grade Portland Cement made by the most improved method of manufacture in existence. Each barrel contains three hundred and fifty pounds of pure Portland Cement with no adulteration.

The Hanover Portland Cement Co., Limited
HANOVER, ONTARIO
—Manufacturers of the celebrated—
"Saugeen Brand"
OF PORTLAND CEMENT
Prices on application. Prompt shipment

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

Let us Help You Increase Your Business

Why not **go after and get** the fire brick trade in your locality.

Our expert information is at your command and will enable you to make this a paying line.

Make this one of the New Year resolutions and KEEP IT.

Francis Hyde & Co.

Contractors and Foundry Supplies

31 WELLINGTON ST.

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THE

SPECIALLY ROLLED STEEL

used in making

Hamilton Rifles

gives the maximum strength with the minimum weight—the condition par excellence in rifle-making.

HAMILTON RIFLES are made in three models—Nos. 15, 19, 23.

No. 15 sells at $2.00
No. 19 sells at $2.50
No. 23 sells at $3.50

ORDER FROM THE JOBBER

THE HAMILTON RIFLE CO.

Dept. 71 ***Plymouth, Mich.***

A. RUDD & CO., St. Helens, Lancashire, England

Manufacturers of highest grade



GLAZIERS' DIAMONDS in all patterns, Also **Circle Boards, Beam Compasses, Gauge Glass Cutters, Boxwood Squares and Laths, Plate Glass Nippers Atmospheric Soldering Irons,** etc., etc., etc.

Canadian Agent: J. B. GIBSONE, P.O. Box No. 478, MONTREAL

Don't Forget the Name...

NEWMAN'S INVINCIBLE FLOOR SPRINGS

Strong, Quick, Reliable, Effective.

Will close a door against any pressure of wind. Far ahead of ordinary door springs, pneumatic or otherwise. Ask your wholesaler.

W. NEWMAN & SONS, Birmingham.

WORK AND PRICES RIGHT

GALVANIZING

ONT WIND ENGINE & PUMP CO. LIMITED

TORONTO, ONT.

OUR LINES ARE SELLERS!

Why Not Write for Particulars?

CABLE ADDRESS "SUPERIOR" *FARLEY WORKS, SHEFFIELD, ENG*

GEORGE PHILLIPS & CO.

MANUFACTURERS OF

Silverware, Electroplate and Cutlery

We also make the best Razor on the market. Four exclusive brands with advertised names that will help every dealer. It costs a two cent stamp to find out about these solid old country lines which you cannot duplicate elsewhere. ***ALL MONEYMAKERS.***

OFFICE FOR CANADA, PACKARD BUILDING, MONTREAL **TELEPHONE M 5576**

Why Not Buy in Canada



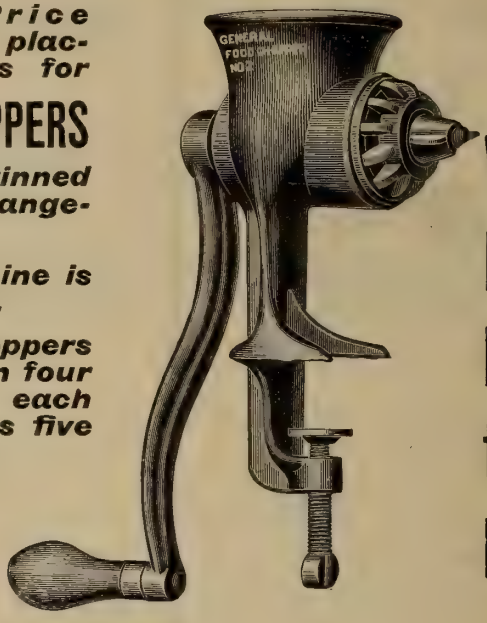
Write for Price List before placing orders for

FOOD CHOPPERS

All parts tinned and interchangeable.

Every machine is guaranteed.

These Choppers are made in four sizes, and each Chopper has five (5) knives.

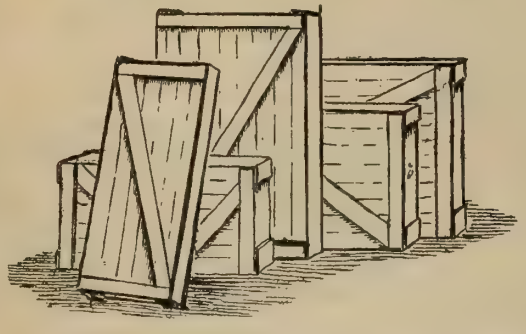


Why Not Buy the Best

SHIRREFF MANUFACTURING CO.

BROCKVILLE, ONT.

WINDOW GLASS FOR IMPORT



We have Special Prices for Import for Spring Delivery.

Do not place your order before seeing our prices. They will interest you.

Save money by importing direct.

We offer special Strong Cases, thus ensuring delivery in good order.

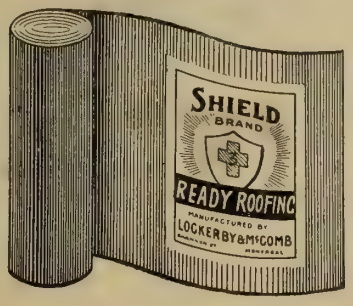
Send us your specification. We are always pleased to quote prices.

The Hobbs Manufacturing Co., Limited

LONDON TORONTO WINNIPEG

The Long and the Short of It

"IT" MEANS



THE "LONG"

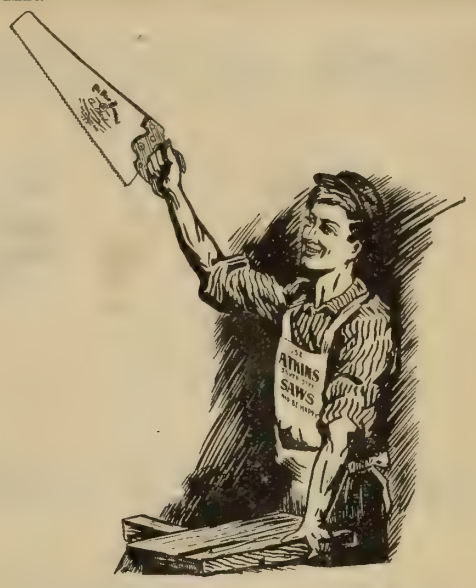
is the time it wears. It stands the test of heat and frost, wind and rain, and gives your customers many years of solid satisfaction.

THE "SHORT"

part is the time needed to put it on. A great deal of time—which means a great deal of money—is saved to the man who uses

SHIELD BRAND
READY ROOFING

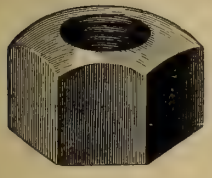
LOCKERBY & McCOMB
65 SHANNON STREET
MONTREAL



ATKINS SILVER STEEL SAWS

make merchandising easy. The Quality in them, backed by our enthusiastic publicity, has made them popular—we create the demand—you supply it. Easy to buy them—at your jobbers—or nearest branch.

E. C. ATKINS & CO., Inc.
Home Office and Factory, Indianapolis, Ind.
Canadian Branch, 77 Adelaide St. E., TORONTO



The John Morrow Screw, Limited

MANUFACTURERS OF
Set and Cap Screws, Special Milled Work, Engine Studs, Etc. Cold Punched Nuts of every variety of finish.

INGERSOLL, ONTARIO



Covert Mfg. Co.



TROY, N. Y.

Harness Snaps, Chain Rope and Web Goods etc. For sale by Jobbers, at Manufacturers' prices.

CELEBRATED HEINISCH SHEARS

Tailors' Shears,
Trimmers' Shears,
Tinners' Snips, etc.



ACKNOWLEDGED THE BEST.

R. HEINISCH'S SONS CO.
NEW YORK OFFICE, 188 Chambers St
NEWARK, N.J., U.S.A.

STREET PAVING and SIDEWALKS a SPECIALTY

SILICA BARYTIC STONE CO.
OF ONTARIO, Limited.

Water Proof Floors for Malt Houses, Breweries, Slaughter Houses, Cheese Factories, Cellar, Stable Floors, etc.

Head Office
Ingersoll, Ontario.
Walter Mills, General Manager
Ask for quotations for Septic Tanks.



"The Tool Holder People"

ARMSTRONG BROS. TOOL CO.

Manufacturers of Armstrong Patent Lathe and Planer Tools and other machine shop specialties.

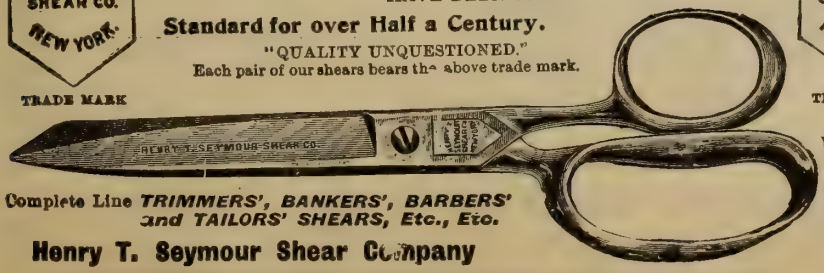
106 N. Francisco Ave., CHICAGO, ILL.

SEYMOUR SHEARS

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK

HAVE BEEN THE
Standard for over Half a Century.
"QUALITY UNQUESTIONED."
Each pair of our shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK.
TRADE MARK



Latest Catalogue will be sent in exchange for your business card.

Complete Line *TRIMMERS', BANKERS', BARBERS' and TAILORS' SHEARS, Etc., Etc.*

Henry T. Seymour Shear Company
WIEBUSOH & HILGER, Limited, NEW YORK, Sole Agents.

GALVANIZING AND TINNING
THE CANADA METAL CO.
TORONTO, ONTARIO.

Persons addressing advertisers will kindly mention having seen this advertisement in Hardware and Metal.

LOOK OUT FOR THIS TRADE MARK

ONTARIO STEEL WARE LIMITED
WARE FOR WEAR
TRADE MARK REGISTERED

ON

ENAMELLED AND GALVANIZED WARE

IT MEANS QUALITY

Write for Catalogue

ONTARIO STEEL WARE, LIMITED

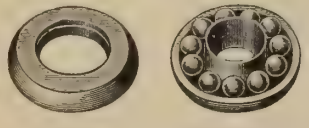
115-121 Brock Ave. and 79-91 Florence St.

TORONTO, ONT.

MANY OF THE BEST ARCHITECTS ARE SPECIFYING

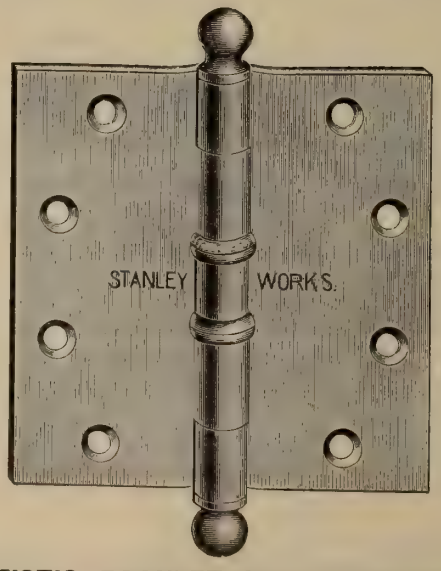
Stanley's Ball-Bearing Hinges

FOR ALL THEIR IMPORTANT WORK. *DEALERS SHOULD HAVE THEM IN STOCK.*



CUT OF WASHER
FULL SIZE

IT IS SO CONSTRUCTED THAT IT WILL NOT COME APART IN USE

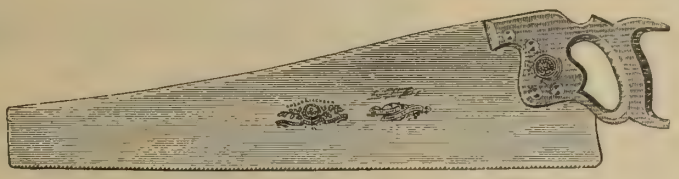


MADE IN WROUGHT BRONZE AND STEEL

ARTISTIC BOOKLET ON APPLICATION.

THE STANLEY WORKS, New Britain, Conn.

FOR SALE BY LEADING JOBBERS.



Dame Quality at Our Bidding Waits

Our ***Handsaws*** are made of "top-notch" Crucible Cast Steel, they are tempered in oil and carefully tested. Every one is guaranteed.

The illustration shows one of our Patent Ground, Hollow-Back, Highly-Tempered, Highly-Finished ***Handsaws.*** It is praised the world over.

We also make Back Saws, Circular Saws, Hack Saws, Mill Saws, Canada Webs, Files, Edge Tools, etc.

The sun never sets on Spear & Jackson's Wares

A POSTCARD SENT TO US MAY MEAN A PILE
OF BUSINESS SENT TO YOU.

SPEAR & JACKSON ÆTNA WORKS Sheffield, England

Telegraphic Address: "Spear," Sheffield

REGISTERED TRADE MARK

GRANTED 1682

World's Best Cutlery

You make no mistake in specifying goods made by

JOSEPH RODGERS & SONS, Limited

when ordering cutlery. A reputation of over 200 years at stake, insures the quality of every article.

Write for catalogues from Sole Canadian Agents

JAMES HUTTON & COMPANY, MONTREAL



COAL CHUTE—Heavy Sheet Steel—A good line for Hardwaremen. Stock lengths, 6 ft. and 8 ft. Any length to order.

The Steel Trough and Machine Co., Ltd.
TWEED, ONT.

"QUALITY UNSURPASSED."

TORONTO AND BELLEVILLE ROLLING MILLS LIMITED.

BELLEVILLE, - ONTARIO.

WE ARE IN A POSITION TO FILL ALL ORDERS PROMPTLY FOR

BAR IRON

Louden's Double Strap Barn Door Hangers

Are the Standard



They Have Case Hardened Bearings, Track Scrapers, Revolving Washers.

They hold the door closer to the track, hang perfectly plumb, and allow the door to hang closer to the wall than other hangers do, while they are just as flexible, and are the easiest running hangers made.

Manufactured by

LOUDEN MACHINERY CO.
GUELPH, ONT.

We manufacture 15 different styles of Hay Carriers, 10 different styles of Barn Door Hangers, also Feed and Litter Carriers, Cow Stanchions, Barn Door Latches, etc.

$2 FOR THIS SMALL SUM THE **$2**

MANUFACTURER and SUPPLY MERCHANT

may keep posted on new openings for trade.

The CANADIAN CONTRACT RECORD

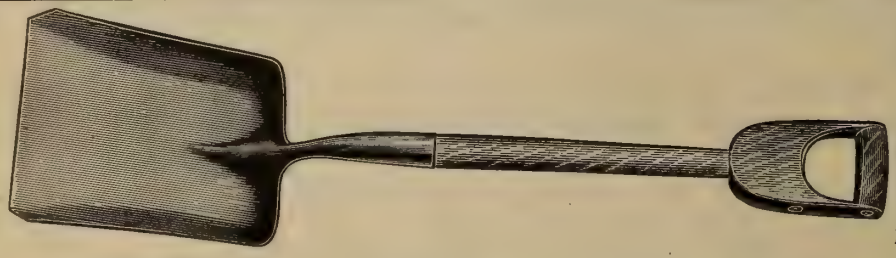
reports weekly all projected building and other construction works throughout Canada as well as new business enterprises.

Send your name and address with $2 for a year's subscription to

Canadian Contract Record

Toronto, Montreal, Winnipeg, and Vancouver

$2 **$2**



SPADES, SHOVELS, Etc.

Entrust your trade to the house that can supply the "just right" **Spades** and **Shovels**.

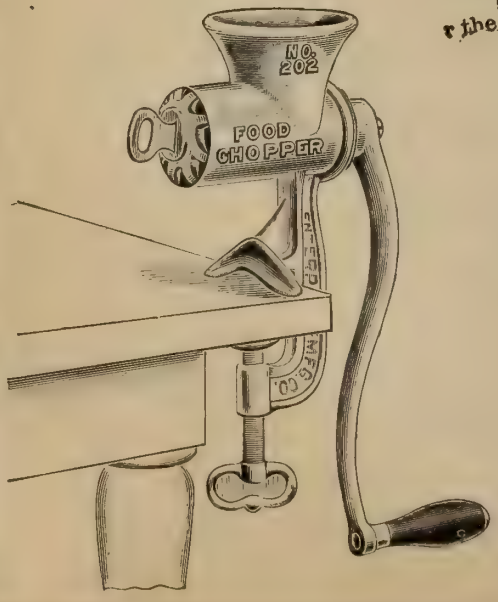
By getting in touch with us you will become acquainted with the favorite lines:



"Peterborough," "Lundy," "Irwin," and "Hill"

Send in a postcard for our Catalogue and you will see where we stand.

The Peterborough Shovel & Tool Company, Limited, Peterborough, Ont.



and con[illegible]ction activity this year.

PERSONAL. — The hardware dealer who is not making a handsome profit selling Enterprise Meat and Food Choppers will learn something to his advantage by addressing the undersigned.....

Sometimes life's little [illegible]nities show

We are breaking all records in sales of Meat and Food Choppers. If you are not selling more

Enterprise Meat AND Food Choppers

than ever before there is something wrong.

Write us for "ginger" (live advertising matter), to start business bubbling your way.

People are afraid now of packing house products.

They want to chop their own meats.

They are buying Meat Choppers from the dealers who are pushing them. Get in line!

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA, U. S. A.

NEW YORK BRANCH: 10 Warren Street. SAN FRANCISCO BRANCH: 438 Market Street



Peerless Woven Wire Fence

Here is a fence that will sell. Once up no need for repairs. It lasts for years—just what you are looking for. It's horse-high, pig-tight and bull-strong. No stock can get over, under or through it. The most unruly animal can't butt it down and there are no barbs to tear and injure stock. It's

WIND AND WEATHER PROOF

The Peerless lock holds it perfectly rigid and the wires can't slip up, down, nor sidewise. Cold weather won't snap it and hot weather won't make it sag. It's the greatest thing out for farmers, stockmen and all other fence users which makes it a red hot proposition for dealers. It comes in rolls all ready to put up. It's easy to handle. Write for prices.

The Banwell Hoxie Wire Fence Company, Ltd.
Dept. J, Hamilton, Ont.

ESTABLISHED 1795

JOHN SHAW & SONS
WOLVERHAMPTON, Limited
WOLVERHAMPTON

Wishing
Our Many Friends From
Coast to Coast
A HAPPY
AND PROSPEROUS
NEW YEAR

J. H. ROPER
Canadian Representative
82 St. Francois Xavier Street, - MONTREAL



THE JOY VICTORIOUS

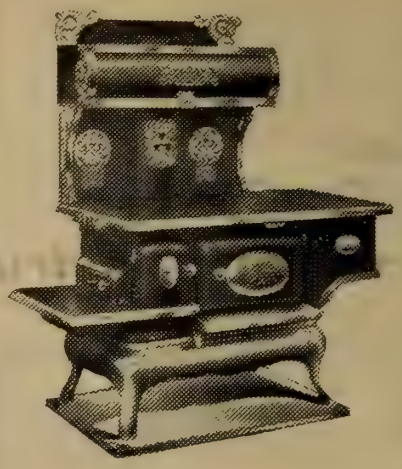


The Joy Malleable Range has been on the market for a little over a year and has demonstrated its right to the head of the procession.

It is still the only Malleable Range made in Canada for the dealer, and in the West, where it comes in direct competition with the American Malleables has proven its claim to be "equal to any" and superior to most while its price is much lower than any. Fill out the old year and start in the new by securing the agency for this Great Range. Stock at Winnipeg is complete.

JOY MFG. CO., 32 Humberside Ave., TORONTO, ONT.

TEES & PERSSE CO., - Western Distributors, Winnipeg
CHAS. H. FOX, - Agent for British Columbia, Vancouver



Selling Points Worth Remembering

The range that is easily sold has generally quality stamped all over it.

The **Empire Queen Range**

rivets the attention of a customer as soon as she enters your store. Tell her about the oven efficiency of the **Empire Queen**, and while you dwell briefly on the various perfections of this range its general appearance will clinch the sale.

The Canadian Heating & Ventilating Co.

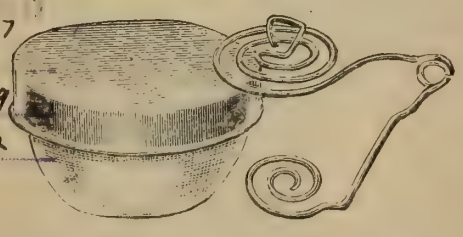
OWEN SOUND, Ontario, Limited,

THE CHRISTIE BROS. CO., Limited, 238 King St., Winnipeg, Man., Western Agents.

THE CANADA STOVE AND FURNITURE CO., 126 West Craig St., Montreal, Que., Agents for the Province of Quebec.

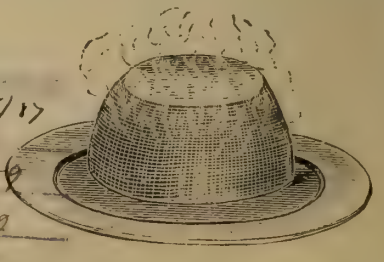
THE M.B. PUDDING STEAMER

The Only Rational Method of Cooking a Pudding



Simplicity, Durability, Utility.
Excellent for Fish and Meats.
No Burning. No Disappointment.
Produces Perfect Puddings.

The **M. B.** Steamer consists of an enamelled bowl with retinned cover held by patent wire clasp. As its name implies it is a "Steamer," not a "Boiler." When it is used the Steamer should be put in a saucepan with a close-fitting cover. Do not cover the steamer with the water, all it wants is a little in the bottom of the saucepan to generate steam. The Bowl is made of Best Quality Enamelled Steel and is practically indestructible.



SIZE OF BOWL—No. 1, 5½; No. 2, 6½; No. 3, 7½; No. 4, 8 in. Diameter.

EACH SIZE PACKED IN CARDBOARD BOX.

Dainty Book of 22 Original and Economical Recipes Enclosed with Each Steamer

TO BE OBTAINED FROM

F. W. LAMPLOUGH & CO., 9 DeBresoles St., MONTREAL



H. & R. greatest revolver value for the money

The Talking Points That Sell
H. & R. REVOLVERS
Excellence of Construction
Accuracy
Rapidity of Action
Absolute Safety

No matter which model or at what price it may be sold, every **H. & R. Revolver** undergoes the most rigid inspection both as to material and workmanship. Every part is accurate to the thousandth part of an inch and absolutely without a flaw.

H. & R. POLICE PREMIER REVOLVERS

combine more good features than any revolvers of other make selling for twice the money. The **safety hammer** enables them to be discharged quicker than any other hammer revolver. **Automatic Ejector, Independent Cylinder Stop** (found only on other make revolvers of much higher price), **Light Weight, Beautiful in Design and Finish** are the points that make them sell rapidly.

Our Catalog tells about our full line and gives valuable selling points.

HARRINGTON & RICHARDSON ARMS CO. WORCESTER, MASS.

313 Park Ave.

From 1865 To 1907

FORTY-ONE YEARS

We have been pounding away making horse nails for the past forty-one years. Long enough to know how to make them don't you think? And have a fair acquaintance with the wants of the horseshoers who use them, and the hardware trade who sell them. And yet we haven't learned all. There is another firm whose representatives "know it all," in fact it is stated 'they are going to put us out of business in a year;" have a case of wine put up with our friend K. to this effect. Well! Well! Tennyson said in the Brook, "Men may come and men may go, but I go on for ever." We are going to try and hold out the year 1907, if not forever, and we think our "C" brand horse nails are of such good quality and that we have made friends enough in Canadian Hardware trade during the past forty-one years, to warrant us in thinking we shall. Will you do your share, by ordering the "C" brand. Don't accept substitutes; insist on having the brand of horse nails you order and let it always be the "C" brand.

WISHING OUR FRIENDS A HAPPY AND PROSPEROUS NEW YEAR.

Canada Horse Nail Company

ESTABLISHED 1865

MONTREAL

KEMP MANUFACTURING CO.

Manufacturers of

High-grade Enameled Wares

RETURNED
~~Refrigerator~~ Dec/29/16.
to Owner
Cut Book No. 39
Page No. 42



Gerrard Street and Don Esplanade

TORONTO

The KEMP MFG. & METAL CO., Ltd.,
WINNIPEG

The KEMP MFG. CO., MONTREAL,
MONTREAL

WHAT TO DO NEXT MONTH

The passing of the holiday season and the opening of the new year is an opportune time for the merchant to "take stock," not only of the goods on his shelves or in his store or warerooms, but also of the methods of doing business which he has been using in the past. If the past year's business has not shown an increase over previous years there is something wrong and it should be the merchant's immediate business to find out the weak point in his system.

* * *

One of the most likely causes of leakage is in the giving of credit. The successful hardware merchant will give as little credit as he possibly can avoid. He will build up an asset for himself in the form of a reputation for taking advantage of every discount and settling all bills as promptly as they fall due. But he cannot do this unless he impresses on his customers the fact that he can best serve them by doing a cash business and that they can get better and cheaper goods by paying cash and not asking for credit. Look well to the cash end, therefore, and start the year with a determination that during 1907 all jobbers' discounts will be taken and all possible credit refused.

* * *

At the beginning of the year the office end of the work should be given considerable attention. Are the books kept in modern style? Can time be saved by the adoption of the up-to-date loose leaf systems so extensively advertised and so universally used by the larger firms in the leading business centres? Any of the enterprising concerns who use our advertising pages will be glad to supply information regarding the working of their system in a retail hardware store.

Another leakage may be in the lack of organization of the clerks. Many manufacturing houses hold annual conferences of their travelling salesmen, who go over the company's works, get familiar with the processes of manufacture, hear addresses on scientific salesmanship, talk over prices and methods of approaching customers, and generally learn how to increase their value as salesmen. Jobbers also have conferences of their salesmen several times each year. Why cannot retail dealers profit by the same plan? The existence of a distant feeling between merchant and clerk is too often the result of the absence of heart-to-heart talks on matters affecting the store. The clerks should be made to feel that they are integral parts of the business and their future advancement depends largely upon its success. The merchant who shows an interest in his employees can develop a spirit of loyalty and encourage some fine "team work" by holding weekly or monthly conferences to discuss how best to increase the business done. The idea might be further developed by placing certain departments under the control of special clerks and offering prizes for the clerk showing the greatest increase in department or total sales during the year. In January is, of course, the best time to put such a plan in operation.

* * *

Too many merchants look upon the months of January and February as a "dull season." Such a time calls for the best efforts of the entire selling force of a store. The left-over holiday goods should be disposed of. It costs too much to tie up capital by carrying over the stock until next season. Follow the plan of the departmental stores in having a swift turn-over, even at the expense of a short profit. But avoid promiscuous price cutting. Select a few bargains of skates, hockey sticks, sleigh bells, silverware, etc., and advertise that you have a few odd lines of left over holiday goods on your "bargain table." Realize that the purse-strings are more tightly drawn than before the holidays but that many did not get the useful presents they expected. Go after this business, naming only a few selected "bargains" and you should not only do a good trade in the lines advertised but also in other seasonable lines which you will get opportunities to talk up and show at reasonable prices.

* * *

Every hardware merchant has a different method of keeping his store before the public, and at this time of year many are giving something to the children, such as one foot and three foot rulers on which is some advertising matter. Another good line for children is scribbling books with store advertising on both covers. These should be sold at 3 for 5 cents which, while not covering the cost of large books makes the children more careful of them.

* * *

After business has settled down, and the dealer has pushed all the special sales to their utmost, attention should be given to stock taking, which is generally done in February or March, the object being to ascertain how much money has been made during the year. It is also a great benefit, in sorting and dusting old stock which may have been pushed back on the shelves and can now be brought forward and disposed of on the bargain table. By doing this every year stock can be kept up to the standard.

* * *

At present crosscut saws, axes, handles, wedges, and in fact all tools used in the timber industry would be a very seasonable line to display in the window. The farmers' attention can be drawn to the display through the medium of the local papers.

* * *

Every merchant has his special method for stock taking. Our method is to start two clerks along the shelves counting articles in different boxes, and making just opposite the price the number it contains, with the year—such as 8–07. Goods and shelves can be dusted at the same time. The clerks should be allowed a little start and followed up by another reading the quantity and price off the box, and writing it down on strips of ordinary light wrapping paper about 6 inches wide from which the records can be copied into the stock book. Freight is generally added to all goods as they are marked.

This is one of the greatest helps to a new clerk, as he will learn more through one stock taking than six months of ordinary service. Besides it freshens up all articles, and starts the new year with a clean, fresh stock.

* * *

There is one thing that every hardware merchant in Canada should do in January—he should write his local member of Parliament urging him to see the Postmaster General and oppose the proposed Parcels Post C.O.D. Collection System. The merchant should also write the Postmaster General on his own letterhead, urging him to reconsider his proposed action as it will seriously hurt the retail trade and benefit the mail order houses. The editor of the local newspapers should also be interviewed by several merchants who are large advertisers and if he sees that the proposed legislation will benefit the city stores who pay no taxes in the country towns, and hurt the business men who pay a large share of the taxes, he will take up the subject in his editorial columns.

This Parcels Post question is an important matter. Show that you are alive to the interests of the trade and by doing so, not only will you ward off the present danger, but you will make the law-makers realize that measures affecting the interests of thousands of merchants cannot be sacrificed in order to satisfy the desires of the magnates who control the departmental stores and the newspapers through which they advertise.

HOW ABOUT IT?

Are you going to discount your bills this year or are you going to give this extra profit to the jobber?

There's enough leeway to the retailer who discounts his bills, to meet competition either from his neighbor or the catalogue house. It's a special point of advantage. The discounts of an average country merchant, will amount to a very respectable percentage of his annual profits.

You should be in a position to figure up the discounts that you have profited by or lost during the year 1905, and the commutation will well repay the time taken to make it.

If you are not in a position to take advantage of the full discounts, make the most of what you can. Partial discounts are better than none at all. With full advantage of discounts you will be able to make larger profits and meet competition when it comes.

AMONGST THE SALESMEN

Montreal Travelers' Banquet.

Just once a year do the members of the Dominion Commercial Travellers' Association, stay up overly late on pleasure bent, and this is upon the occasion of their annual banquet which takes place each year about Christmas time.

The Montreal Association held their gathering on the night of December 20th at the fine old Windsor Hostelry. Nearly 300 sat down. Contrary to the stereotyped plan of long rows of tables for all, there was only one long table, this for the guests of honor, whilst the rank and file sat about the spacious dining room in social groups of half dozens, each with a table to themselves.

The gathering was particularly fortunate in the presence of several distinguished speakers including Hon. Rudolph Lemieux, Post Master General; Hon. Lomer Gouin, Premier of Quebec; F. D. Monk, M.P.; Hon. P. E. Leblanc; F. H. Matthewson, President of the Board of Trade; J. H. Ashdown, Mayor of Winnipeg; Alderman Robinson, and others. so that the feast was both physical and intellectual. Short speeches were the rule of the evening and interspersed with some good vocal and instrumental music the whole contributed to a delightful programme.

E. D. Marceau, the new President-Elect of the association made a model chairman and he was ably assisted in the vice chairs by J. Paterson, Vice-President, R. C. Wilkins, Treasurer, and W. J. Egan.

Two important announcements were made during the evening by the politicians present, the one which met with most general favor being an assertion on the part of Premier Gouin that the



President, E. D. Marceau.

now notorious Quebec Tax, which has been levied against commercial travellers entering this province, will be repealed at the next meeting of the Legislature. Hon. Mr. Lemieux also created some enthusiasm by stating that if he got the necessary support in parliament, that before many months there would be "an intellectual preference" in the direction of cheaper postage on magazines and periodicals coming from Great Britain.

A Pillar of Commerce.

E. D. Marceau in welcoming the guests of the evening referred to the importance of the association of which he had been recently honored with the Presidency. He said, "I consider that this meeting is not without its utility to the men who preside over the destiny of our Dominion and our Province, and to those who are at the head of our Chambers of Commerce and our



Treasurer R. C. Wilkins

great Transportation Companies. The commercial man to-day is a very important and very different individual from that jolly chap and good story teller whom he has replaced. The traveller has not lost any of his good qualities of old, but to be successful to-day he must be active, temperate, keen to judge human nature and above all things know his business, that is, know his goods from the time they leave the raw material state to the time when they are ready for the consumer. The commercial man has not only progressed with the country, but he has even anticipated the changes and prepared himself for them. He is the feeder of the factory, the provider of the salary for the workingman and the subsistance of his family; he assures the payment of due liabilities; he is the certitude of the present and security for the future; he is, to a great extent, the credit and the material wealth of the country. Since the commercial traveller is all these things it is, I say, of great utility for you to meet him and know his views.

The Shilling Cable.

Hon. Mr. Lemieux in responding to the toast of the Parliament of Canada referred to the commercial traveller as having his finger on the pulse of the



J. S. N. Dougall.

temper of the country. When those engaged in politics wanted to know what that temper was, whether it was good or bad, they had to come to the traveller for information. The temper of the traveller also was a reflex of the temper of the country. If he was in good humor, then it was a foregone conclusion that the country was prosperous, and vice versa. Mr. Lemieux added, amid laughter, that he was glad to see by those at the banquet that the country was obviously prosperous.

Mr. Lemieux stated that the time had come for the "Shilling Cable" from one end of the Empire to the other. With the advent of the "Shilling Cable" would come a greater union of Canada with the mother country and the rest of the Empire. The penny postage had become an established fact and the "Shilling Cable" was on the way. The matter had been taken up recently in a lecture at the Eighty Club, London, and the idea was received with favor.

Mr. Monk also responded to this toast saying that there was no body of men to whom he would go with greater confidence to find out the trend of public opinion than to the commercial traveller of the Dominion. Theirs was the power to mold public opinion, and even to impress thgt opinion upon Parliament itself. The commercial traveller could also disseminate throughout Canada that broad spirit of citizenship so necessary if Canada was to become a great nation.

Travelers Tax to Go.

Hon. Lomer Gouin responded in a brief speech to the Toast of the Legislature, proposed by Mr. Wilkins. After referring to the good work that the travellers could do for the country, he made the important announcement with reference to the abolition of the Quebec Tax before referred to.

One of the most popular speakers of the evening was Mayor J. H. Ashdown of Winnipeg, who happened to be in the city and was a welcome guest. In a happy little speech he referred to the

great growth of his home city, though he put the audience in good humor by saying that it could never hope to outdistance its older sister of the great metropolis of Montreal. By the time that Winnipeg was as old as Montreal however, there would be a larger city in the West than Montreal was to-day though he gave credit to the metropolis for being able to hold its own in the general increase throughout the country.

TORONTO TRAVELERS' MUTUAL.

At the annual nomination meeting of the Commercial Travellers' Mutual Benefit Society of Toronto, held recently, the following officers were elected by acclamation for 1907: President, S. R. Wickett; Vice-President, Ald. Jos. Oliver, and Treasurer, Harry Goodman.

There were four vacancies on the Board to be filled, three Trustees for the term of three years, and one for two years, the latter to fill the place of Jas. Turpin, who resigned owing to removal from the city. The following were nominated for the three year term: R. G. Hector, John Gibson, C. S. Parsons, E. M. Burke, T. F. Corey, J. H. Morin, and C. A. Barnard. For the term of two years, the following were nominated: H. L. Wilmott, R. Maxwell, D. R. Hawley, and R. R. Davis. All trustees for outside cities and towns were re-elected by acclamation.

The Annual Meeting has been arranged for January 26.

TORONTO TRAVELERS DINE.

The Commercial Travelers' Association of Canada held a very successful dinner at Toronto, Wednesday night, over 200 being present. T. McQuillan presided over the gathering, and, after the loyal and patriotic toasts had been duly honored, M. J. Hopwood proposed the toast of the "Association." He mentioned that from small beginnings they had steadily grown until they had now a membership of 8,000, with a capital of half a million. Responding to the toast, Mr. Fielding, the treasurer, said that in the past seven years $246.-127 had been paid out on behalf of the widows' and orphans' fund, and from the relief fund $6,097. In proposing the toast of "The Commercial Travelers Mutual Benefit Society of Toronto." J. Oliver said that during the 26 years of its existence it had paid about $410,-000 to widows and orphans, largely in the Province of Ontario. Mr. Taylor, in his response, suggested the advisability of adopting an annuity scheme similar to that prevailing in England. The chairman proposed "The Wholesale and Manufacturing Interests," and this was responded to by Messrs. J. W. Woods and Kinnear. "Sister Associations" was proposed by Geo. West, and responded to by J. H. Morin, Montreal, and by Wm. Gray, past-president of the London Association.

The Merchant's great door of Success hinges on a well-dressed window.

SUCCESSFUL JOBBERS AND SALESMEN.

No. 33.

M. F. Irwin, the new manager of the McClary Manufacturing Company's Maritime branch at St. John, N.B., has had a varied and practical experience in the heating and tinware trades and if knowledge on these subjects, combined with persistent effort, will bring success in his new field steady growth in the Company's Maritime trade is already assured for the future.

One new feature he intends introducing is the manufacture at St. John of the lighter goods, such as pails, cans, etc., occupying much space but weighing little, and commonly known under the term "Wind" by those who pay heavy freight rates on these goods. As the tin plates and other raw material is procured in Wales, the saving in freight on raw material one way and on finished goods the other, will give a considerable advantage to the new venture. Another feature to be adopted will be the making of furnace pipes, etc., at St. John, thus enabling local hardware dealers to secure supplies readily by sending floor plans of buildings and doing the work of installation themselves.



M. F. IRWIN
Manager of McClary Mfg. Co's branch at St. John, N.B.

Mr. Irwin learned the tinsmithing trade with his uncle, Thomas McGrattan, of Uxbridge, Ont., working with him for twelve years and leaving in 1889 to accept a position in the McClary tinshop at London. At the end of a year he was put on the road as a furnace traveler in Western Ontario, after six years being transferred to the Toronto branch and covering the ground between Toronto and Fort William. In 1897 he was transferred back to London, making special trips from time to time from Quebec in the East to Victoria in the West. In 1900 he was made sales-manager at London, a position which he filled acceptably until his present appointment on Nov. 1st last.

When his present promotion was announced the esteem with which he is held by his fellow employees on leaving the office staff was indicated by the presentation to him of a gold mounted pen accompanied by an illustrated address. Mr. Irwin's old friends in Ontario, Quebec and Western Canada will join with the London staff in wishing him a bumper business "Way Down East."

DOMINION COMMERCIAL TRAVELERS.

Much business of importance was discussed at the recent annual meeting of the Dominion Commercial Travelers' Association in Montreal. The association at present numbers 5,684 members, a gain over last year of 499. Financially the association is in excellent condition. The amount received on revenue account is $67,597. Annual subscription fees make up $54,340 of this amount and interest on investments $13,110.

The report of the Mutual Benefit Association, read by J. S. N. Dougall, showed that this department of the association was in a flourishing condition. It was proposed that besides the annual dinner members should hold once a month a smoking concert or lecture, in order that the members should enjoy greater social pleasure among themselves.

Concerning the commercial rates on railroads the annual report had to say: "It is pleasing to note that, in accordance with the request made for a reduction in the commercial rate in the Northwest provinces, the C.P.R. have reduced the rate from 3 cents to 2 1-2 cents per mile on their main line between Manitoba, Calgary and Macleod, including all branches in Saskatchewan and certain branches in Alberta. The same concession has been obtained on the Canadian Northern Railway lines in the Northwest as they now exist."

The increase of the rates from two cents to 2 cents and a quarter over the Intercolonial Railway was commented upon, as well as the taxes which had lately been put on commercial travelers in certain provinces. This latter it was hoped to have remedied during the present session of the House, when a bill will be introduced to abolish the tax

ACCOMMODATING HOTEL CLERK.

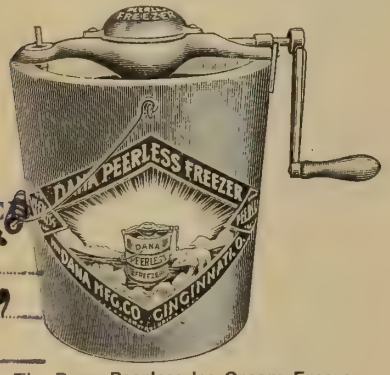
"Speaking of accommodating hotel clerks," remarked a traveler, "the best I ever saw was in a certain town. I reached the hotel late in the evening. Just before I retired I heard a scampering under the bed, and saw a couple of large rats just escaping. I complained at the office. The clerk was as serene as a summer breeze."

"'I'll fix that all right, sir,' he said. 'James! Take up a cat to Room 23 at once.'"

STOVES AND TINWARE

THE DANA PEERLESS FREEZER.

That the Dana Peerless Freezer is a quick and easy-working ice-cream freezer is shown by the fact that three minutes is the freezing time, and the cream is as much frozen at the centre as at the edge. It can be turned without effort until the cream is completely frozen. What makes most freezers so hard to turn is that the dasher has to be pushed through the gradually freezing cream. As the cream becomes frozen, the turning becomes more and more difficult. In the Dana Peerless Freezer the can revolves around the dasher. The dasher doesn't move at all. It has fewer parts than any other freezer. It's the simplest constructed freezer on the market. Gears, enclosed in a ball-like frame, impart the motion of the crank to the can. The gears can't get out of order. They can't catch the ice or salt.



The Dana Peerless Ice Cream Freezer.

The Dana Manufacturing Company help the dealers to sell their product. Millions of people are reached—are told how quickly and easily the Dana Peerless Freezers freezes cream and that it can be obtained of any dealer. These factories are among the most modern in the country. Here, every part of the Dana Freezer is constructed. Even the castings are made here, and the tinning done. The new pure food law and the danger of "ptomaine" ice-cream is leading more housewives each year to do their own freezing. Those who use the Dana, find it so quick and easy that they gladly recommend it to others, while dealers who handle it are making handsome profits: It may be obtained through any jobber.

NOVEL DUST PAN.

W. N. Steele, New York City, has secured an American patent for a novel dust pan. His aim being to provide a pan arranged to permit convenient sweeping of the dust, crumbs, and the like into the pan, to securely retain the sweepings, and to allow ready dumping of the accumulated sweepings whenever it is desired to do so and without danger of spilling any of the sweepings while carrying the pan and contents from the room to a place of discharge.

HOT WATER HEATING.

Hot water for room heating purposes, where steam is employed to heat the water, can be attained in a good many ways, says an exchange. In a system of direct hot water radiation which has been installed in some tall buildings the risers are designed for steam circulation from a steam boiler in the basement, with special designed enlargements or reservoirs on the steam risers, from which branch pipes are taken to the direct radiators. These reservoirs or enlargements of the riser pipes are designed to catch the water or condensation as it is formed in the radiators until the amount is sufficiently great, when additional condensation overflows into the steam risers to return to the steam boiler. Without going into details, the system when the steam is first turned on operates entirely as a direct steam heating system. As the water gradually collects into the reservoir, the radiators become filled with water, as the reservoirs are in line with them. After they are thus converted into hot water radiators the steam which is constantly supplied through the steam pipes heats the water in these reservoirs, so that each reservoir acts as a small steam boiler, with a local circulation from the reservoir through radiation and back again to the reservoir. With such a system a wide range of radiator temperature is available, and means are at hand for quick warming in starting up.

OIL STOVES IN EGYPT.

Oil cooking stoves are enjoying a permanent growing and profitable market in Egypt. A United States manufacturer introduced an excellent oil cooking range, according to Special Agent Charles M. Pepper of the Department of Commerce and Labor, which was retailed at a moderate price. It sprang into immediate popularity and commanded a large sale. Other oil cooking ranges, similar in appearance and offered at a lower price, were soon in the market. They were said to come from Germany. It has taken time, he says, to demonstrate that these ranges are inferior to the American make, but this has happened, and in the future with proper pushing American cooking ranges and portable stoves should be used in much larger numbers.

CHIMNEYS AT FAULT.

A heating expert who has had over thirty-two years' experience in the stove business, and has examined from four to five thousand complaints in that time, announces that, without recalling one exception, he has always found the source of complaint to be the chimney. According to him, mortar and brick obstruct the draft of the chimney, and occasionally a bird's nest causes the same difficulty. At other times, he has found that the mortar between the bricks of the chimney has been washed out by rain or snow, or the expansion and contraction of the bricks has caused openings which permitted of a counterdraft from the side. This man declares that it is just as reasonable to say that a stove does not draw as it is to say that water would not run out of a pail when tipped.

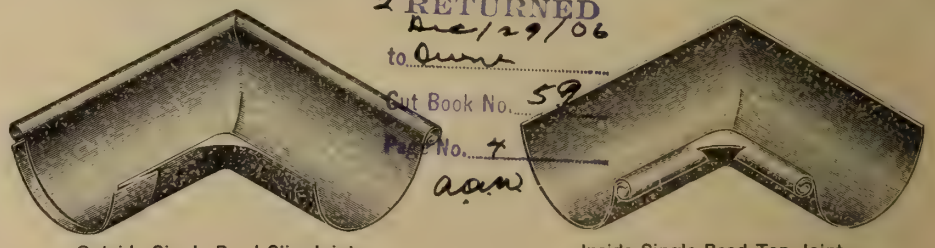
MALAY TIN OUTPUT.

The report of the commissioner of Mines of the Federated Malay States showing the output of tin for the first nine months of 1906, shows a decrease in the output as compared with 1905 of 1,656 tons.

The following table gives the output of all the tin-bearing States of the Malay Peninsula for the first nine months during the years 1905 and 1906, expressed in tons of 2,240 pounds :

	1906	1905
Perak	19,271	19,740
Selangor	11,975	12,889
Negri Sembilan	3,452	3,738
Pahang	1,515	1,502
Total.....	36,213	37,869

According to the market reports of shipments from the Straits Settlements for the first nine months of 1906, there was shipped 43,262 tons, or 7,049 tons more than the commissioner of mines reports the output of the mines. This shows conclusively that there was a large amount of tin on hand, held back to control the market and take advantage of the high prices which have prevailed during the past few months.


Outside Single Bead Slip Joint. Inside Single Bead Tap Joint.

ONE PIECE MITRES.

The J. E. Whiteacre Manufacturing Company, Rockford, Ill., manufacture the one-piece mitre eavetroughing shown in the accompanying engraving. There is a large saving made by tinners who use this article, it requiring no stopping for repairs or bracing, thus economizing labor considerably. Additional information, prices and discounts can be secured on request from the company.

HARDWARE TRADE GOSSIP

Quebec.

N. Dreany of Dreany Bros., Cobalt, Ont., was in Montreal this week.

A. C. Jenkins & Co., hardware merchants, of Montreal, have dissolved partnership.

Lewis Bros.' travellers gathered in annual banquet Friday night at the Engineers' Club.

C. M. Strange, sales manager for Lewis Bros. Ltd., spent a pleasant Christmas holiday at his home in Kingston.

Paul H. Hansen, the new representative of the Canadian Rubber Co., at St. John N.B., spent Christmas holidays in Montreal.

Geo. Caverhill of Caverhill Learmont & Co., is the most likely candidate for the position of President of the Montreal Board of Trade.

Mr. S. D. Pearson has been successful in placing a number of ventilators in the Incineration Department of the City Council of Montreal.

The Mount Royal Color and Varnish Company, of Montreal, has been acquired by H. Lamontagne, J. Lusignan, N. Morency, H. Lapierre and E. Lamontagne, of Montreal, and will be run in future by the aforesaid members.

Among the well-known travellers of Caverhill Learmont & Co., in town this week were: J. H. Brent of Toronto; W. H. Martin, North Bay; George Browne, Eastern Townships; J. R. MacKay, The Gatineau; Geo. Ramsden, Port Hope; J. A. Laporte of the city.

Chas. Augers, son of the late Roul Augers, one of the oldest partners in the firm of Frothingham & Workman, has taken up the work of travelling in the Eastern Townships in succession to E. A. Painchaud. Mr. Augers has been with the firm for years in the warehouse and should be successful.

Hector MacKenzie, one of the best known and most highly respected plumbers in Montreal, died suddenly this week at Hotel Dieu. Mr. MacKenzie was for years a traveller for Thos. Robertson & Co. and was widely known in the trade. His demise was quite unexpected and was greatly deplored.

C. E. McDonald of the shipping department of Frothingham & Workman Co., Montreal, died suddenly this week. Mr. McDonald was 53 years of age and had been 21 years in the service of the company. He was well off. His funeral took place from his late residence, 18 Bethelot St. and was largely attended.

Ontario.

F. Occomore, hardware merchant, Collingwood, was a visitor in Toronto last week.

David Clark, plumber, is one of the aldermanic candidates in Toronto's municipal fight.

J. D. Eplett, hardware merchant, of New Liskeard, has sold his business to Magladery Bros.

Mr. Bailes, jr., of John Bailes & Son, hardware merchants, Oshawa, called on the Toronto jobbers this week.

C. Beirel, hardware merchant, of Markham, was calling on the wholesale hardware jobbers in Toronto last week

Fred C. Mount has opened a plumbing business in O. E. Woods' sheet metal and tinshop at 1001 Bloor street west, Toronto.

Westman's hardware store, Chatham, was saved from destruction by fire last week by fire in the oil room being discovered in time.

L. Mahen, the newly established hardware merchant, of Penetang, was a visitor in Toronto this week calling on the wholesale hardware merchants.

The site now occupied by Harold A. Wilson's sporting goods store at 35 King Street West, Toronto, has been sold and new premises will have to be secured.

J. R. Skelton, has bought out the interest of Mr. Lundy in the firm of Skelton & Lundy, hardware merchants, Palmerston, and will now conduct the business on his own account.

Hugh Rowland, one of the traveling representatives of the Kemp Manufacturing Company, was quietly married on Christmas Day to Miss Laidlaw, of Orillia. Hardware and Metal joins Hugh's many friends in wishing himself and Miss Rowland a very Happy New Year.

Geo. H. Clarke & Company, hardware merchants, of Niagara Falls, Ont., have purchased the present premises occupied by them, also another store located next door. They intend making extensive alterations and improvements, to make room for their rapidly growing business.

C. E. Oldacre, whose answer to the hot water problem is published this week, is a prominent member of the American Society Heating and Ventilating Engineers who recently accepted a responsible position with the Gurney Foundry Company, Toronto. Mr. Oldacre is an acquisition to the trade in Canada and we hope to be able to publish more from his pen in future issues.

W. R. Tait, Niagara Peninsula traveling representative for Lewis Bros., wholesale hardware merchants of Montreal, has been appointed to succeed Max Morrell their Toronto representative, who becomes sales manager with Rice Lewis & Son, of Toronto. Billie Tait is succeeded on Lewis Bros. travelling staff by Jack Anderson, formerly representing H. S. Howland, Sons & Co., of Toronto, in Western Ontario.

W. I. Wagg, hardware merchant, Providence Bay, writes Hardware and Metal, stating that it was his brother Thomas M. Wagg, and not his father, F. Wagg, general merchant, Mindemoya, who was drowned in the recent Jones disaster on Georgian Bay. Mr. Wagg was on his way home from a trip to British Columbia, his wife dying only six months ago. W. I. Wagg lost $900 worth of goods with no insurance.

The Barnes Hardware Company, have opened in larger premises at Port Arthur. The business had its origin four years ago, when Joseph Barnes opened up a small tin shop, with one man as a helper. The next step in Mr. Barnes' career came last March when in order to cope with the wonderful growth the business was organized as the Barnes Hardware Company, with Mr. Barnes as manager. The latest stage in the company's march of progress has now come and the new company will do a general hardware and plumbing trade. During the year they employed 22 hands.

Western.

The Smith & Ferguson Company, hardware merchants, of Regina, have sold their stock to the Western Hardware Company.

W. Arthur Hossie, of the Diamond Flint Glass Company, Winnipeg, with wife and daughter, spent Christmas at the parental home near Brantford.

Wm. C. Perry, assistant manager for Geo. D. Wood & Co., died suddenly in Winnipeg last week. He had been ill for about two weeks with pneumonia but fatal results were not expected and his death came as a sad surprise to his wide circle of acquaintances in the trade. Mr. Perry was known among the hardware trade in both the West and the East, having learned the business in Toronto and having traveled extensively in the prairie provinces and in British Columbia. He was very popular and highly respected for his many admirable qualities of heart and head.

Maritime.

Andy Hyslop, traveling representative of the Canada Cycle and Motor Company, has been transferred to the Maritime Provinces, taking the place of Fred Luke, who now is traveling in tke Canadian West.

The hardware and tinware business conducted at Sussex by H. H. Dryden, which was recently organized as a stock company, known as the H. H. Dryden Company, with a capital stock of $50,000, is preparing to enter the wholesale field on an extensive scale and also to manufacture cheese factory and dairy supplies as well as a full line of tinware. The new factory, 50 x 60 two storeys high, is ready for the installation of the machinery, which will comprise power presses, double seamers, folders and grooves, power wiring machines, and power rollers. The power will be gasoline.

The annual meeting of the Maritime Commercial Travellers' Association was held last week with an increase in membership from 707 1905 to 781 for 1906, with 457 belonging to Nova Scotia and the balance to New Brunswick. The treasurer's statement shows the funds on hand to be $3,683 which with the investments made by the trustees amounting at cost to $36,073, makes the resources of the association $39,756, an increase of $3,948.61 over last year. The election of officers resulted in Ald. J. B. Douglas being appointed President, the vice presidents for the year are, Chas. Blackie, H. E. Pyke, J. C. Jones, A. M. Fraser. Vice-Presidents for New Brunswick, R. A. Mirch, D. M. Doherty, A. Binning, C. C. Starr and B. N. Barrs newly appointed directors.

United States.

Joe Fogler and Eddie Root won the recent six-day bicycle race at New York, on Iver Johnson Truss Frame Bicycles, it being the most imuortant cycling event of the whole year.

HARDWARE AND METAL

Established - - - - - - 1888

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Limited

JOHN BAYNE MACLEAN - President

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THE NEW YEAR.

Canada crosses the threshold of the New Year prospering as never before. Every industry, agriculture, mining, fisheries and manufacturing, expanding and progressing, every mercantile house straining under its weight of business, means of transportation expanding as as never before and the nation is beginning to appreciate its possibilities and take them seriously. All this is first rate and adds zest to universal "Happy New Year," but aside from the mere accident of enabling the world to kept tab on time the main economic reason for New Year is that it makes a full stop in every man's life. Every man is confronted with the opportunity of making a fresh start.

In business this is essential. The right method of conducting any sort of business requires a balance sheet periodically. By a proper system of accounting and stock-taking a merchant can know just what his business has been doing for him. He will know too, the cost of doing business and he will be in a position to improve his methods. The wise merchant will not lose sight of the year and its possibilities.

AIDS MAIL ORDER HOUSES.

If a Toronto catalogue house sends a package by mail to say, Hamilton, the postage is one cent per ounce. The same package might be forwarded to Vancouver, without any increase in the charges. For one mile or a thousand the parcel post rate is the same.

A merchant located at Calgary, or Edmonton pays freight charges that are admittedly very heavy, and bring the actual cost of his goods up to a high mark. Quotations to his customers must represent this figure, with the addition of a fair profit. Mail order houses send catalogues into his district, and prices stated therein are naturally lower than he is able to offer, the disparity being mainly due to the cost of carriage which he bears.

Mail order houses and the local merchant are in competition for business from the same people in most districts from Halifax to Vancouver. We are concerned here only with business to which the former cater by means of the postal service. They pay no more for getting merchandise on the ground in the far west than for placing it in the hands of a consumer a few miles away.

The expense borne by the retail merchant in securing his goods depends entirely upon the distance that he brings them. Obviously local merchants as a whole are placed at a disadvantage in this respect, and they have just ground for urging upon the Government such revision of the parcel post rates as will afford them the proper amount of protection.

When the parcel post was inaugurated the flat rate was designed as a public convenience, and with no thought of providing means for unfair business competition. Now that the latter has appeared, and grown to somewhat alarming proportions, the time is ripe for a number of modifications. One suggestion is that certain rates be fixed for certain zones.

Any change whatever would affect the tariff on all parcels, whether sent by mail order houses or not. At the present time the limit of weight for packages handled by the Post Office Department is five pounds. Where goods going to one person weigh more than that it is a simple matter to divide them into two or more packages.

Now that the Postmaster-General has taken up the parcels post matter and announces that he will introduce legislation to still further extend the system by adding a c.o.d. collection feature an extension obviously in the interest of the big departmental stores and mail order houses, retail merchants generally should not only actively oppose the proposed extension, but should urge their local newspapers and representatives in Parliament to consider the revision of the whole parcels post system.

Legislation which favors the tax shirking corporations in the big cities at the expense of the tax paying merchants in the smaller towns is not in the interests of the country as a whole. It is calculated to still further encourage the migration from country to city, a movement which cannot but have a serious effect upon all farm, village, and town property.

The time to get busy is before, rather than after, the Postmaster-General has brought down his proposed legislation. Do not be content with writing your member of Parliament and the Postmaster-General yourself. See your neighboring merchants and have them do likewise.

HOLIDAY WINDOW DISPLAYS.

There is still time for any merchant or clerk to send an entry for the window display competition announced in recent issues of Hardware & Metal. Entries sent within one week of the receipt of this paper by subscribers will be accepted.

Travelers say there have been some fine window advertising done by hardware merchants this year. Everybody has been busy, but after a window is dressed it doesn't take long or cost much to photograph it, while the advantage of comparing your display with those of other display artists in other towns is worth considerable.

Our prizes are worth competing for and according to the entries already in, they will be carried of by competitors who would be the first to admit that there are many better dressed windows than their own.

Act at once, therefore, and forward a photo and description of your Xmas window display and samples of your holiday advertising.

A GOOD SUGGESTION.

Fresh from a visit to Great Britain, James T. Madden makes the suggestion that every Canadian going abroad should be furnished by the Government with information about Canada in handy form. They could be distributed through the medium of steamship ticket offices. This is a first rate idea and we recommend it to those having authority. A Canadian abroad is naturally asked a great many questions that ordinarily he cannot answer save in the most general terms. An enthusiastic Canadian abroad gets talking about Canada's industries and development. Some one asks him "Well, what was the value of your manufacturing exports

last year ?" How many Canadians besides the Finance Minister could answer that offhand. Skimped of such easy questions the cautious man will keep his enthusiasm tightly corked and an effectual damper is placed on the very best kind of advertising the country can get.

A WINDOW TICKET BOOMERANG.

At this season when Christmas window displays are accompanied with attractive window tickets, it behooves the live hardware merchant to be careful not to duplicate the experience of a New England hardware firm who last winter hung out this sign :

JONES & SMITH
Cheap Skates

It was several days before the double meaning of the wording dawned on them and in the meantime a wag had got hold of the joke and the whole town had a laugh. It had an advertsing value, of course, but it was unintended and, in a sense, unpleasant.

RETURNED DRAFTS.

Much is said of the advantage to a merchant of improving and maintaining his business reputation among those to whom he sells. It is also very important that he be jealous of his reputation among those from whom he buys. Because of this we have drawn attention several times recently to the evil of returned drafts. A firm in Montreal have written us as follows :

"It is with satisfaction that we have read your latest article on 'Returned Drafts,' as we consider that the agitation against this evil cannot be overdone. We ourselves have been sufferers so long that we would like to see continued publicity given to the matter, in order that business firms may in time fully realize the great inconvenience and loss that results ro drawers from inconsiderate returning of drafts for trivial excuses. If the grievance is hard to bear from retailers, the annoyance is double when it happens on the part of wholesalers and manufacturers, who from their experience in such matters should know better. We always make a point of notifying drawees from five to seven days previous to depositing our draft, and furthermore on our statement we guarantee to rectify any discrepancies which may be found in the account. Notwithstanding this we frequently have drafts returned with endorsations such as named in your article.

"We hope that firms who are accustomed to paying for their purchases by sight drafts may come to realize that it is by attention to these matters that a good impression is formed of them, and a sound reputation is built up."

No one can read this letter without being convinced of the seriousness of the writer. It's so easy to return a draft, but if merchants before doing so would put themselves in the place of the man at the other end and consider what he will say when he gets it, the returned drafts, at least for trivial causes, would be fewer.

ELECTING BANK DIRECTORS.

A bank director, the head of one of the largest mercantile institutions in Toronto, stated the other day that bank directors were appointed by the managers. That he asserts, was the practical result of the method in vogue. At the annual meeting of shareholders a ballot bearing the names of persons to be voted for as directors was handed each shareholder. These ballots were prepared by the manager and, all the shareholders had to do was mark the ballots and pass them back. That gave the form of election.

It's the shareholders' fault. Their money is at stake and any of them could nominate other directors. It might be scandalous but it would be only business. Many people regard banks with feeling of awe, the real temples of mammon, scarcely to be entered with one's boots on, and the Board Room as the Holy of Holies. A bank deals in money, securities and credit, just as a grocer deals in food stuffs and they hustle for business too. When bank shareholders in annual meeting realize their possibilities they will no longer continue as the great seal of the institution in the hands of the general manager.

A Glad and Happy New Year

Apart from the exhilarating joy of mere existence that should be ever present there is in the Spirit of the New Year an added zest and interest in life. The past year with whatever of good or ill it may have brought is gone forever and another opens before us with all the freshness and gladness and glowing possibilities that the mind's eye may see fit to conjure.

May the coming New Year see for you the long delayed hope fulfilled and the cherished ambition realized. May this New Year be the happiest you have yet seen and full of that joy and gladness and content that go towards the Life Ideal.

TRAVELERS' MEET IN TORONTO.

The thirty-fourth annual meeting of the Commercial Travellers' Association of Canada was held in Toronto on Thursday.

The membership of the association is now 8,003, an increase of 593 over last year. Mortuary benefits to the extent of $36,230 represent the year's insurance payments. The financial statement shows receipts of $153,195.70, with a balance of $1,777.48 in the bank.

Provincial taxes on commercial travellers are being fought by the association and representations have been made to the License Department of the Ontario Government, with a view to improving the accommodation and sanitary condition of hotels.

AN ADVANCE ON HINGES.

The manufacturers of hinges in Canada have been compelled through the rapidly increasing prices in raw material and labor, to again advance prices on hinges, butts, etc. of all kinds. Raw material for these purposes is exceptionally scarce and merchants would do well to specify liberally and early for their season's requirements, as in all probability when the building season starts, hardware stocks will be entirely run out of the staple sizes. The demand from the West is so great that Ontario and Quebec jobbers find it difficult to secure supplies.

HARDWARE EXECUTIVE MEET.

The executive committee of the Ontario Retail Hardware Association will meet in Toronto on Monday, Dec. 31, in the office of the secretary. The parcels post question will be discussed and action will be taken on other matters before the association, while arrangements will also be made for the annual convention next March.

IVES COMPANY MOVE.

The H. R. Ives Company, Montreal, whose Toronto representative is O. M. Hodson, formerly organizer of the Ontario Retail Hardware Association, have moved their Toronto warerooms from 45 Front street east to 235 Yonge street. In the new premises there will be splendid facilities for sample and show rooms in which to display the company's "Bizon" hot water boilers and their iron and brass beds.

Mr. Hodson has had a very successful half year as manager of the Toronto branch and the large increase in business secured by him has made necessary the present expansion. He will also be Toronto agent for the Alaska Feather & Down Company, a line which works in nicely with the Ives line of iron and brass beds.

Mr. Hodson's many friends amongst the retail trade will be pleased to learn of his rapid advancement in the jobbing end of the trade.

A woman seldom listens to a man's explanation, yet it makes her angry if he refuses to offer one.

It is the unfailing law of trade and of nature that nothing is ever given away, you pay for everything you get.

Markets and Market Notes

(For detailed prices see Current Market Quotations, page 70.)

THE WEEK'S MARKETS IN BRIEF.

MONTREAL.

Sheet Copper—One cent higher.
Sheet Zinc—Advanced ¼ cent.

TORONTO.

Pig Iron—Summerlee quoted at $26.00.
Brass Tubing—Advanced 3 cents.
Copper Tubing—Up 4 cents.
Soil Pipe—Advanced as predicted.
Hand Saws—S. & D. advanced 5 per cent.
Packing—Rainbow 6c. per lb.
Tarred Felt—Up 25c. per cwt.
Old Materials—Several advances.

Montreal Hardware Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, Dec. 28, 1906.

Holiday dullness does not hold this week as orders have been very numerous in all the big hardware houses. The absent workers had to be replaced and plenty of business was done. Travellers will again be off to the trade next week and the frayed edges of most active life have been snipped off and machinery of duty will wheel more easily on its rounds. The advance in butts and hinges was well maintained. Cotton rope and sash are firm at the advance of last week and jobbers have increased their prices.

The reduced discounts in copper wire remain at 40 per cent.

Skates are very scarce and the strong winter weather has accentuated the situation.

AXES.—We quote: $7.60 to $9.50 per dozen; double bitt axes, $9.50 to $12 a dozen; handled axes, $7.50 to $9.50; Canadian pattern axes, $7.50 a dozen. follows: No. 3, $1.25; No. 2, $1.50; No. 1, $1.90 a dozen; adze handles, 34-inch, $2.20 a dozen; pick handles, No. 2, $1.70; No. 3, $1.50 a dozen.

LANTERNS—The normal business is being done, at the following prices: "Prism" globes, $1.20; Cold blast, $6.50; No. 0, Safety, $4.00.

COW TIES AND STALL FIXTURES — We still quote: Cow ties discount 40 per cent. off list; stall fixtures, discount 35 per cent. off list.

SLEIGH BELLS.—Some orders are being sent forward this week. We quote: Back Straps, 30c. to $2.50; body straps, 70c. to $3.50; York Eye bells, common, 70c. to $1.50; pear shape, $1.15 to $2; shaft gongs, 20c. to $2.50; Grelots, 35c. to $2; team bells, $1.80 to $5.50; saddle gongs, $1.10 to $2.60.

RIVETS AND BURRS.—Copper is still high and advance in ore expected. We quote: Best iron rivets, section, carriage, and wagon box black rivets, tinned do., copper rivets and tin swede rivets, 60, 10 and 10 per cent.; swede iron burrs are quoted at 60 and 10 and 10 per cent. off new lists; copper rivets with the usual proportion of burrs, 27½ per cent. off, and coppered iron rivets and burrs in 5-lb. carton boxes at 60 and 10 and 10 per cent.; copper burrs alone, 15 per cent., subject to usual charge for half-pound boxes.

HAY WIRE.—Last week's advanced prices are being firmly held. Our quotations are: No. 13, $2.55; No. 14, $2.65; No. 15, $2.80; net cash, f.o.b. Montreal.

MACHINE SCREWS.—Trade is about as usual. We quote: Flat head, iron, 35 per cent.; flat head, brass, 35 per cent.; Felisterhead, iron, 30 per cent.. Felisterhead, brass, 25 per cent.

BOLTS AND NUTS.—Bolts are still scarce, no relief from the shortage having been experienced. Our discounts remain: Carriage bolts, 3 and under 60 and 10; 7-16 and larger, 55 p.c.; fancy carriage bolts, 50 p.c.; sleigh shoe bolts, ⅜ and under, 60 per cent.; 7-16 and over, 50 per cent.; machine bolts, ⅜ and under, 60 per cent.; 7-16 and larger, 55 per cent.

HORSE NAILS.—Sales this week have been large and prices are well maintained. Discounts are as follows: C brand, 40, 10 and 7 per cent.; M.R.M. Co., 55 per cent.; P.B. brand, 55 per cent.

WIRE NAILS.—The market is now firm at $2.30 per keg base f.o.b. Montreal.

CUT NAILS—We continue to quote: $3.50 per 100 lbs.; M.R.M. Co., latest $2.30 per keg base, f.o.b. Montreal.

HORSESHOES.—A steady business is reported. We quote as follows: P.B. new pattern, base price improved pattern iron shoes, light and medium pattern, No. 2 and larger, $3.65; No. 1 and smaller, $3.90; snow pattern, No. 2 and larger, $3.90; No. 1 and smaller, $4.15. Light steel shoes, No. 2 and larger, $4; No. 1 and smaller, $4.25; featherweight, all sizes, No. 0 to 4, $5.60. Toeweight, all sizes, No. 1 to 4, $6.85. Packing, up to three sizes in a keg, 10c. per 100 lbs. More than three sizes, 25c. per 100 lbs. extra.

BUILDING PAPER—Conditions remain unchanged.

CEMENT AND FIREBRICK—We are still quoting the following prices: "Lehigh" Portland in wood, $2.54, in cotton sacks, $2.39; in paper sacks, $2.31. Lefarge (non-staining) in wood, $3.40; Belgium, $1.60 to $1.90 per barrel; ex-store, American, $2 to $2.10 ex-cars; Canadian Portland, $2 to $2.05. Firebrick, English and Scotch, $17 to $21, American $30 to $35; White Bros.' English cement, $1.80 in bags, $2.05 in barrels in round lots.

COIL CHAIN.—Last week's advance still holds. We are quoting as follows: 5-16 inch, $4.40; 3-8 inch, $3.90; 7-16 inch, $3.70; 1-2 inch, $3.50; 9-16 inch, $3.45; 5-8 inch, $3.35; 3-4 inch, $3.20; 7-8 inch, $3.10; 1 inch, $3.10.

SHOT—Our prices remain as follows: Fhot packed in 25-lb. bags, ordinary drop AAA to dust, $7 per 100 lbs.; chilled, No. 1—10, $7.50 per 100 lbs.; brick and seal, $8 per 100 lbs.; ball, $8.50 per 100 lbs. Net list. Bags less than 25 lbs., ½c. per lb. extra, net; f.o.b. Montreal, Toronto, Hamilton, London, St. John, Halifax.

AMMUNITION. — Trade is normal. We are quoting as follows: Loaded with black powder, 12 and 16 gauge, per 1,000, $15; 10 gauge, per 1,000, $18; loaded with smokeless powder, 12 and 16 gauge, per 1,000, $20.50; 10 gauge, $23.50.

GREEN WIRE CLOTH. — Bookings are very satisfactory. Our prices are: In 100 foot rolls, $1.62½ per hundred square feet, in 50 feet rolls, $1.67½ per hundred square feet.

Toronto Hardware Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, Dec. 28, 1906.

The hardware markets this week are very quiet, and very few changes have to be reported. Shurly & Dietrich hand saws have been subject to a five per cent. advance, and are now being quoted at 35 per cent. instead of 40 per cent. as before. Rainbow packing has advanced 6 cents. Tar felt is now quoted at $2.25 per cwt., instead of $2.00 as formerly. Nails still remain firm at $2.30 base, but another raise is predicted in the near future.

All hardware travellers are at present off the road, and stock taking is the order of the day.

AXES AND HANDLES. — The demand still continues brisk and is likely to continue so for some time.

CUTLERY AND SILVERWARE. — Very few orders at present, as the busy season is practically over for this line of goods. Jobbers all report being cleaned out of most lines of case goods.

SPORTING GOODS. — Demand still continues good. Skates and hockey sticks continue in good demand, with snow shoes a close second. All retail

merchants report a banner year in these lines.

CHAIN. — Firm at the advance price, and we still continue to quote: 5/8, in. $3.50; 9-16 in., $3.55; 1/2 in., $3.60; 7-16 in., $3.85; 3-8 in., $4.10; 5-16 in. $4.70; 1-4 in. $5.10.

RIVETS AND BURRS—No apparent change in these articles and we still quote rivets 27½ per cent. and burrs 15 per cent.

SCREWS.—No change in price with stocks increasing.

BOLTS AND NUTS.—Stocks are in much better shape and manufacturers are doing their best to fill Ontario orders.

TOOLS.—Tool boxes, coping saws, and tools which comprise a boys' outfit are selling well.

SHOVELS.—The snow shovel demand still exists with a large increase over last year.

LANTERNS.—No let up to the demand, and still selling at $6.50 per dozen.

EXTENSION AND STEP LADDERS —Prices continue as follows: Step ladders at 10c. per foot for 3 to 6 feet, and 11c. per foot for 7 to 10 feet ladders. Waggoner extension ladders, 40 per cent.

POULTRY NETTING—We quote: 2-inch mesh, 19 w.g., discount 50 and 10 per cent. All others 50 per cent.

WIRE FENCING.—Barb and plain twist fencing, galvanized and coiled spring wire are all firm at the advanced prices.

OILED AND ANNEALED WIRE — (Canadian)—Gauge 10, $2.31; gauge 11, $2.37; gauge 12, $2.45 per 100 lbs.

WIRE NAILS.—Are still quoted at last week's advance, $2.30 base, but are generally looked for to advance still further.

CUT NAILS—We quote $2.30 base f.o.b. Montreal, Toronto 20c higher.

HORSENAILS—"C" brand, 40, 10 and 7½ off list. "M.R.M." brand, 55 per cent. off. "Monarch" brand, 50 and 7½ off. "Peerless," 50 per cent. off.

HORSESHOES—Our quotations continue as follows: P.B. base, $3.65; "M.R.M. Co., latest improved pattern" iron shoes, light and medium pattern, No. 2 and larger, $3.80; No. 1 and smaller, $4.05; snow, No. 2 and larger, $4.05; No. 1 and smaller, $4.30; light steel shoes, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; featherweight, all sizes, 0 to 4, $5.75; toeweight, all sizes 1 to 4, $7. Packing, up to three sizes in a keg, 10c. per 100 lbs. extra; more than three sizes in a keg, 25c. per 100 lbs. extra.

HORSE BLANKETS AND SLEIGH BELLS.—Orders still coming in, the demand for these goods have been far in expectation of anything expected, as it was generally supposed that the demand would be light on account of the large numbers left on retailers last winter.

BUILDING PAPER.—While there is not much doing in this line at present, travellers are preparing to go on the road the first of the year looking for spring shipments.

CEMENT—We quote: For carload orders, f.o.b. Toronto, Canadian Portland, $1.95. For smaller orders ex warehouse, Canadian Portland, $2.05 upwards.

FIREBRICK—English and Scotch fire brick $27 to $30; American low-grade, $23 to $25; high-grade, $27.50 to $35.

HIDES, WOOL AND FURS. — The Christmas deliveries of hides have been very steady. In furs mink is very scarce.

Hides, inspected, cows and steers, No. 1		0 11½
" " " " No. 2	....	0 10½
Country hides, flat, per lb., cured	....	0 10½
" " " green	....	0 09½
Calf skins, No. 1, city	....	0 12
" " No. 1, country	....	0 11
Lamb skins	1 00	1 15
Horse hides, No. 1	3 50	3 75
Rendered tallow, per lb.	0 05½	0 05½
Pulled wools, super, per lb.	....	0 25
" " extra	....	0 27
Wool, unwashed fleece	....	0 15
" washed fleece	0 24	0 25

FURS.

	No. 1,	Prime
Raccoon	....	1 40
Mink, dark	4 50	5 50
" pale	2 50	3 50
Fox, red	3 00	3 50
" cross	3 00	5 00
Lynx	5 00	6 50
Bear, black	....	1 00
" cubs and yearlings	....	5 00
Wolf, timber	....	2 75
" prairie	....	1 25
Weasel, white	....	0 60
Badger	....	1 50
Fisher, dark	5 00	6 00
Skunk, black	....	1 25
" " short striped	....	0 90
" " long striped	....	0 50
Marten,	3 50	20 00
Muskrat, fall	....	0 16
" winter	....	0 20
" spring	....	0 23
" western	0 12	0 16

Montreal Metal Markets

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 28, 1906

Outside of holidays, the feature of the week is still pig lead. The advance last week being higher than all previous quotations. New figures are now in order. Copper is running higher every day. Its scarcity is still notable. None of the large dealers are able to give any idea as to price as no stock is available.

The expected revision in the boiler tube prices has not at the time of writing taken place, but it may become operative any day.

Firmness in sheet metals dominate and scarcity holds. As prophesied, Canadian quotations will be advanced in part, the home prices on Canada plate and tin plate are cheaper than rates for imported stock. The zinc market is advancing and sheet zinc is to-day quoted at $8.25 to $8.50.

Business is reported fine and up to Christmas Eve, big firms reported one of the heaviest mails of the year.

COPPER.—Still further advances have taken place this week, and it is thought that the market will go higher. We are now quoting: Ingot copper, 25½c. to 26c. sheet copper, base sizes, 34c.

INGOT TIN.—This metal continues firm, but we still quote: 46½c. to 47c. per lb.

ZINC SPELTER.—Zinc is in a very strong position in the market. We continue to quote: $7.25 to $7.50 per hundred pounds.

PIG LEAD.—Higher prices in England have boosted quotations here and we now quote: $5.50 to $5.60 per hundred pounds.

ANTIMONY—Our price remains 27½ to 28c per pound.

PIG IRON.—We still quote as follows: Londonderry, $23; Carron, No. 1, $24.50; Carron, special, $23.50; Summerlee, No. 2, selected, $23.50; Summerlee No. 3, soft, $22.50.

BOILER TUBES.—The expected new prices have not yet been issued. Our prices in the meantime remain as follows: British & American tubes, 1½ in., 8½c.; 2 inch, 8½c.; 2½ inch, 10c.; 3 inch, 12c.; 3½ inch, 15¾c.; 4 inch, 20c.; 5 inch, 45c. Price per foot net.

TOOL STEEL—We quote: Colonial Black Diamond, 8c. to 9c.; Sanderson's, 8c. to 45c., according to grade; Jessop's, 13c.; Jonas & Colver's, 10c. to 20c.; "Air Hardening," 65c. per pound; Conqueror, 7½c.; Conqueror high speed steel, 60c.; Jowitt's Diamond J., 6½c. to 7c.; Jowitt's best, 11c. to 11½c.

MERCHANT STEEL.—Our prices are as follows: Sleigh shoe, $2.25; tire, $2.40, spring, $2.75; toecalk, $3.05; machinery iron finish, $2.40 ruled machinery steel, $2.75; mild, $2.25 base and upwards; square harrow teeth $2.40; band steel, $2.45 base. Net cash 30 days. Rivet steel quoted on application.

COLD ROLLED SHAFTING. — We still quote: 3-16 in. to 1-4 in., $7; 5-16 inch to 11-32 inch, $5.95; 3-8 inch to 17-32 inch, $4.90; 9-16 inch to 47-64 inch, $4.20; 3-4 inch to 1 7-16 inch, $3.85; 1 1-2 inch to 3 inch, $3.50; 3 1-8 inch to 3 7-16 inch, $3.67; 3 1-2 inch to 3 15-16 inch, $3.85; 4 inch to 4 7-16 inch, $4.20; 4 1-2 inch to 4 15-16 inch, $4.55. This is equivalent to 30 per cent. off list.

GALVANIZED IRON.—Firmness prevails in the market. We are still quoting Queen's Head, 28 gauge, $4.60 to $4.85; 26 gauge, $4.45; 22 to 24 gauge, $3.90; 16 to 20 gauge, $3.75; Apollo, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 and 20 gauge, $3.60; Comet, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30 to $4.45; 22 and 24, gauge, $3.75 to $4.00; $16 to 20 gauge, $3.60 to $3.85; Fleur-de-Lis, 28 gauge, $4.45 to $4.70; 26 gauge, $4.30; 22 and 24 gauge, $3.75; 16 to 20 gauge, $3.60; Gorbals "Best Best," 28 gauge, $4.45; Colborne Crown, 28 gauge, $4.45; 26 gauge, $4.30; 24 gauge, $3.75. In less than case lots, 25c extra.

CANADA PLATES—It is expected that prices will soon be advanced. We are now quoting; 52's, $2.70; 60's, $2.75; 75's, $2.85; full polished, $3.85; galvanized 52's, $4.35; 60's, $4.60.

BLACK SHEETS.—Conditions continue very firm. We quote as follows: 28 gauge, $2.60; 26 gauge, $2.25; 22 and 24 gauge, $2.45; 20 gauge, $2.40; 18 and 18 gauge, $2.40; 8, 10, 12 and 14 gauge, $2.60.

TIN PLATES.—Our prices are as follows: Cokes base size, I.C. 14 x 20, $4.25 to $4.35; charcoal, base size, I.C., 14 x 20, 4.40 to $4.50.

TERNE PLATES—We are still quoting $7.10.

STEEL SHEETS. — We quote: 10 gauge, $2.60; 17, 18 and 20 gauge, $2.40; 22 and 24 gauge, $2.45; 26 gauge, $2.55; 28 gauge, $2.60 per hundred pounds.

SHEET ZINC—Conditions are unchanged and we continue to quote :$8.-25 in casks, $8.50 in less than casks.

SHEET LEAD—Our prices remain: 2½lbs., 6½c. by the roll; 3lbs. and heavier, 6c., by the roll; small quantities, 25c. per 100 lbs. extra.

BAR IRON.—The price remains $2.15 base, f.o.b. Montreal.

OLD MATERIAL. — We quote; Light copper, 17½c.; heavy red brass,17c, yellow brass, 13c.; light brass, 9c.; lead, 4c; zinc, 4½c; machinery cast scrap, $16.00; wrought scrap, $16.00; stove plate scrap, $12.00; mixed rags, $1.00 to $1.20 per 100 lbs.; old rubbers, 8 1-2c. to 8 3-4c.

Toronto Metal Markets

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, D c. 28, 1906

Stock-taking is being done by most jobbers, business being dull between the holidays, and the travelers being off the road.

The chief feature continues to be copper, stocks of which are very short, some jobbers having booked orders amounting to several carloads for present delivery which they now find it impossible to fill. Producers have sold their output for the first half of 1907 and are holding off for the second half in the expectation of even higher prices.

Lead and Zinc are also hard to get, and prices are, in consequence, very firm.

Pig iron continues to strengthen and we are advancing our quotations on Summerlee to $26, these being very close figures. Bar iron continues unchanged, but bolts and nuts are easier and stocks in much better shape as the mills are giving their attention to Ontario orders where Western business demand attention before the close of navigation.

Brass tubing has advanced 3 cents per pound and copper tubing 4 cents, the new brass prices being 5-16 to 2 inch brazed, 33 cents; ¾ to 3 inch, iron pipe size, 33 cents; 1 to 3 inch, seamless, 40 cents; copper tubing being 5 cents extra over the brass quotations. The change went into effect Dec. 20.

PIG IRON.—Hamilton, Midland and Londonderry are off the market, and Radnor is quoted at $33 at furnace. Middlesborough is quoted at $24.50, and Summerlee, at $26 f.o.b., Toronto.

BAR IRON.—Bar continues hard to get and we still quote: $2.25, f.o.b., Toronto with 2 per cent. discount.

INGOT TIN—Buying is still lively and prices unchanged at 46 to 46 1-2c per pound.

TIN PLATES—Market continues active and prices firm at recent advances.

SHEETS AND PLATES—Active buying is reported with prices steady. Stocks are light.

BRASS.—We continue to quote: 26 to 27½c per pound for sheets. Brass has advanced 3c per pound.

COPPER—Shortages are reported with prices still on the upward climb. We now quote: Ingot copper $26 per 100 lbs., and sheet copper $31 to $32 per 100 lbs.

LEAD—Market is active and prices very firm. We quote: $5.40 for imported pig and $5.75 to $6.00 for bar lead.

ZINC SPELTER—Stocks continue light with market firm and active. We quote 7½c. per lb. for foreign and 7c. per lb. for domestic. Sheet zinc is quoted at 8 1-4c. in casks, and 8 1-2c. in part casks.

BOILER PLATES AND TUBES—We quote : Plates, per 100 lbs., ¼ in. to ½ in., $2.50; ⅝ in., $2.35 heads, per 100 lbs., $2.75; tank plates, 3-16 in., $2.65; tubes, per 100 feet, 1½ in., $8.50; 2, $9; 2 1-2, $10.75; 3, $12; 3 1-2, $16; 1, $21, Terms, 2 per cent. off.

ANTIMONY—Market is active, and stocks scarce. Prices firm at 27c. to 28c.

OLD MATERIAL.—Dealers' buying prices are as follows: Heavy copper and wire, 18½c., copper and wire, 18 1-2c. per lb:; light copper 16½c per lb.; heavy red brass, 16½c per lb.; heavy yellow brass, 14½c per lb.; light brass 10½c per lb.; tea lead, $3.70, per 100 lbs.; heavy lead, $4.10 per 100 lbs., scrap zinc, 4½ per lb.; iron No. 1 wrought, $14.00; No. 2 wrought, $6 to $8; machinery cast scrap, $16.50 to $18; stove plate. $13 to $14. malleable and steel, $8; old rubbers, 9c per pound; country mixed rags, $1 to $1.25 per 100 lbs.. according to quality.

COAL—The following prices are quoted on coal, slack being short.

Standard Hocking soft coal f.o.b. at mines, lump $1.75, ¾ inch, $1.65, run of mine, $1.40, nut, $1.25; N. & S. $1.10; P. & S., 85c.

Youghiogheny soft coal in cars, bonded at bridges; lump, $2.90; ¾ inch, $2.70; mine run, $2.60; slack, $2.25.

London, Eng., Metal Markets

From Metal Market Report, Dec. 28, 1906.

Cleveland warrants are quoted at 62s. 1½d., and Glasgow Standard warrants at 61s. 6d., making price as compared with last week 1s. 7½d. higher on Cleveland warrants, and 1s. 7d. higher on Glasgow Standard warrants.

TIN—Spot Tin opened firm at £196 5s., futures at £196 15s., and after sales of 150 tons of spot and 100 tons of futures closed easy at £196 for spot, £196 12s. 6d. for futures, making price compared with last week 15s. higher on spot and £1 7s. 6d. higher on futures.

COPPER—Spot Copper opened firm at £107, futures £108 10s., and after sales of 250 tons of spot and 500 tons of futures, closed quiet at £106 15s. for spot, and £108 5s. for futures, making price compared with last week 5s. lower on spot and 5s. higher on futures.

LEAD—The market closed at £19 17s. 6d., making price as compared with last week unchanged.

SPELTER—The market closed at £28, making price as compared with last week 2s. 6d. lower.

United States Metal Markets

From the Iron Age, Dec. 27, 1906.

Buying for the second half of 1907 on the part of consumers of pig iron has developed in increasing volume in the Eastern markets, and is becoming a feature, too, in the Central West. In the East it has been taken up by nearly all classes of melters, and appears to be confined largely to the covering of work already in hand. Conspicuous among the purchasers are again the Open Hearth Steel producers. One tidewater plant has taken an aggregate of 31,000 tons of basic pig, nearly all for the second half, at prices ranging from $22 to $23.25 at furnace. It is understood that further business is pending. Another works in New York State has taken about 15,000 tons, partly for summer delivery and partly for the second half at even better prices. Locomotive works have purchased an aggregate of about 20,000 tons, also for the second half, while a Western agricultural implement maker is making inquiries for a round lot of Foreign Foundry Iron for April shipment.

Some Buffalo furnace interests have followed the example of the Southern producers in opening their books for the second half at a considerably lower price than that prevailing for earlier deliveries. Thus important Birmingham interests quote $22 for the first quarter. $21 for the second quarter, $18.50 to $19 for the third quarter and $18 to $18.50 for the second half.

That consumers should be willing to contract for delivery so far ahead, at prices which would have seemed extravagant six months ago, is a surprising proof of confidence in the future, and in some branches seems hardly in harmony with the outlook for values in finished material which powerful interests are striving to hold at old levels.

An event of more than passing interest is the reappearance in the market of the Bethlehem Steel Company as a seller of steel rails. For many years the rails of this company stood first in quality, and it was an important factor in the industry. Then it disappeared entirely as a maker. Now the plant under construction will make a specialty of special rails, and will produce open hearth steel rails exclusively. The company has just effected a sale of 22,500 tons to the Oregon & Washington road, after the middle of the year. Among other sales we note 4,000 tons to the Iowa Central and 5,500 tons to the Bangor Railway. Light rails have been advanced in price to $33, base, Pittsburgh.

Only smaller contracts for bridge work and structural material have been placed, although some good work is coming in, and specifications are flowing in to the mills at a satisfactory rate. The American Bridge Company will probably fabricate a little over 600,000 tons this year, while its orders sum up over 700,000 tons. An interesting recent order is for 3,700 tons of riveted pipe for the Telluride Power Company.

After a series of advances the makers of pipe have finally, last week, restored the level of prices which ruled in April, 1905. This last advance amounts to $2 per ton on merchant pipe, $4 per ton on boiler tubes and a like amount on oil country goods. There is an inquiry in the market for 285 miles of 8-inch pipe for California.

The demand for bars continues heavy from all sources. In sheets and tin plate an advance is believed imminent. In the wire trade the question of being able to accumulate some stock for spring requirements is troubling the mills, in view of the steady demand for prompt shipments. The problem really is whether the trade has changed and is not so much subject to a spring rush as in the past.

From the Iron Trade Review, Cleveland, Dec. 27, 1906.

The Iron Trade Review of December 27, says:

The remarkable prosperity which has prevailed throughout the past year closed the year with record activity in iron and steel making. So insistent is the demand for both iron and finished materials that the usual holiday slackening of operations is being omitted whenever possible. The selling of pig iron during the week has been largely confined to the East, though throughout the country there have been numerous sales for third quarter delivery, to such an extent in fact that a number of producers are already out of the market for that period. Basic has been selling readily in the East for the last half of 1907. Southern pig iron continues to advance while railroad conditions are growing worse.

A tendency of the times is indicated in the purchase by the Lackawanna Steel Company of extensive coal properties of J. W. Ellsworth & Company, the idea being to provide the steel company with an adequate supply of coking and gas coal. Coke is in much demand for spot delivery with prices tending upwards in most sections.

Lake navigation closed with a very heavy tonnage of ore on lower lake docks and there is little possibility of suffering on the part of furnaces tributary to this district. In the East and Virginia, however, a number of furnaces which delayed making contracts are now becoming alarmed over their ore supply, and may not be able to operate continuously during the coming year.

In structural and other finished materials, increased activity is manifested. Both plate and sheet deliveries are now well into the future and much premium business is being done. Wire products, iron and steel bars are sold many months ahead. An advance is announced on merchant pipe and boiler tubes.

N.S. Hardware Trade News

Halifax, N.S., December 26.

Hardware prices throughout the list are very firm. Sheet iron has been advanced from $2.40 to $2.55, base, and bar iron has gone up five cents, being now quoted at $2.40, base.

* * *

The Halifax delegates to the Hardware Association meeting in St. John, have returned to the city, and are very reticient as to what transpired. It is understood, however, that the brush and broom situation formed the chief topic of discussion, while the wire nail situation was also considered. Nova Scotia dealers are not by any means satisfied with the manufacturer's prices on wire nails.

* * *

An announcement that will cause quite a stir in the nail situation has just been made. The Dartmouth Rolling Mills Company, whose plant is situated at Dartmouth, N.S., is about putting in a plant for the manufacture of wire nails, a feature of the business to be carried on in addition to the present works.

* * *

One of the most attractive and original window displays made in Halifax during the holiday season, was that of A. M. Bell & Co., hardware merchants. It was the centre of attraction for thousands, both young and old. There's nothing that attracts the attention of an intending purchaser quicker than a nicely dressed window and A. M. Bell & Co. have an excellent show. It is an illustration of how this firm gets its Christmas goods direct from the moon and China via the Electrical road; the Luna gravity railroad and the elevated cages through the earth to China. The south end of the display is shown a station house of the Transcontinental Railway at Halifax with a gilt dome, 18 or 20 art glass windows lighted by electricity. The electric train passes through the station, which has self-closing doors and then climbs the hill and cliffs, crossing the bridge to the Halifax Junction of the Luna Gravity R.R.; thence passing through a tunnel to the elevated cars on the China road; thence back to Halifax. In the centre of the window viewed beneath the bridges are elevated cages in motion passing through rocks on the surface of water. The Luna Gravity train, laden with Christmas toys leaves the Junction and climbs the hill to the moon, passes through the face of the moon, and thence through the distant sky making an exit through a tunnel (at the back of the window), and descending, passes along the curved railway tracks back to the station.

At the north-end of the window is shown a beautiful sky, back of which is an angel carrying the motto "Peace on Earth." To the south of the moon is a glimpse of Klondike with power house in motion and leather bands passing through a shaft to the interior of the mines. Cars laden with nuggets are shown at the entrance to the shaft. Beneath the bridges are seen the C.P.R. steamers and a full rigged barque. The display has to be seen to be appreciated, and the architect, S. S. Wetmore, is being complimented for his efforts.

B.C. Hardware Trade News

Vancouver, B.C., Dec. 21, 1906.

Extreme activity in all seasonable lines of hardware specialties has marked the holiday trade this year, and the season of holiday buying has been rather longer than usual. This year the merchants began their campaign early in November. From that time on the trade has been excellent and there has been no let-up. To make conditions more satisfactory, the trade in staples has been continuous and very heavy. The building trades have all continued right thro[illegible] the winter so far. Indeed the season has made no difference in trade, and all classes of materials are as much in demand as in the height of the building season last summer. There never has been a time when merchants could accumulate stocks for added to big steady demand there has been the usual condition of slow arrivals of goods, two causes contributing. The first is tardiness of delivery on part of transportation companies after goods have been shipped. The second is the impossibility almost, of getting orders filed with any degree of promptitude. In many cases goods badly needed in some lines have been on order since early last spring and not supplied yet. This is true in the case of hydrants and similar goods.

But despite difficulties, oft-times vexatious to put it mildly, the hardware trade has been extremely satisfactory in the year about completed. The general prosperity and increase in volume of trade has been evenly distributed and hardware men have shared fully in the rewards. With bank clearings as a basis of estimate, and the customs returns and shipping records as side lights on the trade situation, the presumption is well warranted that December has been a record month in the whole history of the Province and in the holiday trade of the coast cities.

* * *

Another electric line to be operated by the B.C. Electric Railway Co., is projected, to connect the city of New Westminster from Eburne on the north arm of the Fraser river close to the sea coast. This will be run along the mainland close to the bank of the north arm of the Fraser and work will be carried on until it is completed. The B.C. will operate the road under a charter held by the C.P.R. Co.

The B.C. Electric Company's other projected line, from New Westminster to Chilliwack is to go ahead rapidly as surveys can be made. Already parties are in the field and it will not be many months till the line is working. It will be nearly 60 miles in length, and run to Chilliwack on the south side of the Fraser river all the way. En route it will open up some fine agricultural lands which have always been handicapped by distance from means of transportation.

There is Twenty Years of Experience in this Can



Doesn't this point the way for you? Stephen's Pure Paint has now a proven record of over twenty years' hard use, under many difficult conditions.

Every gallon is made with Manitoba Linseed Oil—properly aged—this increases not only the body, but also the wearing qualities of the paint.

Our extensive Advertising creates the demand Will you supply it in your territory?

Write for our special plan, tells how "We help you **sell.**"

G. F. Stephens & Co.

Limited

PAINT AND COLOR DEALERS

WINNIPEG, - CANADA

MANITOBA HARDWARE AND METAL MARKETS

(Market quotations corrected by telegraph up to 12 a.m. Friday, Dec. 28, 1906.)

Room 511, Union Bank Building, Office of HARDWARE AND METAL, Winnipeg, Man.

Christmas week is the quiet week of the year and nearly all the travelers are off the road for a short time. Wholesale houses are commencing stock-taking.

LANTERNS. — Quotations are as follows: Cold blast, per dozen, $6.50; coppered cold blast, per dozen, $8.50; cold blast dash, per dozen, $8.50.

WIRE—We quote as follows: Barbed wire, 100 lbs., $2.90; plain galvanized, 6 to 8, $3.39; 10, $3.50; 12, $3.10; 13 $3.20; 14, $3.90; 15, $4.45; 16, $4.60; plain twist, $3; staples, $3.50; oiled annealed wire, 10, $2.96; 11, $3.02; 12, $3.10; 13, $3.20; 14, $3.30; 15, $3.45. Annealed wires (unoiled) 10c. less.

HORSESHOES — Quotations are as follows: Iron, No. 0 to No. 1, $4.65; No. 2 and larger, $4.40; snowshoes, No. 0 to No. 1, $4.90; No. 2 and larger, $4.65; steel, No. 0 to No. 1, $5; No. 2 and larger, $4.75.

HORSENAILS — Lists and discounts are quoted as follows: No. 10, 20c.; No. 9, 22c.; No. 8, 24c.; No. 7, 26c.; No. 6, 28c.; No. 5, 32c.; No. 4, 40c., per pound. Discounts are quoted as follows: "C" brand, 40, 10 and 7½ per cent., "M" brand and other brands, 55 and 60 per cent. Add 15c. per box.

WIRE NAILS.—Quoted now at $2.70 per keg.

CUT NAILS.—As noted last week cut nails have been advanced to $2.90 per keg.

PRESSED SPIKES — Prices are quoted as follows since the recent advance: ¼ x 5 and 6, $4.75; 5-6 x 5, 6 and 7, $4.40; ⅜ x 6, 7 and 8, $4.25; 7-16 x 7 and 9, $4.15; ½ x 8, 9, 10 and 12, $4.05; ⅝ x 10 and 12, $3.90. All other lengths 25c. extra net.

SCREWS—Discounts are as follows: Flat head, iron, bright, 85 and 10 p.c.; round head, iron, 80 p.c.; flat head, brass, 75 and 10 p.c.; round head, brass 70 and 10 p.c.; coach, 70 p.c.

NUTS AND BOLTS — Discounts are unchanged and continue as follows: Bolts, carriage, ⅜ or smaller, 60 and 5; bolts, carriage, 7-16 and up, 55; bolts, machine, ⅜ and under, 55 and 5; bolts, machine, 7-16 and over, 55; bolts, tire, 65; bolt ends, 55; sleigh shoe bolts, 65 and 10; machine screws, 70; plough bolts, 55; square nuts, case lots, 3; square nuts, small lots, 2½; hex nuts, case lots, 3; hex nuts, smaller lots, 2½ p.c.

RIVETS—Discounts are quoted as follows since the recent advance in the price of copper rivets: Iron, discounts, 60 and 10 p.c.; copper, No. 8, 37c.; copper, No. 10, 40c.; copper, No. 12, 43c.

COIL CHAIN.—Prices have been revised the general effect being an advance. Quotations now are: ¼ inch $7.00; 5-16, $5.35; ⅜, $4.75; 7-16, $4.50; ½, $4.25; 9-16, $4.20; ⅝, $4.25; ¾, $4.10.

SHOVELS—Discounts on spades and shovels continue 40 and 5 p.c.

HARVEST TOOLS — Discounts continue as before, 60 and 5 per cent.

AXE HANDLES—Quoted as follows: Turned, s.g. hickory, doz., $3.15; No. 1, $1.90; No. 2, $1.60; octagon, extra, $2.30; No. 1, $1.60.

AXES.—Quotations are: Bench axes, 40; broad axes, 25 p.c. dis. off list; Royal Oak, per dozen, $6.25; Maple Leaf, $8.25; Model, $8.50; Black Prince, $7.25; Black Diamond, $9.25; Standard flint edge, $8.75; Copper King, $8.25; Columbian, $9.50; handled axes, North Star, $7.75; Black Prince, $9.25; Standard flint edge, $10.75; Copper King, $11 per dozen.

BUTTS—The discount on wrought iron butts is 70 p.c.

CHURNS — The discounts from list continue as before: 45 and 5 per cent.; but the list has been advanced and is now as follows: No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.

CHISELS—Quoted at 70 p.c. off list prices.

AUGER BITS—Discount on "Irwin" bits is 47½ per cent., and on other lines 70 per cent.

BLOCKS—Discount on steel blocks is 35 p.c. off list prices; on wood, 55 p.c.

FITTINGS—Discounts continue as follows: Wrought couplings, 60; nipples, 65 and 10; T's and elbows, 10; malleable bushings, 50; malleable unions, 55 p.c.

GRINDSTONES—As noted last week, the price is now 1½c. per lb., a decline of ¼c.

FORK HANDLES—The discount is 40 p.c. from list prices.

HINGES—The discount on light "T" and strap hinges is 65 p.c. off list prices.

HOOKS—Prices are quoted as follows: Brush hooks, heavy, per doz., $8.75; grass hooks, $1.70.

CLEVISES—Price is now 6½c. per lb.

STOVE PIPES—Quotations are as follows: 6-inch, per 100 feet length, $8.50; 7-inch, $9.25.

DRAW KNIVES—The discount is 70 per cent. from list prices.

RULES—Discount is 50 per cent.

WASHERS—On small quantities the discount is 35 p.c.; on full boxes it is 40 p.c.

WRINGERS — Prices have been advanced $2 per dozen, and quotations are now as follows: Royal Canadian, $35.00; B.B., $39.75, per dozen.

FILES—Discounts are quoted as follows: Arcade, 75; Black Diamond, 60; Nicholson's, 62½ p.c.

BUILDING PAPER — Prices are as follows: Plain, Joliette, 40c.; Cyclone, 55c.; Anchor, 55c.; pure fibre, 60c.; tarred, Joliette, 65c.; Cyclone, 80c.; Anchor, 65c.; pure fibre, 80c.

TINWARE, ETC.—Quoted as follows: Pressed, retinned, 70 and 10; pressed, plain, 75 and 2½; pieced, 30; japanned ware, 37½; enamelled ware, Famous, 50; Imperial, 50 and 10; Imperial, one coat, 60; Premier, 50; Colonial, 50 and 10; Royal, 60; Victoria, 45; white 45; Diamond, 50; Granite, 60 p.c.

GALVANIZED WARE. — The discount on pail is now 37 1-2 per cent.,

THE

Winnipeg Paint and Glass Co. Limited

Warehouses CALGARY EDMONTON WINNIPEG

Our sample books of **BAS-KA-NO**—(something new in wall hangings—standard colors) and **LIN-UNA** (a high-class colored tapestry burlap—all colors), sized and oil-coated burlaps will be out in a few days. We would like to mail you one of these. Send us your orders.

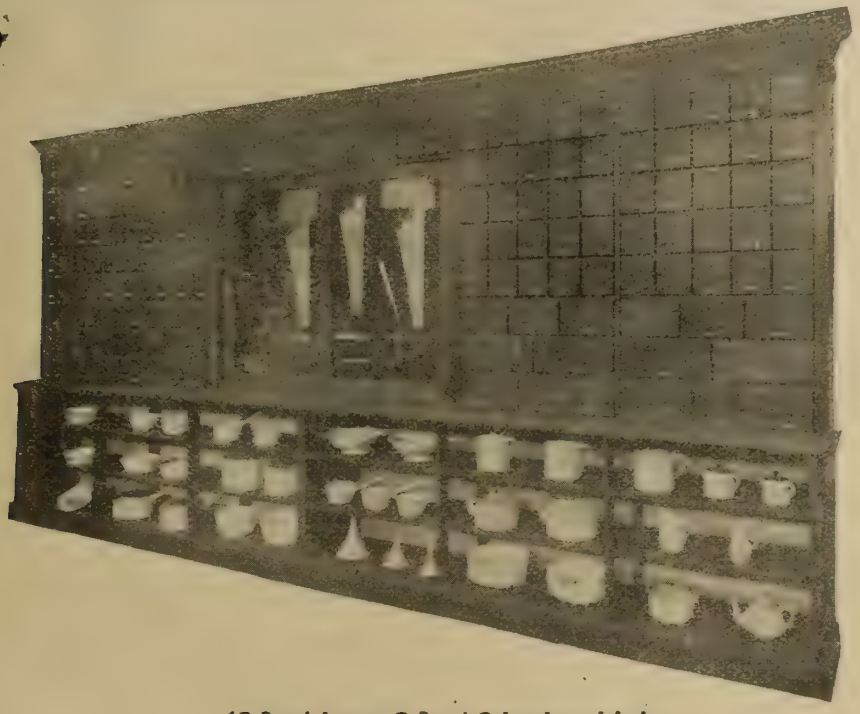


AFTER THE XMAS RUSH

is the time to refit your store. It is the slackest time in the whole year. You have been promising yourself some new fixtures, why not instal them now.

There is an opportunity always for some one man or firm to rear a mighty bulwark—build a great business—by attaining a reputation for having the neatest store and giving the quickest service.

Get this reputation and you will thrive in spite of nearby neighbors who blatantly and brazenly boast of their cut prices and cheapness.



16 feet long, 8 feet 8 inches high

This section contains 138 Bennett Steel Hardware Shelf Boxes, ranging in size from 6x6x12 to 6x18x12. Our price for the boxes alone is $40.00. This is for boxes with oak fronts, hard oil finish, brass pulls attached to each box. Can you afford to be without shelf boxes at this price? Our catalogue gives other illustrations and full particulars regarding prices of various sizes of boxes.

SOLE MANUFACTURERS

CAMERON & CAMPBELL, TORONTO, ONT.

Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.



SUPERB EMPIRE

The Perfect Cooker

We draw the attention of the **Western Trade** to the Superb Empire Planished Steel Range. The oven door is not only braced but also spring balanced. A lever is attached to the front key-plate to raise it as desired, and contrived also to hold it up if necessary. The Superb throughout is substantial, its nickel dress alone making it a ready seller, besides, it is made by a Western stove factory for Western people only.

The Western Stove Makers

W. J. COPP SON & CO

MANUFACTURERS OF

EMPIRE STOVES & RANGES

Fort William, Ontario.

DAVID REID & CO.

Hardware Commission Merchants

Room 22 Stanley Block, - Winnipeg, Man.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg and the North West.

We have sub-agents throughout Western Canada

BEST OF REFERENCES

and on other galvanized lines the discount is 30 per cent.

CORDAGE—We quote: Rope, sisal, 7-16 and larger, basis, $11.25; Manila, 7-16 and larger, basis, $16.25; Lathyarn, $11.25; cotton rope, per lb., 21c.

SOLDER—Quoted at 27c. per pound. Block tin is quoted at 45c. per pound.

VISES — Prices are quoted as follows: "Peter Wright," 30 to 34, 14½c.; 35 to 39, 14c.; 48 and larger, 13½c. per lb.

ANVILS—"Peter Wright" anvils are selling at 11c. per lb.

CROWBARS—Quoted now at 4c. per lb.

POWER HORSE CLIPPERS — The "1902" power horse clipper is selling at $12, and the "Twentieth Century" at $6. The "1904" sheep shearing machines are sold at $13.60.

AMMUNITION, ETC.—Quotations are as follows: Cartridges, Dominion R.F. 50 and 5; Dominion, C.F., 33½ C.F., pistol, p.c.; C.F., military, 10 p.c. advance. Loaded shells: Dominion Eley's and Kynoch's soft, 12 gauge, black, $16.50; chilled, 12 gauge, $17.50; soft, 10 gauge, $19.50; chilled, 10 gauge, $20.50. Shot, ordinary, per 100 lbs., $7.25; chilled, $7.75; powder, F.F., keg, Hamilton, $4.75; F.F.G., Dupont's, $5.

IRON AND STEEL.—Quotations are: Bar iron basis, $2.70. Swedish iron basis, $4.95; sleigh shoe steel, $2.75; spring steel, $3.25; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $9.50; Jessop. $13.

SHEET ZINC — The price is now $8.50 for cask lots, and $9 for broken lots.

PIG LEAD—Quoted a $5.85 per cwt.

AXLE GREASE—"Mica" axle grease is quoted at $2.75 per case, and "Diamond" at $1.60.

IRON PIPE AND FITTINGS— Revised prices are as follows:—Black pipe, ¼ inch, $2.65; ⅜, $2.80; ½, $3.50; ¾, $4.40; 1, $6.35; 1¼, $8.65; 1½, $10.40; 2, 13.85; 2½, $19.00; 3, $25.00. Galvanized iron pipe, ⅜ inch. $3.75; ½, $4.35; ¾, $5.65; 1, $8.10; 1¼, $11.00; 1½, $13.25; 2, inch, $17.65. Nipples, discounts 70 and 10 per cent.; Unions, couplings, bushings and plugs, 60 per cent.

LEAD PIPE—The price, $7.80, is firmly maintained in view of the advancing lead market.

GALVANIZED IRON—Quoted as follows:—Apollo, 16 gauge, $3.90; 18 and 20, $4.10; 22 and 24, $4.45; 26, $4.40; 28, $4.65, 30 gauge or 10¾ oz., $4.95; Queen's Head, 24, $4.50; 26, $4.65; 28, $5.00.

TIN PLATES—We now quote as follows: IC charcoal, 20 x 28, box, $9.50; IX charcoal, 20 x 28, $11.50; XXI charcoal, 20 x 28, $13.50.

TERNE PLATES—Quoted at $9.

CANADA PLATES—Quoted as follows: Canada plate, 18 x 21, 18 x 24, $3.40; 20 x 28, $3.65; full polished, $4.15.

BLACK SHEETS—Prices are: 10 to 16 gauge, 100 lbs., $3.50; 18 to 22, $3.75; 24, $3.90; 26, $4; 28, $4.10.

PETROLEUM AND GASOLINE.—Silver Star in brls. per gal., 20c.; Sunlight in brls, per gal., 21c.; per case, $2.30; Eocene in brls, per gal., 23c.; per case, $2.50; Pennoline in brls., per gal., 24c.; Crystal Spray, 23c.; Silver Light, 21c.; Engine gasoline in barrels, per gal., 28c., f.o.b. Winnipeg in cases, $2.75

PAINTS, OILS & TURPENTINE — Turpentine is firm at the recent advance White lead, pure, $7; bladder putty in barrels, 2½c.; in kegs, 3¾c.; turpentine, barrel lots, Winnipeg, $1.01; Calgary, $1.08; Lethbridge, $1.08; Edmonton, $1.09. Less than barrel lots 5c. per gallon advance. Linseed oil, raw, Winnipeg, 64c.; Calgary, 71c.; Lethbridge, 71c.; Edmonton, 72c.; boiled oil, 3c. per gal. advance on these prices.

WINDOW GLASS—We quote: 16-oz. O.G., single, in 50-ft. boxes—16 to 25 united inches, $2.25; 26 to 40, $2.40; 16-oz. O.G., single, in 100-ft. cases — 16 to 25 united inches, $4; 26 to 40, $4.52; 41 to 50, $4.75; 50 to 60, $5.25; 61 to 70, $5.75. 21-oz. C.S., double, in 100-ft. cases—26 to 40 united inches, $7.35; 41 to 50, $8.40; 51 to 60, $9.45; 61 to 70, $10.50; 71 to 80, $11.55; 81 to 85, $12.60; 86 to 90, $14.75; 91 to 95, $17.30.

A CHRISTMAS REMINDER.

Rev. Father A. E. Burke, the familiar delegate to the Annual Convention of the Maritime Board of Trade, who has been a member of the Prince Edward Island contingent for years, remembered the MacLean Company's special representative this year, by a dainty souvenir, in the form of a post card, on which was a life sized photograph of the priest-delegate, surrounded by suitable holly border in tint of green.

The "Best Christmas Wishes" extended are cordially reciprocated with Father Burke.

IT PAYS TO BE CIVIL.

Civility is one of the most useful and easily acquired habits, but the ease with which it can be acquired leads one to be without it. Travellers representing wholesale houses should make it a point to be cordial with clerks as well as propriefor, as the clerks of to-day are the business men of to-morrow.

A representative of a large Montreal wholesale house recently related some of his experiences on the road, which go to show that civility can be made both a business, and a pleasure; While calling on a certain retail firm in Eastern Ontario, which also had a tin shop in connection (while not having any business with that part of the firm) he generally went around and made himself agreeable to the tinsmith. It so happened that this tinsmith fell heir to some money and deciding to start a hardware store, immediately proceeded to the headquarters of this traveller and placed an order with him for a complete stock.

The speaker also told of a driver, for a hardware store who he used to treat as cordially as any one. One day he noticed this fellow driving along and said, "Hello Bill," the driver replied, "How are you Mr. ——," and adding that he would like to see the traveller a minute, got off the rig and said that he and his brother thought of starting a hardware store. After asking a few questions as to different articles, he promised that the opening order would be given the traveller on his next trip.

PUBLIC SPIRITED HARDWARE MERCHANTS
NO. 6

Rosthern, Sask., has a Board of Trade that is active in its endeavors to promote the interests of the town, and, at its head, is a hardware man, James M. Hackney.

Mr. Hackney moved West in 1891 and engaged in the grain business in Oak Lake and Manitou, Man., until 1897, when he moved to Morris and started in the lumber and machine business. In 1904 he moved westward to Rosthern, Sask., where he is now conducting a successful hardware and machine business.

Mr. Hackney is a busy man but he is also a public spirited man and he has not been disposed to shirk any public



RETURNED
to Jas M. Hackney
Dec 29/05
Cut Book No. 59
Page No. 8

JAMES M. HACKNEY

President Board of Trade, Rosthern, Sask.

duties which presented themselves to him. Public office has never had any attraction for him and he has accepted only under pressure; but when it became his clear duty to accept office he has not pleaded pressure of business as so many business men are disposed to do.

For a number of years Mr. Hackney was a member of the Town Council and School Board in Morris and he also acted at one time as Secretary-Treasurer of that town. He has now been President of the Rosthern Board of Trade or two years and a member of the Town Council for one year. It is largely due to his efforts since moving to Rosthern that that town now has a municipal gas plant and is at present installing a telephone system.

It's not what the other fellow has, but how much of it you can get.

CATALOGUES AND BOOKLETS

When sending catalogues for review, manufacturers would confer a favor by pointing out the new articles that they contain. It would assist the editor in writing the review.

By mentioning HARDWARE and METAL to show that the writer is in the trade, a copy of these catalogues or other printed matter will be sent by the firms whose addresses are given.

Three in One.

The Canada Cycle and Motor Company, Toronto Junction, are sending out to the trade a very beautiful lithograph sheet, with three cuts of the different lines manufactured by them, the first being called A Summer Holiday, with an engraving of a lady and gentleman resting by the wayside, with two cushion frame bicycles reclining against a mile post; another of a party in a Russell touring car, with the words "We Win," at the bottom of the cut. The third and last, is entitled "Health and Pleasure of Winter," showing a boy and girl, on a bench by the edge of a river, the boy placing a pair of skates on the girl's feet, representing the automobile skate manufactured by this company. This 3 in 1 display, will be sent to any dealer mentioning this paper.

Desk Calendar.

The Canadian United Manufacturers' Agency of London, England, manufacturers of advertising novelties, have issued a very handsome desk calendar in oxidized work, with a copy of which they have favored some of their Canadian customers and friends.

Purvis Bros. Calendar.

Purvis Bros., hardware merchants of Sudbury, have a very handsome calendar, which they are sending to their patrons, it being handsomely lithographed. The calendar has no advertisement to mar the picture.

Regina's Souvenir Book.

A book of about 7 x 10 inches, containing 50 pages fully illustrated, with views of the city hall, churches, schools, residental parts of the town, industrial concerns, banks, and several street scenes. There are also birds eye views of the city of Regina, the capital of Saskatchewan. It has been issued by the Board of Trade, and contains a good write up of the advantages Regina has for manufacturers and home seekers.

Brant's Ford.

The Brantford Carriage Company are sending out a picturesque calendar for 1907. This calendar represents Captain Joseph Brant, "Thayendanegea" together with his tribe of Mohawks, and British Commissioners, fording the Grand River to take possession of the lands granted them by the British Government. This firm are to be congratulated in securing such a beautiful calendar. Copies will be sent to dealers mentioning this paper.



Western Canada Factory, 797 Notre Dame Ave., Winnipeg, Man.

Conductor Pipe Elbows.

Ferdinand Dieckmann, Cincinnati, manufacturer of conductor elbows, are sending their new calendars to the trade. It is of good sensible size, with large plain figures, the upper part containing cuts of the works and of different shapes and styles of elbows. Any dealer can have one on request.

NEW MADE-IN-CANADA LINES.

Six months ago The Shirreff Manufacturing Co., of Brockville, Ont., moved into their new spacious quarters, which was found necessary owing to their steadily increasing business, after their only being in business six months. Their new large factory which is situated on the banks of the St. Lawrence is a solid brick and was formerly occupied by The Canadian Oak Belting Co., and now with the addition of new machinery which has recently been installed they are able to fill orders promptly.

Mr. C. J. Shireff, the president of the company, has had considerable experience in the manufacturing business, having been connected with The Harding & Shirreff Wringer Co., and for the past ten years European representative for The Jas. Smart Mfg. Co., of Brockville, Ont..

They manufacture food choppers, break makers, step ladders, store trolley ladders, and wagon jacks, and are also adding carpet sweepers which they hope to have ready for the trade before spring.

In addition to their general catalogue The Shirreff Company have issued a very attractive cook-book containing many excellent receipts, the first few pages being devoted to advertising their meat choppers, and bread-makers. A copy of this book and a catalogue will be sent to any one in the trade for the asking.

FOUNDRY AND METAL INDUSTRIES

A lime industry is spoken of for Port Arthur, and a location is being looked for on which to start the plant.

The coal famine still exists in the West, although coal is being shipped there at the rate of 900 tons daily.

The blast furnace plant of the Atikokan Iron Company in Port Arthur, under construction all summer, is now almost complete.

Great interest is being manifested in the iron resources of the Port Arthur district, a great number of prospectors being out for American capitalists.

An employee of the Taylor-Forbes factory, Guelph, was severely scalded last week. He was walking through the building when he accidentally stepped into a tank of boiling water used for dipping metal.

USES OF ALUMINUM.

The United States produces more aluminum than any other country in the world. According to the metalurgical experts at Washington, and it is likely to be the first nation to employ the metal in its coinage. Next fall, it is reported, the Director of the Mint will experiment with aluminum coins as substitutes for the bronze one cent piece at present in use.

Only a few years ago considerations of expense would have forbidden any such action. In 1885 a pound of the metal cost $200. So late as 1889 it sold for $4.50 a pound. Now it is quite within the probabilities that in another year it will be profitably produced for 35 cents a pound.

Nature has been lavish enough in this instance, but man is slow to learn her secret. In its various compounds—and it enters into composition of a very large number of minerals—aluminum forms about one-twelfth of the crust of the earth.

Ordinarily it is extracted from the oxide alumina, which is the chief constituent of common clay. Until a few years ago, however, only expensive processes have served to separate the metal from the combinations of which it is found.

During the last decade American scientists and inventors have overcome many of the old obstacles. The first article ever made of the metal was in compliment to Louis Napoleon who had helped St. Clair Neville, the first manufacturer—a table for the baby prince imperial. At present it seems impossible to name a use to which the metal may not be put.

Aluminum is lighter than glass, and only one-fourth as heavy as silver, which it somewhat resembles. Though it is as hard as zinc, scarcely any metal is equally malleable and ductile. It can be drawn into the finest wire and hammered into the thinnest sheets.

If sold at a low price aluminum, which does not tarnish, will largely supplant silver for decorating purposes. It is an excellent conductor and might take the place of copper in electric plants. Since no metal save steel of the highest grade is, weight for weight, its equal in strength, it would compete with the former in almost every manufacturing industry.

France and Germany and the United States have built torpedo boats of aluminum, finding that its lightness insures speed, and that it resists corrosion and galvanic action better than any other metal. Yachts, rowboats, bicycles, motorcars, surgical instruments, skates and cooking utensils have already been made from it.

Sell the Paints and Varnishes that sell themselves—the best known and best advertised—

SHERWIN-WILLIAMS PRODUCTS

The same effort that does a large business with ordinary paints and varnishes can do a record business with The S-W. Line.

SHERWIN-WILLIAMS METHODS of selling will build up new trade for any dealer who lends his hearty co-operation. We don't lose interest after we sell a bill of goods but simply transfer our energy towards moving the goods from the dealer's shelves. Our advertising helps are strong and produce results.

SHERWIN-WILLIAMS QUALITY will hold your customers' trade. There are no complaints on **S-W. PAINTS AND VARNISHES.** They are the best paints and varnishes that can be made because they are a combination of the purest and highest grade materials and the greatest skill in manufacture.

We have a good proposition to make you. Write for it today.

THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

Canadian Headquarters and Plant: 639 Centre Street, Montreal, Que.
Warehouses: 86 York Street, Toronto; 147 Bannatyne Street, East, Winnipeg, Man.

LATEST CANADIAN PATENTS.

The following up-to-date list of Canadian patents is reported to us by Egerton R. Case, Solicitor of Patents, Temple Building, Toronto:

Jos. O. Brousseau, de North Hatley, Que., acetylene gas generators; Frank Ed. Lauer, Toronto, anti-friction bearings; Chas. Brent, Brandon, Man., fire extinguishers; Wm. H. Mackenrot, Fort William, Ont., commode tops; Wm. H. Decker, Regina, Sask., oil pumps; Decaire Ceel, Caughnawaga, Que., lacrosse sticks; Jno. Honkel, Montreal, Que., spring beds; Albert J. Hitch, Ridgetown, Ont., railway signalling apparatus; John McQuat Mackie, Montreal, Que., feed water heaters.

MANUFACTURE OF IRON IN CHINA.

Iron in China is made by mixing four parts of the ore, one part of decomposed coal dust, and one part of small coal. The mixture is placed in crucibles each about 18 inches deep and 6½ inches in diameter. The crucibles are heated in a furnace having walls about 3 feet high and a floor 4 feet by 6 1-2 feet, which is covererd with clay and spread with a layer of coarse coal to a height of 7 inches or 8 inches above the clay. The furnace holds about sixty of these crucibles. The space between them is filled with small coal, and on top is placed a 3-inch layer of small coal, followed by a layer of cinders and ashes of the same depth. About sixteen hours of strong heat suffices to convert the mixture into a mass of carbon iron. This is made into wrought iron by reheating over a wood fire and by hammering it when red hot.

Polished Steel Sheets

"DOMINION CROWN" brand, first quality, uniform dark blue finish, unexcelled in value.

A.C. LESLIE & CO.
MONTREAL

HAND DRILLING MACHINERY

We have the best that money can buy.

Our cheaper grades are all good serviceable machines.

The best value in the market whether you want the cheap or the dear kind.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NICKEL

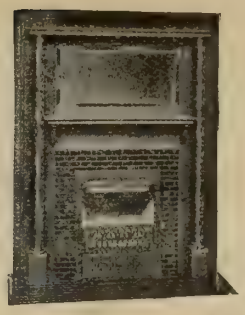
The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY



Mantels, Grates, Tile, etc.

A Nice Mantel is a fine piece of Furniture.

Batty Stove and Hardware Co.
182 Adelaide Street West, TORONTO

"MIDLAND"

BRAND

Foundry Pig Iron.

Made from carefully selected Lake Superior Ores, with Connellsville Coke as Fuel, "Midland" will rival in quality and grading the very best of the imported brands.

Write for Price to Sales Agents

Drummond, McCall & Co.
MONTREAL, QUE
or to
Canada Iron Furnace Co.
MIDLAND, ONT. Limited

...FULL STOCK...

Salt Glazed Vitrified



Double Strength Culvert Pipe a Specialty.

THE CANADIAN SEWER PIPE CO.
HAMILTON, ONT. TORONTO, ONT
ST. JOHNS, QUE.

THREE LEADERS

LEEDS FIRE CLAY CO., Ltd.
Unsurpassed Fire Bricks, Stable Bricks, etc.
T. JOWITT & SONS, SHEFFIELD
Files, Cast Steel Hammers and Crucible Steel. Price not more than other brands. Quality considerably more.
LET US TELL YOU ABOUT IT
JOS. FENTON & SONS, SHEFFIELD
Cutlery and Plated Ware. No better made. Style, durability and price to suit.
WRITE TO-DAY FOR CATALOGUE
Agent for
Norway Iron, Steel, Galvanized Iron, Chains, Sheet Iron, Hoop Iron, Machinery Steel, PEN-DAR Metal Lockers.
H. G. EADIE
22 St. John St., - Montreal
Manufacturer's Agent, Hardware and Metal Merchant

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

Ferrona Pig Iron

And SIEMENS-MARTIN

OPEN HEARTH STEEL

"PERFECT" GAVANIZED SHEETS

Is a Synonym for

GILBERTSON'S

COMET

Brand

Flat, well selected, soft and smooth, easy to work up

The price—Less than other high-grade brand

Get the prices.

MAKERS:
W. GILBERTSON & CO., Limited,
PONTARDAWE, SOUTH WALES
Agent: Alex. Gibb, 13 St. John St., Montreal.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England
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WIRE NAILS
TACKS
WIRE

Prompt Shipment

The ONTARIO TACK CO.
Limited.
HAMILTON, ONT.

Consolidated Plate Glass Company of Canada Limited

Import Window Glass

LOWEST PRICES
ASK FOR THEM

Write Nearest Office

TORONTO
MONTREAL
WINNIPEG

BUILDING AND INDUSTRIAL NEWS

HARDWARE AND METAL would be pleased to receive from any authoritative source building and industrial news of any sort, the formation or incorporation of companies, establishment or enlargement of mills, factories, foundries or other works, railway or mining news. All correspondence will be treated as confidential when desired.

A new post-office and custom house is to be built at Glace Bay, costing $20,000.

A project is on foot to establish a large railway car building plant in St. John, N.B.

A new Oddfellows' Hall will be erected on Broadview Ave., Toronto, at a cost of about $10,000.

A new cement roundhouse has just been completed at Brantford for the G.T.R. at the cost of $8,000.

Over one hundred thousand dollars has been subscribed by Sydney, N.S., citizens for stock in the new railway construction plant, in that city.

The Stanley Smelting Company, of Maine, have received a license to manufacture iron, steel, maganese, coke, copper, lumber, etc., in Ontario.

The Massey-Harris Company, Toronto, have taken out a permit for a small addition to their building. The Toronto Carpet Company will also enlarge.

The Majestic Wire Fencing Co., Detroit, Mich., will erect a factory at Victoria, B.C., for the manufacture of concrete reinforcements at a cost of about $40,000.

Butler Bros.-Hoff Company, incorporated under the laws of the State of New York, have received a license to carry on work, as builders, contractors and decorators in Ontario.

The Commercial Cement Company, of Carman, Man., have started to instal their new machinery, and work will be pushed with all haste so as to have their plant in operation in the early spring.

The Lufkin Rule Company, a corporation incorporated under the laws of the State of Michigan, have been granted a license to manufacture all kinds of measuring articles, tools, machinery, etc., in Ontario.

The Craig Harness Company has been incorporated with a share capital of $100,000, and head office to be at Ottawa. The provisional directors will be R. Craig, J. H. Cameron, and C. H. Clendenning, of Ottawa.

The Canada Cycle and Motor Company, of Toronto, intend holding an opening at their factory, after the first of the year, and will display goods manufactured by them, such as, automobiles, bicycles and skates.

The Shedrick Rigby Co., Montreal, have been incorporated with a capital of $20,000, to manufacture machinery, electric appliances, etc. The charter members include C. E. Shedrick, J. S. Rigby and P. C. Ryan, Montreal.

New Liskeard, Ont., will invite tenders for the erection of a new bridge over the Wahbi River. It will be a steel span for a bridge seventy-five feet long, driveway twenty-two feet, and a walk on each side five feet wide.

The Dominion Pipeworks and the Patterson Boiler Works of New Westminster, B.C., are in course of construction, and work will be started, on two other important industries, the Crystal Glass Works, and the soap factory.

The Gundy-Clapperton Co., Toronto, have been incoporated with a capital of $40,000, to manufacture cut glass, silver, jewelry, etc. The provisional directors include N. F. Gundy, H. G. Clapperton and W. H. Wise, Toronto.

This has been a banner year in the building history of Brantford and beats all former records. Up to date building permits have been issued to the value of $408,625, against the total amount done last year valueing $197,860.

The Oil Well Supply Company, a corporation incorporated under the laws of the State of Pennsylvania, have received a license to deal in iron and steel, or any other metals, or any articles of commerce from metal or wood in Ontario.

The Clifton Sand, Gravel & Construction Co., St. Catharines, Ont., have been incorporated with a capital of $250,000, to manufacture stone, gravel, gas, oil, etc. The provisional directors include P. I. Price, H. Yale, and G. F. Peterson, St. Catharines, Ont.

The Western Rubber & Apparatus Co., Winnipeg, Man., have been incorporated with a capital of $25,000 to manufacture rubber goods, fire apparatus, etc. The provisional directors include R. M. McLeod, A. A. Andrews, and J. H. Anderson, Winnipeg, Man.

The Canadian General Industrial and Development Company, has been incorporated with a share capital of $150,000, with head office at Chatham, for the purpose of sinking wells, boring for oil, natural gas, etc. The provisional directors of the company will be O. B. Sargent, J. M. McCoig, and W. A. Hadley, of Chatham.

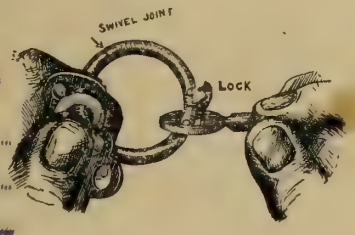
The Standard Concrete Construction Company has been incorporated with a share capital of $100,000 for general building construction, with head office to be in Toronto. Directors will be F. Rielly, G. Sutherland, E. Denton, J. B. Bartram and E. A. Scott, all of Toronto.

NOVELTIES FOR THE HARDWAREMEN

Readers desiring the addresses of the manufacturers or jobbers of the articles described, or any additional information, can secure the same from the Editor of HARDWARE & METAL.

A NOVEL KEY RING.

The trade will soon be shown a most interesting and practical key ring. This subject is one of interest to all hardware men, and of course it is desirable to keep pace with the newest devices in this line. The key-ring we refer to is



Novel Key Ring.

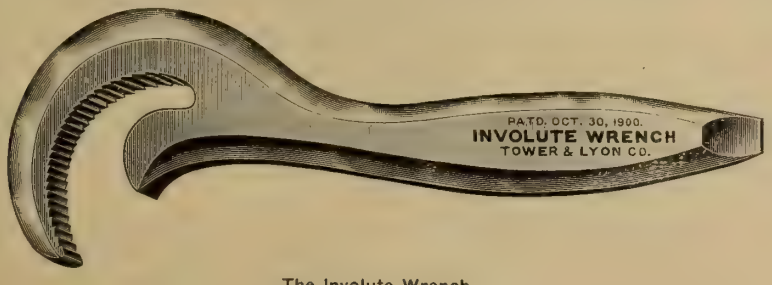
the "Morden." It enables one to lock keys on securely and quickly, has no projecting corners or spring to catch in the pocket, and is made on good mechanical lines.

A practical locking key ring is a subject which has engaged the thought of many inventors, and many thousands of dollars have been expended in experimental work, but it has remained for the Morden Manufacturing Company, of Waterbury, Conn., to produce a key ring which well merits careful examination.

To open the ring the inner projecting edge of the flat latch A is pushed outward, as represented in the illustration. This will expose a little point, under which the finger nail can be slipped and the latch lifted until it clears the joint B, when the gate part or swivel C should be sprung to one side. Keys may then be put on or removed instantly, saving time, fingers, and annoyance.

NEW INVOLUTE WRENCHES.

Tower & Lyon Co., 95 Chambers St., New York, are just putting on the market their Involute Wrench, a tool quite unique. At present they are prepared with the No. 1 size only. This tool is a solid steel forging 5½ inches long over all, with a capacity from ¼ to ½ in. on pipe, bolts, nuts, etc., of all shapes.



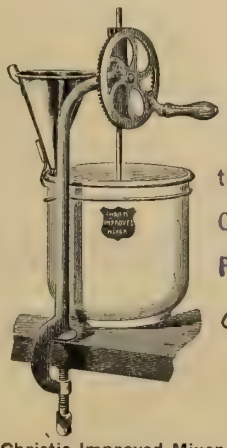
The Involute Wrench.

It is their purpose to follow this size with a larger one, No. 2, having a capacity of from ½ to 1 in., and will probably have it ready for the market early in the year. Other sizes will follow these if it is found there is a sufficient demand for them. The wrench derives its name from the curve of the jaws and the angle of the teeth to the fulcrum, which are tangent to the jaw. The wrench is polished, and weighs but three ounces. The end of the handle is formed into a screw driver blade.

CHRISTIE IMPROVED MIXER.

The Christie Knife Co., Tremont, Ohio, are putting on the market the mixing apparatus shown in the accompanying cut. It is very simple in construction and is described as follows:

First, a standard provided with a clamp for securely fastening it to the table, and a main gear wheel for operating the separate devices used. Next, a china mixing bowl encircled by a wire band, the outer point resting against the standard and the upright point supporting the oil cup. The oil reservoir is a nickel-plated, cone-shaped funnel, with a spout extending from the bottom to carry the oil away from side of the bowl and provided with an oil feed regulator on the inside. The cup is provided with a socket for receiving the wire clamping the bowl, holding same in position while operating the machine. The Mayonnaise Paddle has a shaft and gear, which when placed in head of machine is held in position by a clamping button, the gear engaging main gear on standard at top. The egg beater and cream whip, unlike the mayonnaise paddle, has two small gear wheels on the



Christie Improved Mixer.

BEST ELBOWS

— FOR —

CONDUCTOR PURPOSES

BEAR

TRADE MARK

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Made in . . .

6 Materials.

5 Angles.

14 Sizes.

1,225 Varieties.



For Sale by the TRADE in Canada. Write for catalogue and samples to

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1180-82-84 HARRISON AVE.

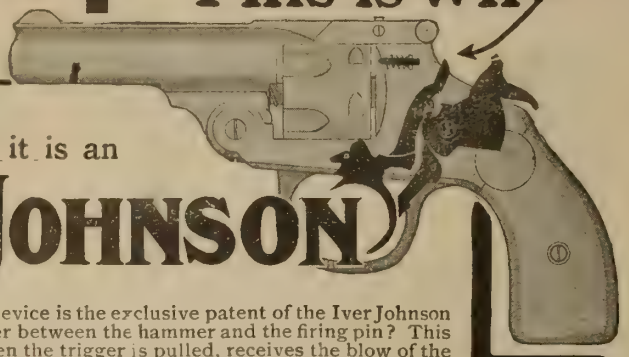
CINCINNATI, O., U.S.A.

Accidental Discharge Impossible—

True only if it is an

IVER JOHNSON

This is why



The positive safety device is the exclusive patent of the Iver Johnson Revolver. See the lever between the hammer and the firing pin? This lever is raised only when the trigger is pulled, receives the blow of the hammer and transmits it to the firing pin. **That's why** you can throw a loaded Iver Johnson against a stone wall without fear—no discharge can possibly follow, as the hammer **never** touches the firing pin. An Iver Johnson never fails when you **pull the trigger** and never "goes off" when you don't.

Iver Johnson Safety Automatic

Prices—Hammer $6.50, Hammerless $7.50.

Iver Johnsons are sold by dealers the world over, or direct from us if your dealer won't supply

Please send for descriptive catalogue, free upon request. It tells all about it.

IVER JOHNSON'S ARMS AND CYCLE WORKS, FITCHBURG, MASS.

HERE'S A MONEY-GETTER!

Pearson's PATENT CONE VENTILATOR

It sells on sight. Easily stocked. Full of talking points. Is endorsed by leading architects. I will furnish fine descriptive booklet and samples, etc. Write to-day. Also hundreds of testimonials like this:

G. D. Pearson, Esq. St. John, N.B., Oct. 22nd. 1889.

Dear Sir: I am using your Cone Rotary Ventilator on the chimney of my house, and I can cheerfully recommend it to all parties annoyed by smoky chimneys. I enjoy real comfort now.

J. C. WOOD, Marsh Road.

GEO. D. PEARSON & CO., Offices and Works, 17 Pontiac St., Montreal

BELL TEL., EAST 2106

shaft, engaging the large wheel at the top and bottom, causing the flyers to whirl both ways with great rapidity and ease. The flyers resting upon the bottom of bowl take up and thoroughly aerate every particle of egg or cream.

PAINTING THE LILY.

At a banquet held in a room, the walls of which were adorned with many beautiful paintings, a well-known college president was called upon to respond to a toast. In the course of his remarks, wishing to pay a compliment to the ladies present, and designating the paintings with one of his characteristic gestures, he said: "What need is there of these painted beauties when we have so many with us at this table?"

NOVEL SCHEME TO CATCH TRADE.

A unique idea has been adopted by a Pittsburg department store in the form of a little theatre playhouse, perfect in every detail. It has 200 opera chairs, four sets of scenery, a handsome drop and a stage equipped with every idea of a first-class theatre. It is the intention of the department store to give daily performances for the benefit of their customers and children. There is no charge for admission and four shows will be given daily, with a complete change of bill every week.

Without a well defined policy a store is like a ship without a rudder. It will find the rocks some day.

Manufacturers' Agents

CHARLES H. FOX

Vancouver, B.C.

MANUFACTURERS' AGENT

Selling to the Hardware Jobbers Only.

Correspondence Solicited.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

H. W. MITCHELL

WINNIPEG, MAN.

Correspondence is solicited from manufacturers wishing a representative in Winnipeg.

Travellers call regularly on the wholesale and retail trade in Western Canada.

Highest references and financial responsibility.

Scott, Bathgate & Co.

BROKERS AND COMMISSION MERCHANTS

Cor. Notre Dame St. East and Victoria St., WINNIPEG, Canada

Storage and Warehousing a Specialty.

First-class facilities in a thoroughly modern brick warehouse centrally located on the railway track.

Every Day

you have call for something new in Blacksmiths' and Carriage-making Supplies. Why not stock our goods? They include a rare variety of money-makers That's what other merchants are doing. Let us tell you the secret of our prices. Send for catalogue to-day.

Look at our list of Agencies. It will pay you to get acquainted.

AGENCIES:

Ontario Asphalt Block Co., Ltd., Walkerville, Ont.
The Standard Paint and Varnish Works, Limited, Windsor, Ont.
The Frank Miller Co., New York, N.Y.
Windsor Turned Goods Co., Ltd., Windsor, Ont.
The Conboy Carriage Co., Ltd., Toronto, Ont.
The Dowsley Spring & Axle Co., Chatham, Ont.
The Neverslip Manufacturing Co., New Brunswick, N.J
Michael Hunter & Son, Ltd., Sheffield, Eng.
English Standard Varnish Company.
Bonney Vise & Tool Works, Inc., Philadelphia, Pa.
Walker Steel Range Co., Ltd., Grimsby, Ont.
Melinks Home Deposit Vaults, Toledo, Ohio
The Searls Mfg Co., Newark, N.J.
Proprietor Balmoral Oil.

LUDGER GRAVEL

22 and 28 Jacques Cartier Square
MONTREAL

PHONES:
Office, Bell, Main 512. After 6 p.m., Est 2314.
House, Bell, Main 641. Quebec Office, 752.
Tel. Merchants 964

The advertiser talks to you through Hardware and Metal. You should talk to him through correspondence.

Paint, Oil and Brush Trades

PAINT AND OIL MARKETS DURING 1906.

A retrospect of the Paint, Color and Varnish trades for the year 1906, possesses more than ordinary interest, especially in regard to the great increase that has taken place in the cost of materials and consequent advance in prices all round.

Mixed Paint Ingredients.

The advent of White Lead Corroding Works into Canada less than two years ago, and the raising of the duty from 5 to 30 per cent., marked the first strong advance in the price of this staple paint. This was supplemented by an important increase in pig lead, which is higher now than it has been for twenty years. The effect has been the marking up of the price of white lead several times during the year, and the prices given out for 1907 are higher than have been known in Canada for a long time.

Zinc white, mainly owing to great absorption of metallic zinc for electrical purposes, and the absence of any new sources of supply, has also marked an advance of about 20 per cent. during the year.

As these two items form the staple ingredients in the best mixed paints, a corresponding advance in them, though not yet quite realised, is sure to come, and we are not surprised to learn that the leading makers of mixed paints not only raised their lists for 1907, but intimate a further advance to take effect during next spring and summer.

Oils and Turpentine.

Linseed oil has maintained a steady position during the entire year at an average of about 10 per cent. over the preceding year, the easing of prices which in the fall usually accompanies the new crop, has not materialized in 1906 and the tendency is therefore rather upwards for 1907.

Turpentine has ruled all the year at the extremely high rates which prevailed at the opening of the year. Whether the extraordinary high prices are due to restricted output, or whether they represent a "hold-up" or both, is a matter of much speculation; all the same the position represents a very serious tax upon the paint and varnish industry.

Varnishes and Colors.

Varnish gums have doubled their prices in the last ten or twelve years, and still continue their slow but steady advance.

The indications are that Canadian makers of varnishes, unchecked by the continuous advance in their raw materials, have strengthened their hold on the increasing trade of the Dominion so that the advance in output of this branch of manufacture has been very great.

Chemical colors have not been subjected to the same changes as other branches of the trade though chemicals are somewhat above the prices ruling in the last few years As the year closes, there is a growing firmness in all the markets for the items which contribute to this department.

Looking over the whole field covered by these industries in Canada, the position plainly is that manufactured goods have not increased in the same ratio as the materials of which they are composed, and we are forced therefore to the conclusion that as manufacturers clear off the stocks which have cost them lower than present values, the prices of manufactured goods will adjust themselves to the new market conditions and buyers will do well therefore, to keep their stocks well up.

A most serious change in value has developed in paris green, as arsenic costs a little more than double the price of fifteen months ago, and the advance on copper (the other essential ingredient) is about 60 per cent. We are not surprised, therefore, to find that the paris green 1907 price is higher than it has been in many years, and the consequent loss to the country will be correspondingly greater, always provided, that the dreaded potato bug puts in an appearance in battalions equal to those of recent years.

$56,000 FOR OIL RIGHTS.

The oil rights on Mr. Campbell's one hundred acre farm, eighth concession, Tilbury East, Ontario, have been sold by the Campbell Oil Company of Detroit to A. D. Akin, Spencerville, O., and C. Melvin Van Buren of Bolivar, N.Y., for $56,000 cash. This is only for the rights, as Mr. Campbell still retains title to the property, and he also gets every eighth barrel as his share of the drilling.

Looking Back Over 1906

if you have not been an Elastilite agent you can readily see where one mistake has been made.

Elastilite Varnish is an old reliable yet the up-to-the-minute line for 1907.

MANUFACTURED ONLY BY

The Imperial Varnish & Color Co. LIMITED

TORONTO, ONTARIO, CANADA

Stocks at

VANCOUVER, B.C., c/o DURAND MERCHANDISE CO.
WINNIPEG, MAN., c/o MASON & HICKEY.

There's Dollars for the Man

who features a dependable paint—a paint that will last and give thorough satisfaction. If you want to lose a customer sell him bad paint once. And remember—***for every actual customer you lose you lose ten probable customers.***

Yes, good paint—a paint with a lasting lustre—rivets a passing trade. There's dollars—lots of them—in **Standard Paints and Varnishes.** A post card will bring you interesting particulars. ***Write it now.***

THE STANDARD PAINT & VARNISH WORKS CO., Limited, WINDSOR, Ont.

Have you ever tried to sell

JAMIESON'S Floor Enamels ?

They will please your customers because they possess just those qualities which the ordinary floor paints lack.

We guarantee them to dry hard over night, without cracking, leaving a fine glossy finish.

Floors on which our enamels are used, are never sticky, and never peel off, thus meaning less work to the housewife who desires to keep her floor clean.

Genuine satisfaction awaits the users, and this ensures a continuance of trade, to the dealer who handles them.

Manufactured in all desirable colors by

R. C. JAMIESON & CO.
LIMITED

16-30 Nazareth St., MONTREAL

McCaskill, Dougall & Co.

Manufacturers

RAILWAY, CARRIAGE AND BOAT **VARNISHES.**
HIGH-GRADE FURNITURE and HOUSE VARNISHES

MONTREAL.

OILS

Raw Linseed
Boiled Linseed
Pale Boiled Linseed
Pale Refined Linseed

"DOMINION" BRAND

OILS GUARANTEED GENUINE.

Canadian Agents—
J. A. BERNARD,
21 St. Peter Street., Quebec
HOMER TAYLOR,
Temple Bldg., Montreal

FRED'K FENNER & CO., LTD.
PENINSULAR HOUSE, MONUMENT ST., E.C.
LONDON, ENGLAND.

GLAZIERS' DIAMONDS



Our diamonds were first on the market and still remain first with up-to-date improvements. We claim fo them **Superiority over All Others** in **Quality** and **Workmanship.**
Glaziers' Diamonds of every description, for all purposes, supplied.

CANADIAN AGENT

GODFREY S. PELTON, 201 Coristine Building, Montreal

The Canadian Bronze Powder Works

R. E. THORNE & CO.

The only bronze powder works under the British flag.
High Grade bronze powders and bronze liquids.
Can fill all orders at short notice.

MONTREAL — TORONTO

WORKS AT VALLEYFIELD. ***NO ORDER TOO LARGE***

We have always Aimed High for Quality



This is the reason our business has grown steadily.

THE WALLACE BARNES CO., - Bristol, Conn.
Small Springs of Every Description.

YOUR PAINT TRADE FOR 1907

will be interesting if you do it with



LET US POST YOU

A. RAMSAY & SON COMPANY

Est. 1842 MONTREAL PAINT MAKERS

Just try some ordinary green paint on a panel of wood, see how hard it works,—don't cover, lacks body. Then try on another panel

LUCAS IMPERIAL FRENCH GREEN

notice how easy it spreads, how well it covers,—that's body. Makes the cost less for this reason alone, and stays fresh and brilliant. It preserves the wood, keeps the weather out and the color in. It is the **ONE** Green that is free from arsenic or verdigris.

BEWARE OF IMITATIONS

JOHN LUCAS & CO.

NEW YORK, PHILADELPHIA, CHICAGO

"Extry!" "Extry!"

the newsboy's cry.

We all want the "**EXTRA**"—the something out of the ordinary. Someone has said, "It is the 'Extras' that make life worth the living."

The "**EXTRA**" news brings the "**EXTRA**" pennies to the newsboy.

The "**EXTRA**" quality of goods or service brings the "**EXTRA**" dollars to the business man.

EXTRA brings EXTRA

Now, What we have to offer is the Exclusive Agency of

The Martin-Senour Paint

THE PAINT THAT IS

100 per cent pure

The absolute purity of The Martin-Senour House Paint has been the means of obtaining "**EXTRA**" profitable returns to our agents.

The Martin-Senour Paint is not only as pure as the average mixed paint but it is a little "**EXTRA**"—it's 100 per cent. pure.

We would be glad to tell you more about it.

The Martin-Senour Co., Ltd.

"Pioneers of Pure Paints"

142-144 Inspector St., - Montreal

2514-2520 Quarry Street and Archer Avenue Chicago

(Established 1878)

The Winnipeg Paint & Glass Co. Winnipeg

The Maritime Paint & Varnish Co. Halifax, N.S.



PAINT AND OIL MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 28, 1906

With very little doing in actual or possible business this week, the paint and oil trade is dead. Holiday dullness rules, and the commercial travelers are enjoying re-unions as well as their "bosses" and customers.

The firmness of linseed oil and turpentine is notable. White lead holds firmly to the advance of two weeks ago.

LINSEED OIL—We continue to quote: Raw, 1 to 4 barrels, 55c; 5 to 9 barrels, 54c.; boiled, 1 to 4 barrels, 58c.; 5 to 9 barrels, 57c.

TURPENTINE. — We are now quoting: Single barrel, 96c. per gal.; two barrels or over, 95c per gal.; for smaller quantities than barrels, 5c. extra per gal. is charged Standard gallon is 8.40 lbs., f.o.b. point of shipment, net 30 days.

GROUND WHITE LEAD.—The recent advance is being rigidly maintained and grinders have no trouble in getting the following prices: Best brands Government Standard, $7.25 to $7.50; No. 1, $6.90 to $7.15; No. 2. $6.55 to $6.90; No. 3, $6.30 to $6.55 all f.o.b., Montreal.

DRY WHITE ZINC.—We still quote as follows: V.M. Red Seal, 7½c to 8c; Red Seal, 7c to 8c; French V.M., 6c to 7c; Lehigh, 5c to 6c.

WHITE ZINC (ground in oil)—Manufacturers have raised their prices, and we now quote: Pure, 8½c to 9½c.; No. 1, 7c. to 8c.; No. 2, 5¾c. to 6¾c.

PUTTY — A heavy demand is shown. We quote prices: Pure linseed oil, $1.75 to $1.85; bulk in barrels, $1.50; in 25-lb. irons, $1.80; in tins, $1.90; bladder putty in barrels, $1.75.

ORANGE MINERAL—We quote as follows: Casks, 8c.; 100-lb. kegs, 8½c.

RED LEAD—The following quotations are firm: Genuine red lead in casks, $6.00; in 100-lb. kegs, $6.25; in less quantities at the rate of $7 per 100 lbs.; No. 1 red lead, casks, $5.75; kegs $6, and smaller quantities, $6.75.

PARIS GREEN—Prices are as follows: In barrels, about 600 pounds, 23½c. per lb.; in arsenic kegs, 250 lbs.. 23½c.; in 50 lb. drums, 24c.; in 25 lb. drums, 24½c.; in 1 lb. packets, 100 lbs. in case, 25c.; in 1 lb packets, 50 lbs in case, 25½c.; in ½ lb. packets, 100 lbs in case, 27c.; in 1 lb. tins, 26c. f.o.b. Montreal. Term three months net or 2 per cent. 30 days.

SHELLAC—Quotations are as follows: Bleached, in bars or ground, 46c per lb., f.o.b. Eastern Canadian points, Bone Dry, 57c per lb., f.o.b. Eastern Canadian points; T.N. Orange, etc., 48c per lb. f.o.b. New York.

SHELLAC VARNISH—The prices are: Pure white, $2.90 to $2.95; pure orange, $2.70 to $2.75; No. 1 orange, $2.50 to $2.55.

MIXED PAINTS—Prices range from $1.20 to $1.40 per gallon.

CASTOR OIL—We still quote as follows: Firsts in cases, 8½c.; in barrels, 8c.; seconds in cases, 8c.; in barrels, 7½c

BENZINE—We still quote 25 cents in barrels, and 30 cents in smaller quantities.

WINDOW GLASS—Our prices are: First break, 50 feet, $1.85; second break, 50 feet, $1.95; first break, 100 feet, $3.20; second break, 100 feet, $3.40; third break, 100 feet, $3.95; fourth break, 100 feet, $4.15; fifth break, 100 feet, $4.40; sixth break, 100 feet, $4.95. Diamond Star: First break, 50 feet, $2.30; second break, 50 feet, $2.50; first break, 100 feet, $4.40; second break, $4.80; third break, 100 feet, $5.75; fourth break, 100 feet, $6.50; fifth break, 100 feet, $7.50; sixth break, 100 feet, $7.50; seventh break, 100 feet, $8; eighth break, 100 feet, $9. Double Diamond: First break, 50 feet, $3.45; second break, 50 feet, $3.75; first break, 100 feet, $6.75; second break, 100 feet, $7.25; third break, 100 feet, $8.75; fourth break, 100 feet, $10; fifth break, 100 feet, $11.50; sixth break, 100 feet, $12.50; seventh break, 100 feet, $14; eighth break, 100 feet, $16.50; ninth break, 100 feet, $18; tenth break, 100 feet, $20; eleventh break, 100 feet, $24; twelfth break, 100 feet, $28.50. Discount on Diamond Star, 20 per cent.; on Double Diamond, 40 per cent.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East,
Toronto, December 28, 1906

Turpentine still remains unchanged, but as predicted by us some time ago, an advance is looked for owing to the great scarcity of turps which was fully explained by us in last week's issue.

White lead remains the same, as does linseed oil. The demand is not very brisk at present, some paint manufacturers not booking orders beyond Jan. 1st, 1907. Travelers are, of course, off the road during the holidays.

WHITE LEAD—Ex Toronto pure white, $7.40; No. 1, $6.65; No. 2, $6.25; No. 3, $5.90; No. 4, $5.65 in packages of 25 pounds and upwards; 1-2c per pound extra will be charged for 12 1-2 pound packages; genuine dry white lead in casks, $7.00.

RED LEAD—Genuine in casks of 500 lbs., $6.00; ditto, in kegs of 100 lbs., $6.50; No. 1 in casks of 500 lbs., $5.75; ditto, in kegs of 100 lbs., $6.25.

DRY WHITE ZINC— In casks, 7 1-2c.: in 100 lbs., 8c., No. 1, in casks 6 1-2c., in 100 lbs., 7c.

WHITE ZINC (ground in oil)—In 25-lb. irons, 8c.; in 12 1-2 lbs., 8 1-2c.

SHINGLE STAIN—In 5-gallon lots, 75c. to 80c. per gallon.

PARIS WHITE—90c. in barrels to $1.25 per 100 lbs.

WHITING—60c. per 100 lbs. in barrels; Gilders' bolted whiting, 90c. in barrels, $1.15 in smaller quantities.

SHELLAC VARNISH—Pure orange in barrels, $2.70; white, $2.82 1-2 per barrel; No. 1 (orange) $2.50; gum shellac, bone dry, 63c., Toronto. T. N. (orange) 51c. net Toronto.

LINSEED OIL—We still quote: Raw, 1 to 4 barrels, 57c.; 5 to 9 barrels, 57c.; boiled, 1 to 4 barrels, 60c.; 5 to 9 barrels, 59c. Toronto, Hamilton, London and Guelph; net 30 days. Advance of 2c. for delivery to outside points.

TURPENTINE—Single barrels, 97c.; 2 to 4 barrels, 96c.; f.o.b. point of shipment, net 30 days. Less than barrels, $1.02 per gallon.

GLUES—French Medal, 12 1-2c. per pound; domestic sheet, 10 1-2c. per lb.

PUTTY—Ordinary, 800 casks, $1.50; 100 drums, $1.75; barrels or bladders, $1.75; 100-lb. cases, $1.90;; 25-lb. irons, $1.85; 25-lb. tins (4 to case) $1.90; 12 ½ lb. tins (8 to case) $2.10.

LIQUID PAINTS—Pure, $1.20 to $1.35 per gallon; No. 1, $1.10 per gallon.

BARN PAINTS—Gals., 70c. to 80c.

BRIDGE PAINTS—Gals., 75c. to $1.

CASTOR OIL—English, in cases, 9 1-2c. to 10c. per lb., and 11c. for single tins.

PARIS GREEN—Canadian manufacturers are quoting their base price at 25c and on the English, 25¾ is quoted f.o.b., Toronto.

REFINED PETROLEUM — Dealers are stocking up heavily for the Winter. We still quote: Canadian prime white, 14c.; water white, 16c.; American water white, 16c. to 18c. ex warehouse.

CRUDE PETROLEUM — We quote: Canadian, $1.32; Pennsylvania, $1.58; Ohio, 96c.

PRACTICAL PLAN FOR PUSHING PAINTS.

I carry one complete line of mixed paints and when a customer mentions paint I try to find out first what is to be painted and then proceed to sell the customer a special paint that is made for that particular purpose, and by doing so I show the customer I am interested in giving him what is right, writes a Minnesota hardware merchant, in an exchange. When he finds out on using the goods that I was right and the job is even better than he expected that man is sure to come again for paint or anything else he may need in my line.

I also display in a prominent place in my store, all the different kinds of paint I have, and keep my windows talking paint nine months out of the twelve. In many other ways, I keep reminding the public that I sell paint, and long before the painting season opens I have sold paint for several houses. I keep a record of each color of the house paint as it comes in, and it helps me to a great extent in ordering a new supply, as I can determine very quickly just how much of that particular kind I have sold in any given time.

I keep a record, a card index, of all the paint sold for outside painting, entering the date, quantity, different shades, and weather conditions, and in that way am not only able to determine when the paint was applied and under what conditions, in case of difficulty, but also have a means of interesting the new customer, for by referring him to or showing him where I have sold paint to Bill Smith and John Brown, men with whom he in the majority of cases is well acquainted, I impress upon him the fact that there must be some virtue in it or these men would not use it, and in this way I am also able to refer to houses which in many instances have been painted for a number of years.

MONTREAL PAINT MEN FAVORED.

The Montreal Board of Trade has formed a new branch, to be known as the Paint, Oil and Drug Section. This will include members engaged in the soap, oil, paint, varnish, drug, chemical and allied trades. The following firms were represented at the meeting where this move was decided upon:

Canada Linseed Oil Mills, Limited, Canada Paint Company, Limited, Henry Dobell & Company, R. C. Jamieson & Company, Limited, Watson Jack & Company, McCaskill, Dougall & Company, McArthur, Corneille & Company, Nation Drug and Chemical Company, A. Ramsay, Son & Company, Wilson, Paterson & Company.

INTEREST WOMEN IN PAINT.

"The best way to clean house is to paint," is a timely motto containing more of fact than fiction, says an exchange. Paint is a great renovator, not simply for brightening up, but literally making clean. Further, it is a little recognized insecticide, destroying both egg and adult; and those unfortunate in getting into apartments infested with vermin will find it a more satisfactory remedy than carbon bisulphide.

Convince a woman on one or two of these points, and you have an interested listener. Few women who have never substituted the paint brush for the scrub brush are aware that they can do the most of their own painting and varnishing. With prepared paint and a few simple directions regarding care and selection of brushes, which the dealer should be prepared to throw in, creditable work is not beyond the reach of the most inexperienced. But the successful salesman should familiarize himself with the common problems of the housewife, anticipating her needs and showing a cordial interest. He should know what colors harmonize—for the color cards are not fully satisfying to the novice; how to prepare sizing for the kitchen wall if it is not hard finished plaster; to warn her against using

As the White Lead is So is the Paint

The only white lead used in

"Anchor" and "English"
LIQUID HOUSE PAINTS

is Brandram's B.B. Genuine.

Brandram's
B. B. GENUINE

has been the world's standard white lead for close on to two centuries.

With such a foundation of quality as this, are you surprised that

"Anchor" and "English"
LIQUID HOUSE PAINTS

are standards all over Canada and wherever else they are sold.

BRANDRAM-HENDERSON
LIMITED
Halifax, St. John, Montreal, Winnipeg,
MARSHALL WELLS CO., Winnipeg
Sole Distributors for Western Canada

McArthur, Corneille & Co.

MONTREAL

Glue and Gelatine

An extensive assortment, to suit all requirements.
WILL BE PLEASED TO SUBMIT SAMPLES AND PRICES

MANUFACTURERS AND IMPORTERS OF . . .

White Lead, Oils and Colors, Prepared Paints, Window Glass, Varnishes, Etc.

SELLING AGENTS IN CANADA

For the GENUINE
Imperial French Green
of JOHN LUCAS & CO., PHILADELPHIA.

And CELEBRATED
English Varnishes
of CHAS. TURNER & SON, LONDON.

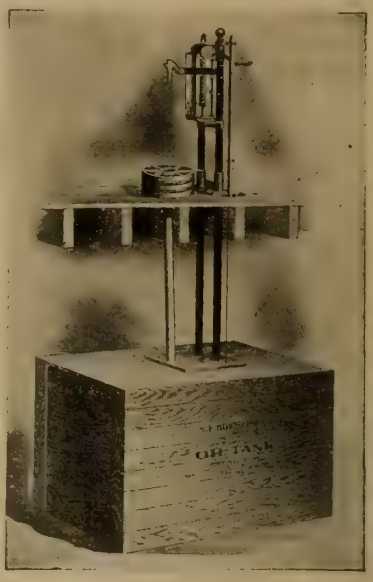
Please mention HARDWARE AND METAL when writing.

Keep Your Oil Room Clean

A dirty, sl my oil room is repulsive to customers, and is also a source of great danger, as a lighted cigar, match or spark is apt to cause a disastrous fire.

A Bowser Oil Storage Outfit will keep your oil room clean, because it prevents leaks and dripping. Overflow and overmeasurement are impossible, and dirty, sticky funnels and measures are unnecessary with a Bowser The oil is not exposed at any time, but all is pumped right into the customer's can,

If you want to have a clean store and oil room, write for catalog V. It tells how.



CELLAR OUTFIT

S. F. BOWSER & CO., Inc.

66-68 Fraser Ave. Toronto, Ont.

THE SURVIVAL OF THE FITTEST

Selling whiting, glue and color separately for kalsomined walls is a thing of the past.

The more modern method of selling whiting, glue and color ready mixed, in packages labelled different names, is **ALSO** a thing of the past, or fast becoming so.

Any compound which can be kept over night or several days without spoiling, is simply a preparation of glue and whiting or some other inert base, which depends on the glue in it to hold it to the surface, and in time decomposes, becomes diseased, rubs off and has to be washed off.

The ever-growing public demand is for a pure and sanitary wall coating that will not rub off and is ready for use with cold water.

ALABASTINE

fulfils the public demand. Made from crystaline Alabaster Rock, it is a cement that sets and hardens on the wall and improves with age. It is pure, permanent and sanitary, and as such

HAS NO COMPETITOR

ALABASTINE is being more and more fully appreciated by the public, and the orders are coming in by leaps and bounds.

Fortunately, we have opened a new mine, and hope to fill all orders promptly and on time; but we advise you to order **NOW**, with spring dating.

The ALABASTINE CO., Limited, PARIS, Ont.

ANY OLD PAINT IS GOOD ENOUGH



for the dealer who doesn't care about results, and has no ambition to build up a permanent trade and reputation, but those who want **THE BEST**, and to whom price isn't everything, sell—

"Sterling" Pure Prepared Paint

That is the reason why the best stores all over Canada carry this brand.

"STERLING" IN NAME. **"STERLING" IN QUALITY.**

Quality never shone to such advantage as in this age of keen competition.

Manufactured by

CANADIAN OIL COMPANY, LIMITED, TORONTO

MONTREAL ST. JOHN OTTAWA WINNIPEG VANCOUVER

Ventilation is Important

as a feature of modern buildings.

There are many buildings and residences whose occupants are afflicted with drowsiness and headaches, because the ventilation is imperfect or has been altogether neglected.

THE AEOLIAN VENTILATOR

is unexcelled as a means of producing pure air in large buildings, closet rooms, vaults of churches, schools, factories, stables, etc.

As will be seen from the accompanying illustration, **The Aeolian Ventilator** is very ornamental in appearance, while also possessing exceptional lasting qualities.

We like to talk about the "Aeolian" Will you write us for particulars?

Read this testimonial:

Oshawa, June 4th, 1903

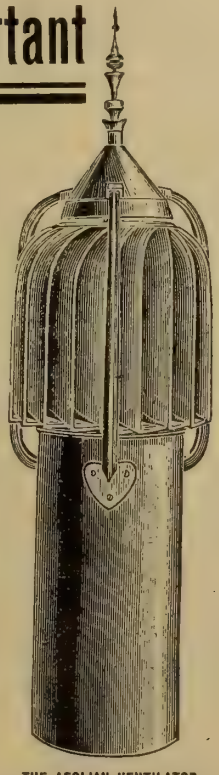
Messrs. The J. W. Harris Co., Limited, Montreal

Dear Sirs,—Replying to your favor of May 30th, would say that the "Zephyr" Ventilator is giving good satisfaction.

Yours respectfully,

J. E. HAWKINS

The Price Is Inconsiderable in Comparison with the Results.



THE AEOLIAN VENTILATOR
(Can be supplied in copper, if so desired)

Manufactured by

THE J. W. HARRIS COMPANY, LIMITED

SUCCESSORS TO LESSARD & HARRIS, CONTRACTORS

Montreal

Reach the Right People!

Hardware and Metal want ads reach the right people. It is the only paper in Canada that will reach the hardwaremen, plumbers, manufacturers and travellers from the Atlantic to the Pacific.

For a mere trifle you can talk to all the men in Canada who are interested in the hardware trade.

Are you taking advantage of this?

Somebody in Canada wants just what you have to sell: we can find that somebody for you.



Condensed advertisements in Hardware and Metal cost 2c. per word for first insertion, 1c. per word for subsequent insertions. Box number 5c. extra. Send money with advertisement. Write or phone our nearest office.

Hardware and Metal

Toronto Montreal Winnipeg

anything but iron paint on tin. These and other "kinks" will be appreciated and prove profitable on both sides; for the real home-maker delights in using her own hands in every possible way in beautifying her home, and the newly acquired manual skill will find two ways to use paint where one was found before.

SELECTION AND CARE OF BRUSHES.

One conspicuously famous brush maker has declared the art of brush making to be "an art preservative." The practical carriage and wagon painter is deeply concerned in the achievements of that art, because every distinct advancement made therein makes possible an equally distinct advancement in the art of painting. To a greater extent, perhaps, than any other class of painters, the carriage and wagon painter should be interested in making up his brush equipment of tools of the best quality.

The brush made of reliable stock, having the proper "hand" and point, and which balances like a "thoroughbred," is an excellent tool to buy, regardless of the price. The vehicle painter requires a brush made scientifically, by the outlay of honest workmanship, and of material that is wholly above suspicion. A brush that has simply the price to recommend it is usually an unreliable article and worketh evil, like a thief in the night, unexpectedly. In making choice of a brush for putting on priming, lead, and roughstuff, and for such other features of general use as requires a round or oval bristle brush, the painter may properly look at the filling of the tool. Deception, if practiced at all, is usually placed where is shows least.

The first-class brush is distinctively the brush that shows good quality—uniform quality—from centre to outside, says the Painter and Decorator. Other things being equal, the brush that is made up uniformly as to its bristle equipment will develop a good point, and all carriage painters are alive to the importance of this virtue in both paint and varnish brushes. Much of the usefulness of a brush depends upon the manner of caring for it when it comes into the paint shop. The bristle brushes used for priming, lead, and roughstuff require bridling until worn down somewhat.

There are many patent brush bridles now procurable at a nominal cost which tend to give a brush better shape than the shop-made bridle. If these are not at hand, the painter can take "tufting cord" (our friends the carriage trimmers keep it) and wind the brush securely but not too tightly; or he can take a piece of light-weight rubber cloth and, extending the piece well down to the handle, tie it at the proper distance around the bristles, the rubber side of the piece should be fastened next the bristles. Then from where it is tied around the bristles, fold the piece back into the handle and tie securely. Trim off, and a bridle is furnished that is perfectly water and paint proof, the cloth side of the rubber being folded inside. For a shop-made bridle the writer finds this a serviceable one. After bridling, drop a little oil paint into the heel of the brush and set it away in a dustproof compartment for a few days.

RICH OIL WELL.

A very rich oil well has been struck in J. A. Tremblays farm, in Romney Township, Ontario. Oil gushed in great force from the well before the workmen started operations one morning, and before they could plug the casing at least a thousand barrels flowed out on the frozen ground and ran in rivulets to the large ditches for which Romney is famous. The new well is about six miles south of the scene of active operations, and this means that the field has been greatly enlarged.

Only the prompt action of a crowd of oil men and helpers averted a very serious fire. Some person set fire to the oil in one of the ditches about half a mile from the well, and a sheet of fire swept up and down the stream. By damming the oil and sweeping the stream the fire was headed off from the well.



It's Strictly Up To You Mr. Dealer

"I want a paint that won't fade into a colorless blotch in a few months, a paint that won't peel off, a paint that no kind of weather will affect, a paint with a lasting lustre.

Ark Brand Paint

is that sort of paint and no other make is 'just as good' for me." That's the way customers talk who have used Ark Brand once. They know that it's sound economy to pay for the best brand of paint ever canned—because they have proven it. You can't be too extravagant in you claims for Ark Brand. It will make them all good.

MURESCO WALL FINISH

is handled by all progressive dealers whose time is valuable. If your bank account needs a tonic—order Muresco.



THE BENJAMIN MOORE CO., LIMITED
FORMERLY THE FRANCIS FROST CO., LIMITED

New York TORONTO, CANADA Chicago

CONDENSED OR "WANT" ADVERTISEMENTS.

Advertisements under this heading 2c. a word first nsertion; 1c. a word each subsequent insertion.

Contractions count as one word, but five figures (as $1,000) are allowed as one word.

Cash remittances to cover cost **must** accompany all advertisements. **In no case** can this rule be overlooked. Advertisements received without remittance cannot be acknowledged.

Where replies come to our care to be forwarded, five cents must be added to cost to cover postage, etc.

HARDWARE BUSINESS WANTED.

WANTED to buy a good hardware business about $4,000 stock. Nothing but an A1 business considered. Box 10 HARDWARE AND METAL, Winnipeg. [51]

SITUATIONS VACANT.

STOVE SALESMAN WANTED—For territory east of Toronto; one with established trade preferred; state references and qualifications, also salary required; answer only by letter. Guelph Stove Co., Limited, Guelph. [52]

WANTED an assistant to editor of Hardware and Metal in Montreal—Young man preferred who has had some experience with the hardware or metal trades; Excellent opportunity for advancement; state experience and salary expected; all applications treated confidentially. Address, Manager, HARDWARE AND METAL, Montreal.

WANTED—Two experienced hardwaremen at once. C. M. Cutts & Co., Toronto Junction, Ont. (51)

WANTED—A hardware clerk with extensive experience to go to Edmonton. Apply stating salary expected and experience. Ross Bros., Ltd. Edmonton. [51]

WANTED—An experienced hardwareman at once; write with references and state salary expected to Box 273, Tilsonburg, Ont. [tf]

TRAVELLER WANTED

TO sell a line of established successful coal heaters, also wood heaters, on commission; must cover territory twice or oftener, say once between January and April and again between May and August; state lines now carried and territory covered; liberal commission given; Box 573, HARDWARE AND METAL, Toronto. [1]

BUSINESS CHANCES.

GOOD store and tinsmithing business for sale—in one of the best sections in Ontario; fine opening for hardware; no opposition. Box 27, Claremont. [51]

STOVES—An established, successful working line of patent coal, also wood heaters, for sale; including patent, patterns, materials and some completed stoves; also machinery and dies, if wanted; will go with a line of heaters or ranges, or to sell with some hardware specialty; proprietor has other pressing interests. Address Box 574, HARDWARE AND METAL, Toronto. [1]

WANTED

by January 1st, 1907,

Glass Salesman

Must be experienced and reliable, state references and qualifications, also amount of salary required. Apply only by letter to

Consolidated Plate Glass Co., Limited

Toronto, Canada, (52)

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

Wishing Our Friends and Customers A Happy and Prosperous New Year

The Montreal Rolling Mills Co.

Hardware Dealers Should Wake Up—

to the fact that **SHEET METAL BUILDING GOODS** could be made a large and ever increasing factor in their business. Farmers, manufacturers and all owners and builders are daily demanding these goods because they fill satisfactorily the gap which is being left by the diminishing supply of good and cheap timber. Some dealers have already established a considerable trade in this line, proving that it can be done, but it's "only as a drop in the bucket" compared to what's to come. If the **HARDW R[P] DEALERS** and **TINSMITHS** don't look after this valuable trade, they will live to regret it. **Some one else will reap the harvest.**

Don't say—"**There's nothing in it for me**"—because there certainly is, providing you have the **RIGHT GOODS** and the **RIGHT FIRM** behind them. It doesn't matter about the manufacturers who sell direct to the consumer. One good, square firm, who will **PROTECT** and **HELP** a good orginization of agents, can, with those agents, do more business than three or four of the other kind.

We can show you—all we need to prove to you how this combination will work in 1907 is some more good agents—we've got the goods and the other qualifications. One of our representatives will be along your way soon after New Years to talk to you on the subject. If you are interested drop us a line at once and make certain that you will not be missed.

The GALT ART METAL CO., Limited, GALT, ONT.

Western Distributing Agents, **THE McCLARY MFG. CO.**, Winnipeg and Calgary.



Will Hold up a Shelf

That's what a shelf bracket is for.

For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO.,
New Haven, Conn.,

"THE EMLYN" SAW BENCH

Made in 6 sizes. Best value obtainable. Specially designed for export With or without "Emlyn" Patent Guard. Sole maker—

CHARLES D. PHILLIPS,

Cables—
"Machinery," Newport.

Emlyn Engineering Works
NEWPORT, MON, ENGLAND

THE STANDARD IDEAL SANITARY CO., LIMITED

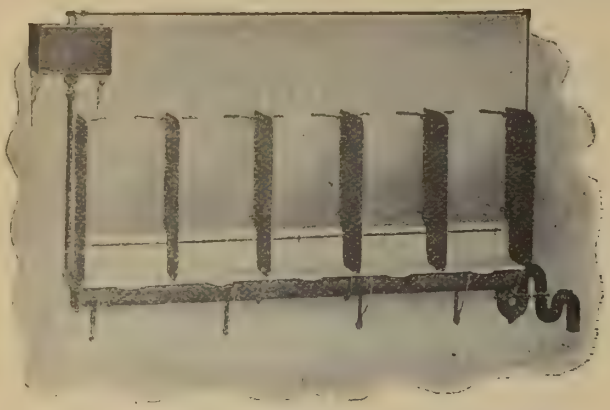


Plate E. 404.—For Public Institutions, Schools, Factories, Asylums, &c.

We manufacture a complete line of

Range-Closets, Range-Urinals, Lavatories and Sanitary Fixtures

Suitable for Public Institutions

The reputation of our goods is unequalled.

Toronto: 50 Colborne Street *Montreal: 128 Craig Street West*
Winnipeg: 24 Telfer Building

HOME OFFICE and FACTORIES: PORT HOPE, ONT.



With the advent of another year, we prepare for progress with time, to retain and improve upon the products of our manufactures of

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Plumbing Goods, Engineers' Supplies,

Gas and Electric Fixtures



We extend to our Friends and Patrons our appreciation for their favors to us during the past year, and trust the future may bring to them increased prosperity.

The James Morrison Brass Mfg. Co., Limited

93-95 Adelaide Street West, **Toronto**

Plumbing and Steamfitting

PRIZE AWARDED TO "HYDROSTATIC."

A Halifax Plumber Wins the Prize Offered for the Best Answer to our Recent Question on Closet Connections to Soil Pipe Stack.

The editor is pleased to announce that a great deal of interest has been manifested in our last competition, when the question to be answered was:

> **In your judgement is it essential that every closet connection to soil pipe stack should be provided with a Breaksyphon?**
>
> **If not, illustrate by a rough sketch the conditions which would render unnecessary the use of a Breaksyphon, and give the reasons why it would not be required.**

As explained at the time correspondents were expected to furnish sketches indicating their ideas and in this connection we have had very satisfactory results, and the absence or merit of such sketches has had an effect in finally determining who should be declared the winner of the prize.

One feature of the competition was the practically unanimous opinion that under certain circumstances a breaksyphon may be omitted, though there was some difference of opinion respecting the conditions under which it need not be used, and while we are of opinion that there are defects in every sketch sent, and room for debate upon many of the points raised, we are, nevertheless, satisfied that the plumbers of this country have a good idea of the physical condition that obtains inside a system of plumbing.

While it is our intention to publish from week to week a number of letters, and illustrations received in connection with the competition, we publish herewith only that which, in our judgment, has the most merit, not only because the reasoning is for the most part good, but because the sketch is one of the best sent in.

We would point out, however, that in our opinion, no vents whatever are required in the system shown, for the reason that the traps are close to the stack and that there is no drop between the latter and the former, and in consequence no syphonic action, can be set up, and no back pressue can be exerted by a flush of the upper fixture on the seal of the lower one, because of the free opening to the atmosphere through the foot vent inside the street tap.

In addition the lowest closet connection and the vertical stack should enter the horizontal drain through Y's instead of T's as shown and the soil pipe stack should increase in size just before passing through the roof so that the passage will not be filled up with hoar frost.

We have, therefore, decided to award the prize to "Hydrostatic," of Halifax, and trust that future competitions will be regarded with as much interest as the ones that are passed have aroused.

* * *

Halifax, Nov. 19, 1906.

In answer to your question in re ventilation of every w.c. trap, I would reply that I consider it necessary to ventilate every w.c. or other trap with a proper sized vent pipe, arranged so that same will not become clogged from any cause and become useless, and will give you some reasons why I think so.

It frequently happens that under certain conditions the fresh air valve will allow the house trap or part of soil pipe to freeze, the result of which is that the occupant plugs up the opening of same. In that case the writer has known the wind to move the water out of a 2-inch trap twenty feet from the top of stack, and also to agitate the valve on a w.c. thirty feet from top of stack. As an illustration I enclose sketch of piping.

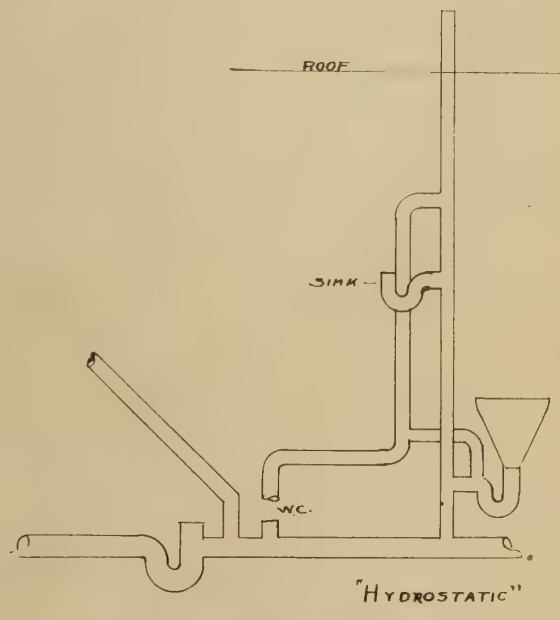
If the fixtures were vented into a separate stack carried through roof probably some distance from soil pipe, the result would be somewhat different.

Then again, take a syphon action w.c., with unventilated trap placed in a dormitory, a pail of water is emptied in same or just sufficient to flush the closet, and the cistern is not operated, the result is that very little seal is left in the trap which could be easily waved out. If the trap should lose its seal by evaporation, capilliary attraction or otherwise, or if the closet should get loose at its connection with soil pipe at floor, the vent pipe would be an advantage in carrying off some odor that would otherwise escape into the room. Another reason might be quoted, and that is, that dead ends should be avoided as far as possible.

I might continue to give other reasons, but I think the foregoing sufficient.

Yours truly,

Hydrostatic.



ANOTHER QUESTION PROMISED.

Other answers to the question answered by "Hydrostatic," of Halifax, will be published during January and another question will be propounded in our issue of January 26.

These questions and answers are creating considerable interest amongst the trade throughout Canada and are very valuable and helpful in encouraging Canadian plumbers and fitters to express their views on subjects which a discussion is of educational value to many in the trade.

WANT WORK DONE LOCALLY.

Toronto brass workers have asked the Board of Control to award the contracts for supplying stop cocks for the waterworks department to the local trade instead of the Niagara Machine Tool Company, which had submitted the lowest tender.

INTERESTING DOMESTIC HEATER PROBLEM

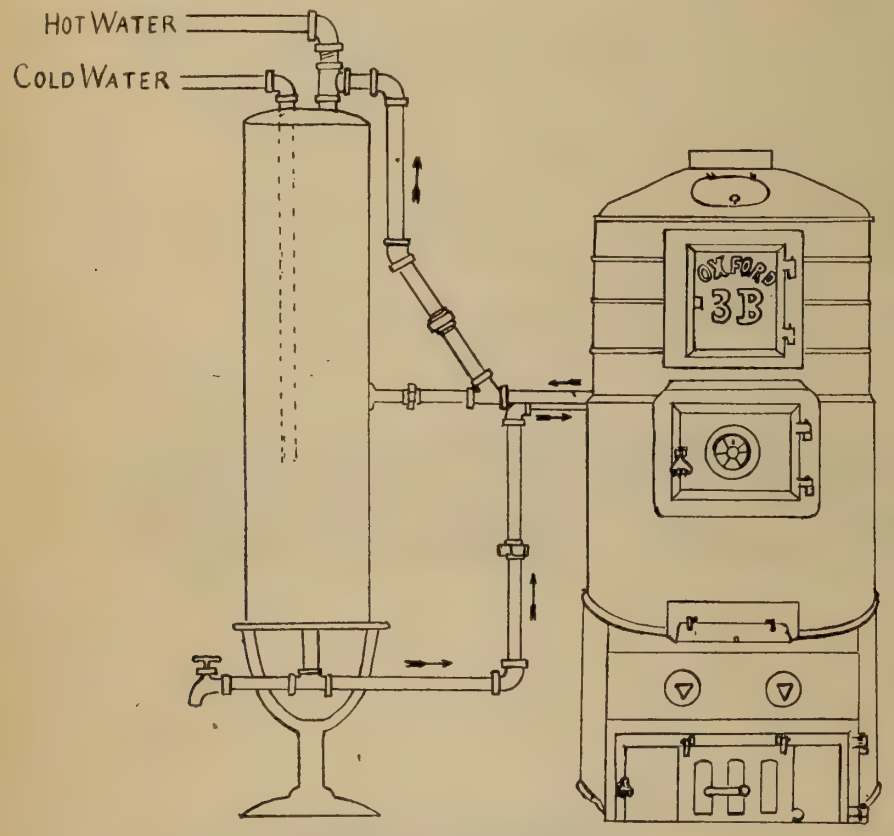
Answered by C. E. Oldacre, Toronto, Member of the American Society of Heating and Ventilating Engineers

An Ottawa correspondent sends the following interesting problem, illustrated by a sketch showing the trouble he met with:

"The feed from furnace has only 1-4 inch of rise to the boiler, and makes a terrible noise. I made a connection from feed to the hot water pipe, and it still makes the same noise. I took out the domestic heater and put in two one-inch pipes, with return bend with same result. All pipes are clear. Can you show me what to do?"

Mr. Oldacre's Answer.

The accompanying sketch shows the proper connections to be made from an auxilliary water heater for domestic hot water supply to the circulating boiler, and to the supply pipes for same.



Interesting Hot Water Heating Problem.

In the inquiry made there is certain data missing so that a direct answer can not be given or a direct explanation made of the cause of the trouble in this particular case. But if the directions herein given are followed out, it will lead to the rectifying as well as the location of the cause of this trouble in the instance cited. The data or information not mentioned by your correspondent is the size of the boiler (circulating) used, the sizes of the circulating pipes and the connections used, the size of tappings on the boiler, and the position of the auxiliary water heater in the hot water boiler.

Also, it is to be noted, that at what time these noises occur is not stated, as also the nature of these noises; whether or not they occur soon after starting a fire in the hot water boiler, or after the circulating boiler is thoroughly heated throughout, nor is it stated whether or not the water for the domestic supply gets very warm, nor whether there is a tendency of the water in the circulating pipes to reverse the direction of the circulation in the same.

With such information missing, it is not possible to directly point to the cause of the trouble complained of by your correspondent, as any or more of several things might cause trouble.

On making the connection to the auxilliary water heater, it is advisable to see that the flow connection (the circulating pipe which carries the water to the top or side of the circulating boiler) is taken from the outlet in the auxilliary heater that may be a trifle the highest, and that the auxilliary heater is not so tilted in the hot water boiler that the reverse is the case.

The Proper Connection.

The circulating pipes forming the connections between the auxiliary heater and the circulating boiler, should be of one inch galvanized iron, brass or copper pipe, and it should be observed no reductions are made at any point in the size of the pipe or fittings. It is important that the pipes are properly reamed after cutting the various lengths required to make connections, so that there may be no decrease in the bore of the pipe—this is essential in all pipe work where hot water is circulated, as it allows of a freer circulation.

Circulating boilers used in connection with the smaller sized hot water heaters should be not less than 50 gallons capacity, and those used in connection with the large sized heaters should have not less than 80 gallons capacity.

The connection that is to be preferred is the one leading to the top of the circulating boiler, having an immediate connection to the hot water supply pipe leading to its various outlets. When the flow circulating pipe is connected into the side of the "T" directly at the top of the circulating boiler, provision is so made for an easy outlet for any accumulation of air that might otherwise hinder the circulation and cause trouble.

No neccessity exists for making the flow connection to the side of circulating boiler, and it can be dispensed with as well as not, as the one leading to the top of the boiler will provide for the proper circulation of the water. The side connection to the circulating boiler by itself should not be used except where there can be some elevation or rise to the flow circulating pipe, which can generally be had by placing the boiler (circulating) on a high stand or one built of the proper height from iron pipes and fittings.

Before placing the auxiliary water heater in position in the hot water boiler, it should be seen that there is no stoppage in the auxilliary heater—that it is absolutely clear throughout the whole of its interior. Failure to observe this point may lead to trouble.

A good supply of hot water for domestic service can be depended on if the details cited are looked after and the directions given followed.

These domestic water heaters may also be successfully attached to horizontal circulating boilers as well as vertical ones as shown—the circulating boiler being securely suspended near the hot water boiler from the ceiling of the basement or cellar ceiling, or the hori ontal and vertical circulating boilers may be located on a floor above the hot water boiler.

LINDSAY PLUMBER BANQUETED.

James Boxall, of Boxall & Matthie, plumbers and steamfitters, Lindsay, who was banquetted in that town on December 4th, was recently elected Supreme President of the Order of the Sons of England. Mr. Boxall has been a persistent worker for the Order, and is equally esteemed by his brother members as well as by the plumbing trade throughout Ontario, to whom he is well known.

Charles Morrison of the James Morrison Brass Manufacturing Company, Toronto, has been sponding the holidays in Chicago.

ELECTRICAL AND LIGHTING

DECORATIVE LIGHTING OUTFITS.

The Canadian General Electric Company, Toronto, are supplying the trade with little folders describing their decorative lighting outfits. The outfit is simple, flexible, thoroughly constructed, perfectly safe, and forms a most serviceable device which should be in every electrically lighted home. It is a valuable household possession, always ready for the decoration of the dinner table, walls, columns, balustrades, chandeliers or Christmas tree, and for enhancing the natural beauty of flowers and foliage. Wherever electric light is available, the most dainty and beautiful decorative effects may be obtained by the use of miniature incandescent lamps. These tiny points of light, gleaming like many colored fairy lanterns, impart an added charm to decorations. Having no flame, they are safe and clean to handle. They are lighted by the touch of a button, and will burn as long as desired without attention.

The first cost is low, considering that the miniature lamps are included, and an outfit once purchased will last for years and can be used repeatedly with no additional expense.

THAWING WATER PIPES BY ELECTRICITY.

A considerable amount of information has already been printed on the subject of thawing frozen water pipes by means of electricity, says the Metal Worker. It was explained that ordinarily the most convenient methods were those which involved the use of alternating current, for the reason that by means of a transformer the pressure or voltage of the alternating current could readily be regulated to suit the conditions met with. By controlling the pressure it is possible to control the amount of current allowed to flow, and it is, of course, the current meeting with the resistance of the pipe line that produces the heating effect. Alternating current pipe thawing outfits of this general description, now manufactured by electric machinery manufacturing companies, as stated in these articles, are unavailable except where the local electric distributing system is an alternating one, and make it necessary, moreover, to have the apparatus relatively near the source of current in order to tap the electric lines conveniently.

On account of this limitation an interesting outfit is one that was developed in 1905 in Gloversville, N.Y. It consisted in brief of a thawing equipment mounted complete on a sleigh and including a gasoline engine and an alternating current generator. The equipment was built to thaw out a pipe as large as 16in. in diameter, but apparatus of smaller capacity and of lighter weight for thawing small house pipes could doubtless be built along the same lines. The gasoline engine was direct connected to the generator and the unit mounted on a steel frame of I-beams placed on the sleigh bobs. The generator had a rating of 15 kw., though it carried 22 kw. safely in the winter temperature out of doors for four or five hours. Its armature, which was of the stationary type, had its coils provided with terminals so that various series and multiple arrangements could be made, giving voltages of 110, 55, 27½ and 15 volts, and a rheostat or voltage regulator was employed to obtain intermediate voltages. The engine was a Westinghouse two-cylinder machine of 24 h.p. rating. Rubber covered braided cable was used to carry the current to the frozen pipe. With the machine it was possible to thaw a pipe in any part of the city and, as will be noted, it did not include any transformers.

ELECTRIC ROOM HEATING.

In the warming of room enclosures by electric heaters or connectors, as they are called, for average conditions 1 watt of electrical energy should be contributed per cubic foot, it is stated which is taken to mean 1 watt per cubic feet of space warmed. Such being the case, it will be interesting to note the relation between this figure and the corresponding figures for steam radiation. There are 746 watts in 1 hp. and 1 hp. is equivalent to 2,545 heat units per hour, so that 1 watt is equivalent to 3.4 heat units per hour. This, the author explained, was the amount of energy needed per cubic foot. For 100 cubic ft. of space there would then be given off 340 heat units per hour. As 1 square ft. of steam radiation is ordinarily credited with a capacity of 250 heat units the 340 heat units are equivalent to 1.36 square ft. of steam radiation. In other words, the use of 1 watt of electric heater capacity for 1 cubic ft. at the rate of 1.36 square ft. of steam radiation per 100 cubic ft. of space, or 1 square ft. of direct steam radiation to $100 \div 1.36 = 73.5$ cubic ft. In other words, where steam radiation supplied in the ratio of about 1 to 75 sufficies, electric heaters, it would seem, will give satisfaction when their combined capacity in watts is the same as the number of cubic feet warmed. —Metal Worker.

RETURN OF LIGHTNING ROD.

The return of the lightning rod is the subject of an article in the Electrical World. While statistics show that lightning rod production and installation have fallen off very materially in the last few decades there are evidences of a judicious revival of the lightning rod, particularly in rural districts. The large use of steel building and of brick and stone in cities has lessened the chief danger from lightning, which is fire. Statistics collected by a leading fire insurance company covering the past 10 years show a steady increase in losses from this cause, over 80 per cent. of the estimated loss by fire to farm and country property being traced to lightning. Fire insurance companies expect, therefore, to advance rates on farm property not protected against lightning. The suggestion is made in the article that instead of a single copper rod the bird cage construction should be used—that is, 8 or 10 galvanized wires let down to ground level from the roof, all tied together at the top and at the bottom by horizontal wires.

ELECTRICAL NEWS.

The Welland Electric Street Railway Company is applying for a charter at Welland, Ont.

The Woodstock Electric Light Company have been given the contract for electric lighting at Woodstock, N.B.

The Board of Trade of Raymond, Alta., have appointed a committee to look into the question of installing an electric light plant.

The Canadian General Electric Company are installing an electric plant at Dorchester, N.B., for street and commercial lighting.

The proposition to install a new electric light plant at Windsor, Ont., will likely be submitted to a vote of the ratepayers in January.

The new works of the Plymouth Cordage Company, Welland, will be operated by electricity, the Cataract Power Company, of Hamilton, having secured a contract to supply 1,200 h.p.

The ratepayers of Wolfville, N.S., are considering the acquisition of the electric plant for both street and commercial lighting. If acquired, an all-night service will probably be adopted.

The Canadian White Company made a proposition to take over the street railway franchise at Edmonton, Alta., but it did not receive favorable consideration, as the council have in view the operation of an electric street railway as a municipal enterprise.

The Bell Telephone Company have contracted for 83,000 poles for delivery next year for the extension of telephone lines in Canada. This represents 2,500 miles of construction. The rural telephone service of the province of Manitoba will be doubled in extent. There are some 2,000 farmers connected at present.

Welland, Ont., Town Council, have given the contract for street lighting to the Stark Electric System, Limited, of Toronto. The contract is for 40 arc lights of 2,000 c.p., and the price is $40 per light per year, all public buildings belonging to the corporation to be lighted free. The rate for private lighting is to be 8 cents per kilowatt, with 25 per cent. discount if paid by the 15th of each month.

PLUMBING MARKETS

MONTREAL.

Office of HARDWARE AND METAL,
232 McGill Street,
Montreal, December 28, 1906.

Notwithstanding the holidays, trade has kept up remarkably. The chance for annual stock taking has been precluded by the unusual amount of business.

Iron piping is expected to advance any day.

RANGE BOILERS—There is a good demand and the following prices are, well maintained: Iron clad, 30 gallon, $5; 40 gallon, $6.50 net list. Copper, 30 gallon, $25; 35 gallon, $29.50; 40 gallon, $32 net.

LEAD PIPE—Primary markets are still rising, and pipe is firmer. We still quote 5 per cent. discount f.o.b. Montreal, Toronto, St. John, N.B., Halifax: f.o.b., London, 15c per hundred lbs extra; f.o.b. Hamilton, 10c per hundred lbs. extra.

IRON PIPE FITTINGS—The usual trade is being done at unchanged prices. we quote: Discounts on nipples, 1-4 inch to 3 inch, 75 per cent., 3½ inch to 2 inch, 55 per cent.

IRON PIPE. — Supplies continue short and an advance is expected. We still continue to quote as follows: Standard pipe in lots of 100 feet, regular lengths, 1-4 inch, $5.50; 3-8 inch, $5.50; 1-2 inch, $8.50; 3-4 inch, 11.50; 1 inch, $16.50; 1 1-4 inches, $22.50; 1 1-2 inches, $27.00; 2 inches, $36.50, discounts on black pipe, 1-4 inch, 61 per cent.; 3-8 inch, 61 per cent.; 1-2 inch, 70 per cent.; 3-4 inch and upwards, 72 per cent.; Discounts on galvanized pipe:1-4 inch, 46 per cent.; 3-8 inch, 46 per cent.; 1-2 inch, 60 per cent. Extra heavy pipe of 100 feet lots are quoted as follows: 1-2 inch, $12; 3-4 inch, $15; 1 inch, $22; 1 1-4 inches, $30; 1 1-2 inches, $36; 2 inches, $50. The discount for black pipe is 70 per cent., and for galvanized 60 per cent.

SOIL PIPE AND FITTINGS—Our prices remain as follows: Standard soil pipe, 50 per cent. off list. Standard fittings, 50 and 10 per cent. off list; medium and extra heavy soil pipe, 60 per cent. off. Fittings, 60 per cent. off.

SOLDER—Quotations are unchanged. Our prices are: Bar solder, half-and-half, guaranteed, 25c; No. 2 wiping solder, 22c.

ENAMELWARE.—We still quote: Canadian bath tubs, plate E1, 5 ft., 1st quality, $20.65 special, $18.65; plate E11 and E21 5 ft., 1st quality, $19.50, special $17.15; plate E35, 5 ft., 1st quality, $24.65, special $22.40. American baths, rolled rim, 5 feet 2 1-2 inch rim, $22.25; 3 inch rim, $29.25. Lavatories, discounts, 1st quality, 30 to 30 and 5 per cent.; special, 30 and 10 to 40 per cent. Sinks, 18 x 30 inch, flat rim, 1st quality, $2.60, special, $2.45.

TORONTO.

Office of HARDWARE AND METAL,
10 Front Street East.
Toronto, December 28, 1906

With the exception of adavance of soil pipe predicted by us last week, there has been little of an important nature in the plumbing markets this week. The change in soil pipe has not been made at time of writing, but will be made before the new year, quotations on medium and extra heavy pipe and fittings up to 6 inches being advanced from 65 per cent. discount to 60 per cent. Light pipe is changed from 50 and 10 to 50 per cent., and light pipe fittings advanced from 60 per cent. to 50 per cent. and 10 per cent.

As predicted last week we look for an advance on hot water boilers to take effect the first of the year.

The holiday week has been rather quiet so far as business is concerned. The shortage in iron pipe continues, and there is still considerable demand for heating supplies. In plumbing goods, the jobbers are catching up with their back orders on closet tanks, the shortage having been caused by difficulty in securing copper for linings. The demand for plumbing supplies is, of course falling off owing to the winter season.

LEAD PIPE — The discount on lead pipe continues at 5 per cent. off the list price of 7c. per pound. Lead waste, 8c. per pound with 5 off. Caulking lead 6c. per pound. Traps and bends, 50 per cent. discount.

SOIL PIPE AND FITTINGS.—New lists will show advances as follows: Medium and extra heavy pipe and fittings, 60 per cent.; light pipe 50 per cent.; light fittings, 50 and 10 per cent.; 7 and 8 inch pipe, 40 and 5 per cent.

IRON PIPE—The scarcity is not being relieved and work is being delayed. One-inch black pipe is now being quoted at $4.80 and one-inch galvanized at $6.43. Full list in current market quotations.

IRON PIPE FITTINGS — New lists are as follows: Cast iron elbows, tees, crosses, etc., 62½ per cent.; cast iron plugs and bushings, 62½ per cent.; flange unions, 62½ per cent.; nipples, 70 and 10 per cent.; iron cocks, 55 and 5 per cent.; Canadian malleable, 30 per cent.; malleable unions, 55 and 5 per cent.; malleable bushings, 55 per cent.; cast iron ceiling plates, plain 65 per cent.; cast iron floor, 70 per cent.; hook plates, 60 per cent.; expansion plates, 65 per cent.; headers, 60 per cent, hangers, 65 per cent.; standard list.

GALVANIZED IRON RANGE BOILERS—We quote: 12 gallon capacity, standard, $4.50; extra heavy, $6.50; 18 gallon standard, $4.75; extra heavy, $6.75; 24 gallon, standard, $4.75; extra heavy, $6.75; 30 gallon, standard, $4.75; extra heavy, $7.50; 35 gallon, standard, $5.75; extra heavy, $8.50; 40 gallon, standard, $6.75; 40 gallon, extra heavy, $9.50; 52 gallon, $11; extra heavy, $14; 66 gallon, standard, $18; extra heavy, $20; 82 gallon, standard, $21; extra heavy, $24; 100 gallon, standard, $29; extra heavy, $34; 120 gallon, standard, $34; extra heavy, $40; 144 gallon, standard, $47; extra heavy, $55. Copper range boilers are now net list.

RADIATORS—Prices are very stiff at: Hot water, 47½ per cent.; steam, 50 per cent.; wall radiators, 45 per cent.; specials, 45 per cent. Hot water boilers are expected to advance after New Years.

SOLDER — Quotations remain firm as follows: Bar solder, half-and-half, guaranteed, 27c.; wiping, 23c.

ENAMELWARE—We quote as follows: Standard Ideal, Plate E1, 5 ft., first quality, $21.65; special $20.25: plate E11, 5 ft., first quality, $20.15, special, $19.75. Lavatories, first quality, 20 and 10 to 30 and 10 off; special, 30 and 5 to 30 and 10 per cent. discount Kitchen sinks, plate 300, firsts, 65 and 5 off, specials, 70 per cent. Urinals and range closets, 20 off. Fittings extra. Lower prices in quantities.

THE APPRENTICE GOT BUSY.

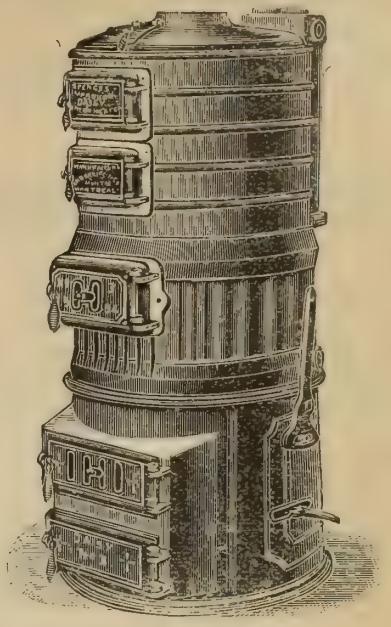
The industrious apprentice was recently viewed in a new light says The Metal Worker. Three men were at work on the roof of an old building within easy view from a certain office on the top floor just across the street. Two were full-fledged plumbers, one an apprentice, who was occasionally called on to drive a nail or two for his fellows. What he was doing the rest of the time was a mystery—for a while. The boy selected a piece of tin, long and narrow, and hammered at it for some time, finally getting it into rounded shape, like a small section of stove pipe. Then he soldered the edges at the side and laid it down while he helped drive another nail. In his next period of leisure he hunted up a piece of tin which he cut into a circle; this he placed on the end of the stove pipe affair and hammered away furiously. The soldering iron came into play again. By this time the plumbers were getting interested, and they got on either side of the apprentice as he punched two holes in the pipe and inserted a piece of wire. At this point the uncertainty as to the object in view ended, for the apprentice held out his hand, received a coin from one of the others, and climbed down the ladder. It was easy, after that; the three were very thirsty. Five minutes later they were taking turns satisfying their thirst.

The output of coal of the Nova Scotia Steel and Coal Company for the month of November amounted to 71,045 tons of coal, which is the highest on record.

The Strongest Argument

of our imitators is that their boiler is "almost" like the

"DAISY"

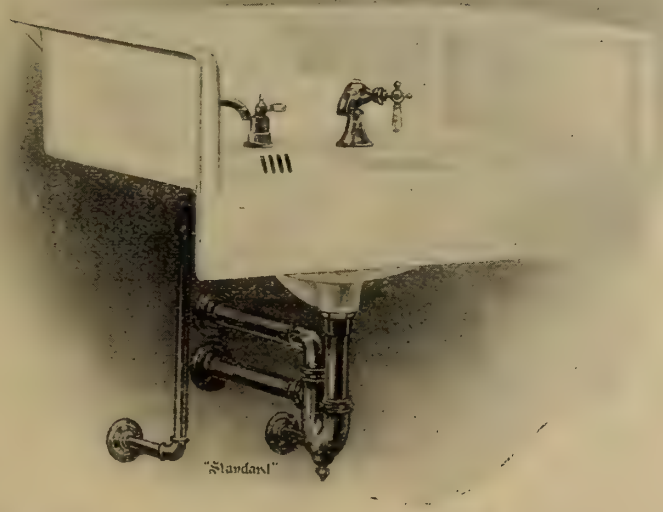


The Daisy Hot Water Boiler is the pioneer of hot water boiler construction; it is the leader which all others try to follow.

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Designed for use in alcoves, closets and wardrobes in offices, hotels and other public buildings.

"Standard" Fixtures in a Place by Themselves

Our extensive magazine advertising has taught the public to regard **"Standard"** Porcelain Enameling over Iron as a new and superior method in the manufacture of plumbing equipment. Therefore, in suggesting **"Standard"** Fixtures for residence or public building you are merely offering the owner what he already considers the best.

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THE NEW
"SOLID-ADJUSTABLE"
HAND STOCK AND DIES

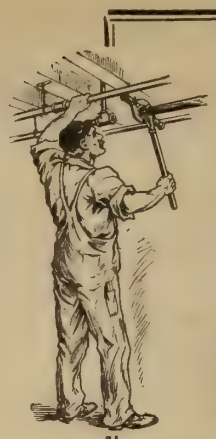


At prices that will warrant your inquiries.

I. E. SHANTZ & CO.

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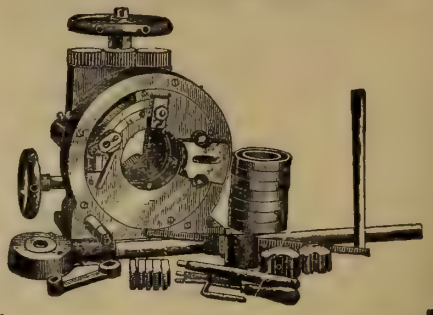


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by using Armstrong's Ratchet Attachment for threading pipes in cramped positions. Fits all Genuine Armstrong Stocks—is moderate in cost, compact, strong and thoroughly reliable—an invaluable tool for pipe-fitters. Write for catalog and prices.

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292 Knowlton St.,
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goes with every MERRELL PORTABLE HAND MACHINE, PIPE THREADING and CUTTING MACHINE. We build them that way.

For doing ALL kinds of threading—under ALL conditions—labor trouble and faulty material included—where speed, durability and ease of control count for something, our word to you is to investigate the MERRELL.

Whether it be stationary or portable—hand or power driven—30 DAYS FREE TRIAL must prove conclusively that your choice should be the MERRELL.

This Portable Hand Machine has encased gears, MERRELL standard quick opening and closing die-head, and the latest improved Cutting-off Knife.

Let us tell you more about this machine—The Chasers, Vise and the large range of work covered.

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Quick shipments.

THE CANADIAN FAIRBANKS CO.

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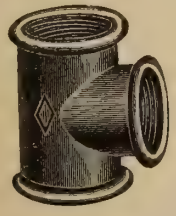
I sort of look after that dealer. I know he has entrusted his confidence to me, and I don't want him to regret he did so.

My looking after him means supplying the Heating Goods he asked for and in the time he mentioned.

I'LL DO THAT FOR YOU

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The Material is first-class.
The Threads are Perfect.
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Hence the reason

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HAND GROUND

HIGH GRADE
DON'T LEAK
WORK EASY
NONE BETTER

Guaranteed 5 Years

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For every one sent you defective.

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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



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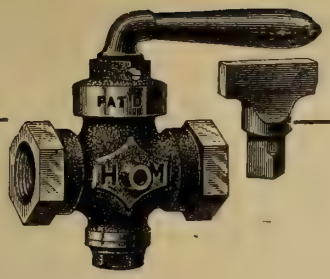
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SOIL PIPE, FITTINGS, and CAST IRON SINKS

Ask Jobbers for "F. F. CO." Brand



Mueller
"No. 49" Stop and Waste Cocks

These cocks have broad hexes that give the wrench a firm grip, and the pipe ends are reinforced next to the body so as to stand the strain of fitting in. Tested under 200 pounds hydraulic pressure.

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Our pumps will do anything that a pump can do, and we will be pleased to give the benefit of many years' experience to any one having pump troubles.

McDougall Pumps are Standard Pumps, and with us it is quality first, last and always, while we ask just as little money as we can get along with.

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The R. McDougall Co., Limited

GALT, - CANADA

Mechanical Draft

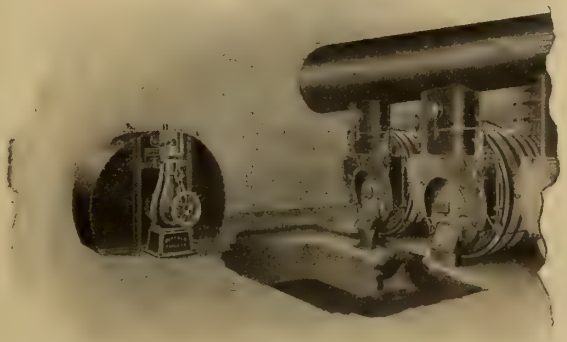
An application of fans for securing the highest efficiency of fuel and the greatest steaming capacity of boilers—Fiske.

THERE is nothing new or irrational about Mechanical Draft—It dates back from the first use of bellows, and is best appreciated in the latest and largest power plants.



Buffalo Electric "B" Volume Exhauster

MECHANICAL DRAFT means a positive control over your boilers. No dependence on weather conditions. No fixed limit to boiler capacity. Quick response to demands for steam.



A typical Buffalo Induced Draft Plant.



Left Hand Bottom Horizontal Discharge Fan with Cylinder below shaft engine.

MECHANICAL DRAFT means no tall, expensive chimneys. Perfect combustion of low-grade fuels. Realizes, in connection with fuel economizers, the highest possible boiler efficiency.

MECHANICAL DRAFT has long ceased to be an experiment, but is well defined and accepted engineering practice. The best results are only possible when installations are designed and executed by specialists in this service. Bring your draft problems to us.

CANADIAN BUFFALO FORGE CO., Limited
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Fairbanks Standard Scales

THE WORLD'S STANDARD FOR ALMOST A CENTURY

Fairbanks Cement Test ng Apparatus

The latest device for testing the tensile strength of cement



The Canadian Fairbanks Co., Limited

Montreal Toronto Winnipeg Vancouver

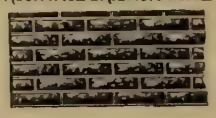


SAFE LOCK SHINGLE

SHINGLES

Our "Safe Lock" shingle has helped many a dealer to make and hold trade. It's construction appeals to anyone as being superior, and when put on a roof they give lasting satisfaction and makeneighbors want them.

ROCK FACE BRICK & STONE.



SIDINGS

There is nothing else so suitable as our steel sidings to dress up old buildings with and make them warm—They are also useful for a low priced building where attractive appearances are desired.

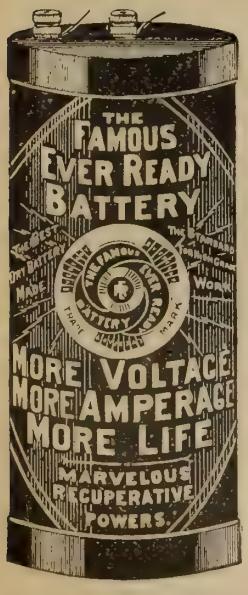


CEILINGS

When you sell and erect one of our classified designs you can always count on a well pleased customer—These designs do not get out of date same as patterns carrying out no idea. Give a customer a selection and he will invariably turn to our classified ceilings. They cannot get away from their richness.

The Metal Shingle & Siding Co., LIMITED

PRESTON, Ontario



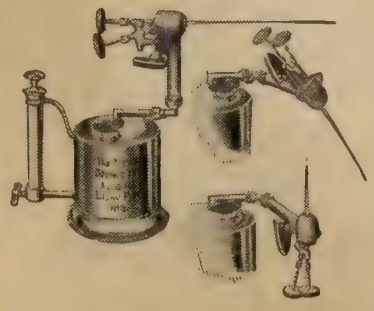
The Ever Ready Dry Battery

FOR AUTOMOBILE and GASOLINE ENGINE USE

Write for Prices

JOHN FORMAN

248 and 250 Craig St. W., MONTREAL, - Que.

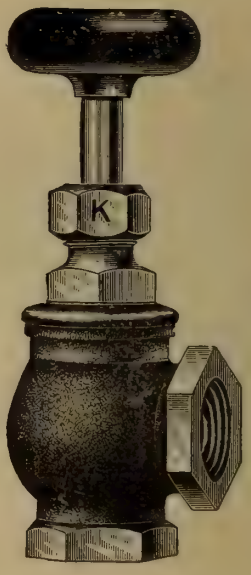


HOTTEST ON EARTH

The No. 8 Alcohol Blow Pipe produces nearly 3000 F. Will do lead burning on storage batteries. Produces a needle blue flame pointed. Satisfaction guaranteed or money refunded, Jobbers sell at factory price, **$9.75 net.**

THE TURNER BRASS WORKS

53 MICHIGAN STREET, CHICAGO, U.S.A.



Kerr's Standard and Jenkin Disc Radiator Valves

are perfectly constructed, and of beautiful design. Like all "Kerr" specialties, strictly high-grade

The KERR ENGINE CO., Limited

Manufacturers

WALKERVILLE - ONTARIO

Stocked by all leading jobbers throughout the country



Plain Engine Lubricator with or without Drain and Tube, extra heavy

PENBERTHY

We want to impress upon every dealer the advantages of selling Penberthy Injectors. They have been before the public so long and have given such splendid satisfaction, that it simply means "wrapping it up" for your customer—and a good substantial profit on your investment. Nothing to charge to time lost talking something just as good.

MANUFACTURED BY

PENBERTHY INJECTOR CO. LIMITED

WINDSOR, ONT.

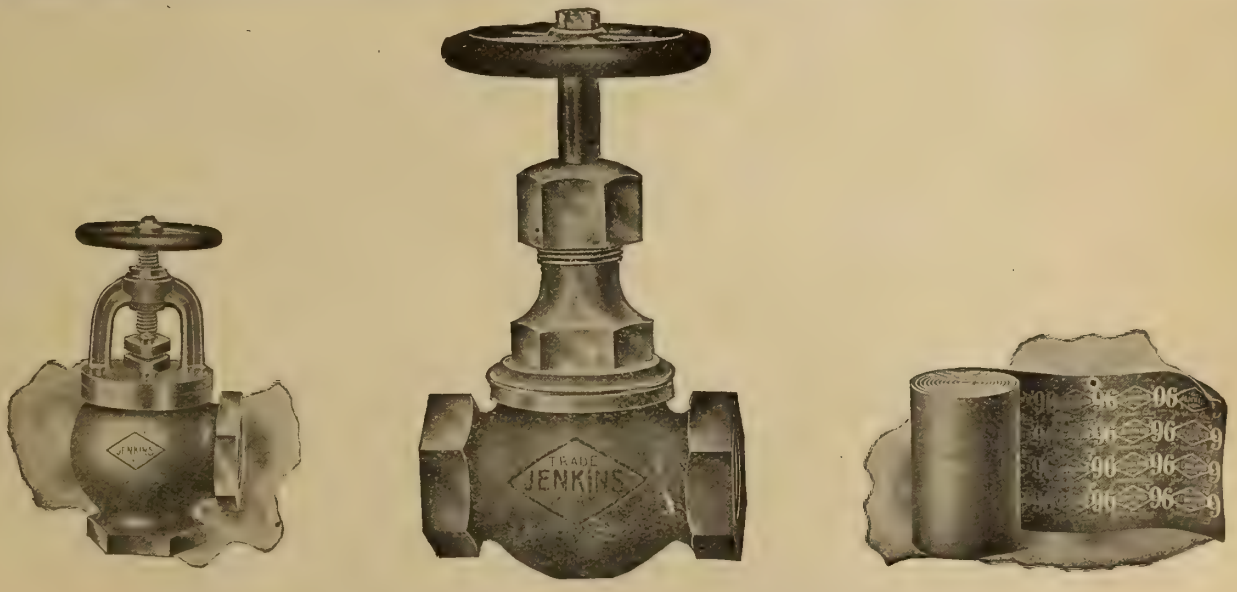
Hardware dealers should specify our goods in order to get the best



Plain Steam Whistles with heavy valve

AUTOMOBILE BRASSES

GAS ENGINE BRASSES



Catalogue and discount sheet sent on application.

JENKINS BROS.

35 High Street, Boston, Mass.

New York Philadelphia Chicago London, E. C.

QUIT TAKING CHANCES You can't carry on any kind of business campaign to a successful issue—unless you are certain about your base of supplies. When you place an order with us you take out an insurance policy guaranteeing success. Quality—trade-building quality is stamped through and through our

READY ROOFING, TARRED FELTS, SHEATHING, WRAPPING AND BUILDING PAPERS

These are our brands

"BLACK DIAMOND" TARRED FELT

AND

"JOLIETTE" and "CYCLONE" SHEATHING

QUALITY and PRICE always right

ALEX. McARTHUR & CO., Limited, MONTREAL

82 McGILL STREET

F. J. C. COX, Winnipeg, Sole Agent for Northwest Provinces.

CURRENT MARKET QUOTATIONS.

Dec. 28, 1906.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate.

METALS.

ANTIMONY.

Hallett's.....per lb..	0 27½ 0 28

BOILER AND T.K. PITTS.

Plain tinned..... } 35 per cent. off list.
Spun..... }

BABBIT METAL.

Canada Metal Company—Imperial, genuine, 60c.; Imperial Tough, 60c.; White Brass, 50c.; Metallic, 35c.; Harris Heavy Pressure, 25c.; Hercules, 25c; White Bronze, 15c.; Star Frictionless, 14c.; Alluminoid, 10c.; No. 4, 9c. per lb.

James Robertson Company — Extra Monarch, 45c.; No. 1 Monarch 30c; "King" Anti-friction, 20c.; Fleur-de-lis Anti-friction, 15c; No. 1 Thurber, 12c; Philadelphia, 10c.; Canadian, 7c.; Hardware babbit No. 1, 10c; Hardware babbit No. 2, 8c; Hardware babbit No. 3, 6½c. Discount on Hardware No. 1, 2 3, 15 per cent. All others net list.

BRASS.

Rod and Sheet, 14 to 30 gauge, net list.	
Sheets, 12 to 14 in.	0 27
Tubing, base, per lb ½ to 2 in.	0 33

COPPER.

	Ingot.	Per 100 lb.
Casting, car lots.....	25 50	26 00
Bars.		
Cut lengths, round, ½ to 2 in.		32 00
Sheet.		
Plain, 16 oz,, 14x48 and 14x60		30 00
Plain, 14 oz.....	....	31 00
Tinned copper sheet, base	....	33 00
Planished base.....	....	37 00
Braziers' (in sheets). 4x6 ft., 25 to 30 lb. each, per lb., base..	....	0 30

BLACK SHEETS.

	Montreal.	Toronto
8 to 10 gauge	2 60	2 60
12 gauge.....	2 60	2 65
14 "	2 60	2 60
17 "	2 40	2 50
18 "	2 40	2 55
20 "	2 40	2 55
22 "	2 40	2 70
24 "	2 45	2 75
26 "	2 55	2 85
28 "	2 60	3 00

CANADA PLATES.

Ordinary, 52 sheets	3 00
All bright "	4 00
Galvanized Canada Plates, 52 sheets	4 35
" " " 60 "	4 60

	Ordinary.	Dom. Crown.
18x24x52.....	4 25	4 35
" 60.....	4 50	4 60
20x28x80.....	8 50	8 70
" 94.....	9 00	9 20

GALVANIZED SHEETS.

	Fleur-de-Lis.	Gordon Crown.
16 to 20 gauge	3 60	3 95
22 to 24 gauge	3 95	4 00
26 " ..	4 30	4 20
28 " ..	4 45	4 50

Apollo.	
10½ oz. (American gauge).....	4 60
28 gauge..... "	4 40
26 " ..... "	4 00
24 " ..... "	3 80

	Comet.	Queen's Head.	Bell.
16 to 20 gauge	3 60	3 75	....
22 to 24 gauge	3 75	3 90	....
26 "	4 30	4 45	....
28 "	4 45	4 60	4 45

Less than case lots 10 to 25c. extra.

IRON AND STEEL.

	Montreal.	Toronto.
Common bar, per 100 lb.....	2 15	2 25
Forged iron "	2 40	....
Refined "	2 55	2 70
Horseshoe iron "	2 55	2 70
Hoop steel, 1½ to 3 in. base...	....	2 80
Sleigh shoe steel "	2 25	2 30
Tire steel	2 40	2 50
Best sheet cast steel..... ...		0 12
B. K. Morton "Alpha" high speed.		0 65
" annealed		0 70
"M" Self-hardening.....		0 50
"J quality, best warranted		0 18
"I" " warranted.....		0 14
"B.C" quality		0 09
Jonas & Colver's tool steel....	0 10	0 20
" "Novo"..... . ..		0 65
" " annealed		0 65
Jowett & Sons B.P.L. tool steel....		0 10½

INGOT TIN.

Lamb and Flag and Straits—	
56 and 28-lb. ingots, 100 lb.	$46 50 $47 00

TINPLATES.

Charcoal Plates—Bright	Per box.
M.L.S., equal to Bradley—	
I C,14 x 20 base	$6 50
IX, 14 x 20 "	8 00
IXX, 14 x 20 base	9 50
Famous, equal to Bradley—	
I C, 14 x 20 base.....	6 50
I X, 14 x 20 "	8 00
I X X, 14 x 20 base.....	9 50
Raven and Vulture Grades—	
I C, 14 x 20 base	5 00
I X "	6 00
I X X "	7 00
I X X X "	8 00
Dominion Crown Best"—Double Coated, Tissued.	Per box.
I C, 14 x 20 base.....	5 75
I X, 14 x 20 "	6 75
IXX, 14 x 20 "	7 75
Allaway's Best"—Standard Quality.	
I C, 14 x 20 base.....	4 50
I X, 14 x 20 "	5 25
I XX, 14 x 20 "	6 00
Bright Cokes.	
Bessemer Steel—	
I.C., 14 x 20 base	4 25
20x28, double box	8 50
Charcoal Plates—Terne	
Dean or J. G. Grade—	
I.C., 20x28, 112 sheets	8 00
IX., Terne Tin	9 50
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X X, 14x56, 50 sheet bxs. }	
" 14x60, " }	7 50
" 14x65, " }	
Tinned Sheets.	
72x30 up to 24 gauge.....	8 50
" " 26 "	9 00

LEAD.

Imported Pig, per 100 lb.....	5 40 5 50
Bar, ...	5 75 6 00
Sheets, 2½ lb. sq. ft., by roll ..	.... 0 06½
Sheets, 3 to 6 lb. "	.... 0 06

NOTE.—Cut sheets ½c. per lb., extra. Pipe, by the roll, usual weights per yard, lists at 7c. per lb. and 5 p.c. dis. f.o.b. Toronto.

NOTE.—Cut lengths, net price, waste pipe 8-ft lengths, lists at 8c.

SHEET ZINC.

5-cwt. casks	8 00 8 25
Part casks.....	8 25 8 50

ZINC SPELTER.

Foreign, per 100 lb	7 25 7 50
Domestic	7 00 7 25

PLUMBING AND HEATING

BRASS GOODS, VALVES, ETC.

Standard Compression work, dis. half inch 60 per cent., others 50 per cent.
Cushion work, discount 40 per cent.
Fuller work, ½-inch 70 per cent., others 60 p.c.
Flatway stop and stop and waste cocks, 60 per cent.; roundway, 50 per cent.
J.M.T. Globe, Angle and Check Valves, discount 50 per cent.
Standard Globe, Angle and Check Valves discount 52½ per cent.
Kerr standard globes angles and checks, special, 42½ per cent.; standard, 47½ p.c.
Kerr Jenkins' disc, copper-alloy disc and heavy standard valves, 45 per cent.
Kerr steam radiator valves, 60 p.c., and quick-opening hot-water radiator valves, 60 p.c.
Kerr brass, Weber's straightway valves, 42½ per cent.; straightway valves, I.B.B.M., 60 per cent.
J. M. T. Radiator Valves discount 50 per cent.
Standard Radiator Valves, 60 per cent.
Patent Quick-Opening Valves, 65 per cent.
Jenkins' Bros. Globe Angle and Check Valves discount 32½ per cent.

No. 1 compression bath cock.....net	2 00
No. 4 " ..... "	1 90
No 7 Fuller's .... "	2 25
No. 4½, ... "	2 35
Patent Compression Cushion, basin cock, hot and cold, per dcz., $16.20	
Patent Compression Cushion, bath cock, No. 2208	2 25
Square head brass cocks, discount 50 per cent.	
" " iron " " 60 "	
Thompson Smoke-test Machine	$25.00

BOILERS—COPPER RANGE.

Copper, 30 gallon.....	25 00
" 35 "	29 00
" 40 "	33 00
Net list.	

BOILERS—GALVANIZED IRON RANGE.

Capacity.	Standard.	Extra heavy
30-gallons....	4.75	7.50
35 "	5.75	8.50
40 "	6.75	9.50

2 per cent, 30 days.

BATH TUBS.

Steel clad copper lined, 15 per cent.

CAST IRON SINKS.

16x24, $1; 18x30, $1; 18x36, $1.30.

ENAMELED CLOSETS AND URINALS

Discount 20 p.c.

ENAMELED BATHS.

Standard Ideal Enameled.					
Plate E I, Fittings extra			1st quality		Special
4 and 4½ ft. 3 in. rolled rim..			$21 65		20 25
5 feet	"	..	22 65		21 25
5½ "	"	..	24 15		22 75
6 "		..	26 90		25 50
Plate E II					
5 feet	2½ in. "	..	21 15		19 75
5½ "	2½ " "	..	22 65		21 25

Closer prices and discounts in quantiti es.

ENAMELED LAVATORIES.

	1st quality.	Special.
Plate E 100 to E 103	..20 & 10 p.c.	30 & 5 p.c.
" E 104 to E 132	.....30 & 10 p.c.	40 p.c.

ENAMELED SINKS.

	1st quality.	Special.
Plate E 201, one piece....	20 p.c.	20 &10 p.c.
Plate E, flat iron 300.65 & 5 p.c.		70 p.c.

LEAD PIPE

Lead Pipe, 7c. per pound, 5 per cent. off.
Lead waste, 8c. per pound, 5 per cent. off.
Caulking lead, 6c. per pound.
Traps and bends, 50 and 10 per cent.

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
⅛ inch.....	2 20	⅛ inch.....	3 02
¼ "	2 20	¼ "	3 02
⅜ "	2 63	⅜ "	3 48
½ "	3 33	½ "	4 47
1 "	4 80	1 "	6 43
1¼ "	6 52	1¼ "	8 77
1½ "	7 83	1½ "	10 53
2 "	10 41	2 "	14 04
2½ "	20 59	2½ "	30 36
3 "	27 06	3 "	39 94
3½ "	34 32	3½ "	50 50
4 "	38 63	4 "	57 42

2 per cent. 30 days.

Malleable Fittings—Canadian discount 30 per cent.; American discount 25 per cent.
Cast Iron Fittings 62½; Standard bushings 62½ per cent.; headers. 60; flanged unions 62½, malleable bushings 55; nipples, up to 2 in., 70 and 10 per cent.; up to 6 in., 65 per cent.; malleable lipped unions, 55 a .d 5 per cent.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe and fittings, up to 6 inch, discount 60 per cent.
7 and 8-in. pipe, discount 40 and 5 per cent.
Light pipe, 50 p.c.; fittings, 50 and 10 p.c.

OAKUM.

Plumbers ....per 100 lb.....	4 00 4 75

RADIATORS, ETC.

Hot water	47½ p.c.
Steam	50 p.c.
Wall Radiators and Specials	45 p.c.

STOVES, BOILERS, FURNACES, REGISTERS.

Discounts vary from 40 to 70 per cent. according to list.

STOCKS AND DIES.

American discount 25 per cent.

SOLDERING IRONS.

½-lb. ..... per lb.	0 37
1-lb. or over ..... "	0 34

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 25	0 27
Wiping.....	0 22	0 23

PAINTS, OILS AND GLASS.

COLORS IN OIL.

Vene ian red, 1-lb. tins, pure.	....	0 09
Chrome yellow "	....	0 15
Golden ochre "	....	0 08
French "	....	0 08
Marine black "	....	0 04½
Chrome green "	....	0 10
French permanent green"	....	0 13
Signwriters' black "	....	0 15

GLAZIER POINTS.

Discount, 5 per cent.

GLUE.

Domestic sheet	0 10	0 10½
French medal..	0 12	0 14

PARIS GREEN.

	Bergers	Canadian
600-lb. casks	0 23½	0 23½
250 lb. drums.....	0 23½	0 23½
100-lb. "	0 24	0 24
50-lb. "	0 24	0 24
25-lb. "	0 24½	0 24½
1-lb. pkgs, 100 in box	0 25	0 25
1-lb. " 50 "		0 25½
1-lb. tins, 10) "	0 26	0 26
½-lb. pkgs.....	0 27	0 27

2 p. c. 30 days from date of shipment.

Clauss Brand Tinner Snips

Fully Warranted

Steel Faced on solid steel. Japan Handles, Highly Finished Blades.



Write for Trade Discounts.

The Clauss Shear Co., - Toronto, Ont.

PREPARED PAINTS.

Pure, per gallon, in tins	....	1 20
Second qualities, per gallon	....	1 00
Barn (in bbls.)	0 60	0 90
Sherwin-Williams paints, ¼ gal.	....	1 50
" " ½ gal.	....	1 45
" " gal.	....	1 40
Canada Paint Co.'s pure	....	1 30
Standard Co.'s "New Era"	....	1 30
Benj. Moore Co.'s "Ark" B'd	....	1 25
" British Navy deck	....	1 50
Brandram-Henderson "Anchor"	....	1 35
Ramsay's paints, Pure, per gal.	....	1 20
" Thistle, "	....	1 00
" Outside, bbls	0 55	0 65
Martin-Senour's 100 p.c. pure, ¼ gal.	....	1 45
" " " " ½ gal.	....	1 40
" " " " 1 gal.	....	1 35
Jamieson's "Crown and Anchor"	....	1 20
Jamieson's floor enamel	....	1 50
" barn paints, bbls. per gal.	....	0 60
Senour's Floor Paints, gal.	....	1 20
Sanderson Pearcy's, pure	....	1 20
Robertson's pure paints	....	1 20

PUTTY.

Bulk in bbls	1 50
Bulk in less quantity	1 80
Bladders in bbls	1 80
Bladders in kegs, boxes or loose	1 95
25-lb. tins	1 80
12½ lb. tins	2 05
Bladders in bulk or tins less than 100 lb.	1 85
Bulk in 100-lb. irons	1 80

DRY LEAD.

	white	red
Genuine, 560 lb. casks, per cwt	6 75	6 00
Genuine, 100 lb. kegs, "	7 50	6 25
No. 1, 560 lb. casks, per cwt	....	5 75
No. 1, 100 lb. kegs, per cwt	....	6 00

SHELLAC.

Shellac, bleached, in bars or ground, 46c. per lb., f.o.b. Eastern Canadian points.
Shellac, bone dry, 57c. per lb., f.o.b., Eastern Canadian Points; 63c., Toronto.
Shellac, T N. orange, etc., 48. Let, Toronto.

WHITE LEAD GROUND IN OIL.

	Per 100 lbs.	
Pure	7 25	7 50
No. 1	6 90	7 15
No. 2	6 55	6 90
No. 3	6 30	6 55

Above prices are f.o.b. Montreal.

Munro's Select Flake White	....	7 50
Elephant and Decorators' Pure	....	7 25
Monarch	....	7 40
Standard Decorator's	....	7 15
Essex Genuine	....	6 80
Brandram's B. B. Genuine	....	8 25
"Anchor," pure	....	6 50
Ramsay's Pure Lead	....	6 40
Ramsay's Exterior	....	6 15
"Crown and Anchor," pure	....	6 50
Sanderson Pearcy's	....	7 40
Robertson's C.P., lead	....	7 20

WINDOW GLASS.

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50
101 to 105	....	24 00
106 to 110	....	27 50

Discount off list, 20 per cent. For broken boxes 40 off. All prices per 100 feet.

ZINC—DRY WHITE.

Extra Red Seal	0 07	0 08
French V. M.	0 06	0 25
Lehigh	0 05	0 06

ZINC—GROUND WHITE.

Pure	0 08½	0 09½
No. 1	0 07	0 08
No. 2	0 05¾	0 06¾

VARNISHES.

In 5-gal. lots.	Per gal.	Net.
Carriage, No. 1	1 50	1 60
Pale durable body	4 10	4 25
" rubbing	2 85	3 20
Gold size, japan	1 50	1 60
No. 1 brown japan	0 85	0 90
Elastic oak	....	1 50
Furniture, extra	1 10	1 25
" No. 1	0 90	1 00
Hard oil finish	1 35	1 50
Light oil finish	1 60	1 70
Damar	1 75	2 00
Brown japan	1 10	1 20
Black japan	1 10	1 20
" No. 1	0 85	0 90
Elastilite varnish, 1 gal. can, each		2 00
Granitine floor nish, per gal		2 75
Maple Leaf coach enamels; size 1, size 2, 70c.; size 3, 40c. each.		1.20
Sherwin-Williams' kopal varnish, gal.,		2.50
Canada Paint Co's sun varnish		2 00
"Kyanize" Interior Finish		2 40
"Flint-Lac," coach		1 80
"Gold Medal," per gal., in cases		2 00
Jamieson's Copaline, per gal.		2 00
Sanderson Pearcy's amberine		2 50

BUILDERS' HARDWARE.

BELLS.

Brass hand bells, 60 per cent.
Nickel, 55 per cent.
Gongs, Sargeant's door bells 5 50 8 00
Peterboro' door bells, discount 50 and 10 per cent. off new list.
American, house bells, per lb. 0 35 0 40

BUILDING PAPER, ETC.

Tarred Felt, per 100 lb.		2 00
Ready roofing, 2-ply, not under 45 lb. per roll		0 95
Ready roofing, 3-ply, not under 65 lb., per roll		1 20
Carpet Felt	per ton	55 00
Heavy Straw Sheathing	per ton	35 00
Dry Surprise		0 37½
Dry Sheathing, per roll, 400 sq. ft.		0 35
Tar " 400 "		0 45
Dry Fibre " 400 "		0 55
Tarred Fibre " 400 "		0 65
O. K. & I. X. L. " 400 "		0 70
Resin-sized " 400 "		0 45
Oiled Sheathing " 600 "		1 00
Oiled " " 400 "		0 70
Root Coating, in barrels, per gal.		0 17
Roof " small packages "		0 25
Refined Tar, per barrel		5 00
Coal Tar "		4 00
Coal Tar, less than barrels, per gal.		0 15
Roofing Pitch, per 100 lb.	0 80	0 90
Slater's felt, per roll		0 70
Heavy Straw Sheathing f. o. b. St. John and Halifax		37 50

BUTTS.

Wrought Brass, net revised list
Wrought Iron, 70 and 5 per cent.
Cast Iron Loose Pin, discount 60 per cent.
Wrought Steel Fast Joint and Loose Pin, 70 and 5 per cent.

CEMENT AND FIREBRICK.

"Lafarge" cement in wood	3 40
"Lehigh" cement, in wood	2 54
"Lehigh" cement, cotton sacks	2 39
"Lehigh" cement, paper sacks	2 31
Fire brick (Scotch) per 1,000	15 00 24 00
Fire clay (Scotch), net ton	4 95

Paving Blocks per 1,000.

Blue metallic, 9"x4½"x3", ex wharf	35 00
Stable pavers, 12"x6"x2", ex wharf	50 00
Stable pavers, 9"x4½"x3", ex wharf	36 00

DOOR SETS.

Peterboro, 45 and 10 per cent.

DOOR SPRINGS.

Torrey's Rod, per doz.	....	1 75
Coil, 9 to 11 in. "	0 95	1 65
English "	2 00	4 00

Chicago and Reliance Coil Door Springs, 25 per cent.

STORE DOOR HANDLES

Per Dozen 1 00 1 50

ESCUTCHEONS.

Discount 50 and 10 per cent., new list Peterboro, 45 and 10 per cent.

ESCUTCHEON PINS.

Iron, discount 40 per cent.
Brass, 45 per cent.

HINGES.

Blind, discount 60 per cent.

Heavy T and strap, 4-in., per lb. net		0 06
" " 5-in., "		0 05¾
" " 6-in., "		0 05½
" " 8-in., "		0 05¾
" " 10-in. and larger		0 05
Light T and strap, discount 65, 10 and 2½ p.c.		
Screw hook and hinge—		
under 12 in. per 100 lb.	....	4 75
over 12 in. "	....	3 75
Spring, No. 20, per gro. pairs	....	10 80

Spring, Woodyatt pattern, per gro., No. 5, $17.50 No. 10, $18; No. 20, $10.80; No. 12 $20; No. 51, $10; No. 50, $27.50.

SPRING HINGES.

Chicago Spring Butts and Blanks 12½ per cent.
Triple End Spring Butts, 40 and 5 per cent.
Chicago Floor Hinges, 40 and 5 off.
Garden City Fire Engine House Hinges, 12½ per cent.

HOOKS.

Cast Iron.

Bird cage, per doz.	0 50	1 10
Clothes line, No. 61 "	0 00	0 70
Harness "	0 60	12 00
Hat and coat per gro.	1 10	10 00
Chandelier per doz.	0 50	1 00
Wrought hooks and staples—		
¼ x 5 per gross	....	2 65
5-16 x 5 "	....	3 30

Bright steel gate hooks and staples, 40 per cent. discount.
Hat and coat wire, discount 62½ per cent.
Screw, bright wire, discount 62½ per cent.

KNOBS.

Door, japanned and N.P., doz	1 50	2 50
Bronze, Berlin per doz.	2 75	3 25
Bronze, Genuine "	6 00	9 00
Shutter, porcelain, F. & L. screw per gross	1 30	2 00
White door knobs per doz.	....	2 00

Peterboro knobs, 45 and 10 per cent.
" porcelain, mineral and jet knobs, net list.

KEYS.

Lock, Canadian dis. 40 to 40 and 10 per cent
Cabinet trunk and padlock
American per gross 0 60

LOCKS.

Peterborough, 45 and 10 per cent.
Russell & Erwin, steel rim $2.50 per doz
Eagle cabinet locks, discount 30 per cent
American padlocks, all steel, 10 to 15 per cent.; all brass or bronze, 10 to 25 per cent.

SAND AND EMERY PAPER.

B. & A. sand, discount, 35 per cent
Emery, discount 35 per cent.
Garnet (Rurton's) 5 to 10 per cent. advance on list.

SASH WEIGHTS.

Sectional per 100 lb.	2 00	2 25
Solid "	1 50	1 75

SASH CORD.

Per lb. 0 31

BLIND AND BED STAPLES.

All sizes, per lb. 0 07½ 0 12

WROUGHT STAPLES.

Galvanized	....	2 75
Plain	....	2 50

Coopers', discount 45 per cent.
Poultry netting staples, discount 40 per cent.
Bright spear point, 75 per cent. discount.

TOOLS AND HANDLES.

ADZES.

Discount 22½ per cent.

AUGERS.

Gilmour's, discount 60 per cent. off list.

AXES.

Single bit, per doz.	5 50	8 50
Double bit, "	10 00	11 00
Bench Axes, 40 per cent.		
Broad Axes, 25 per cent.		
Hunters' Axes	5 50	6 00
Boys' Axes	6 25	7 00
Splitting Axes	7 00	12 00
Handled Axes	7 00	9 00
Red Ridge, boys', handled	....	5 75
" hunters	....	5 25

BITS.

Irwin's auger, discount 47½ per cent.
Gilmour's auger, discount 60 per cent.
Rockford auger, discount 50 and 10 per cent.
Jennings' Gen. auger, net list.
Gilmour's car, 47½ per cent.
Clark's expansive, 40 per cent.

Clark's gimlet, per doz	0 65	0 90
Diamond, Shell, per doz.	1 00	1 50
Nail and Spike, per gross	2 25	5 20

BUTCHERS CLEAVERS

German per doz.	6 00	9 00
American "	12 00	18 00

CHALK.

Carpenters' Colored, per gross	0 45	0 75
White lump per cwt.	0 60	0 65

CHISELS.

Warnock's, discount 72½ per cent.
P. S. & W. Extra, discount 72½ per cent

CROSSCUT SAW HANDLES.

S. & D., No. 3 per pair		0 15
S. & D., " 5 "		0 22½
S. & D., " 6 "		0 15
Boynton pattern		0 20

CROWBARS.

3½c. to 4c. per lb.

DRAW KNIVES.

Coach and Wagon, discount 75 per cent.
Carpenters' discount 75 per cent

DRILLS.

Millar's Falls, hand and breast. net list
North Bros., each set, 50c.

DRILL BITS.

Morse, discount 37½ to 40 per cent.
Standard, discount 50 and 5 to 55 per cent.

FILES AND RASPS.

Great Western	75 per cent.
Arcade	75 "
Kearney & Foot	75 "
Disston's	75 "
American	75 "
J. Barton Smith	75 "
McClellan	75 "
Eagle	75 "
Nichol son	66⅔ "
Globe	75 "

Black Diamond, 60, 10 and 5 p.c.
Jowitt's, English list, 27½ per cent.

GAUGES.

Stanley's discount 50 to 60 per cent.

Wire Gauges.

Winn's, Nos. 26 to 33 each 1 65 2 40

HANDLES.

C. & B., fork, 40 per cent., revised list.
C. & B., hoe, 40 per cent., revised list.

American, saw per doz	....	0 25
American, plane per gross	3 15	3 75

Canadian, hammer and hatchet 40 per cent.
Axe and cant hook handles, 45 per cent.

HAMMERS.

Maydole's, discount 5 to 10 per cent.

Canadian, discount 25 to 27½ per cent.		
Magnetic tack per doz.	1 10	1 20
Canadian sledge per lb.	0 07	0 08½
Canadian ball pean, per lb.	0 22	0 25

HATCHETS.

Canadian, discount 40 to 42½ per cent.

Shingle, Red Ridge 1, per doz.		4 40
" " 2, "		4 85
Barrel Underhill		5 00

MALLETS.

Tinsmiths' per doz.	1 25	1 50
Carpenters', hickory, "	1 25	3 75
Lignum Vitae "	3 85	5 00
Caulking, each	0 60	2 00

MATTOCKS.

Canadian per doz. 5 50 6 00

EVAPORATION REDUCED TO A MINIMUM

is one of the reasons why PATERSON'S WIRE EDGED READY ROOFING will last longer than any other kind made.

Mr. C. R. Decker, Chesterfield, Ont., used our 3 Ply Wire Edged Ready Roofing fourteen years ago, and he says it is apparently just as good as when first put on.

We have hundreds of other customers whose experience has been similar to Mr. Decker's.

THE PATERSON MFG. CO., Limited, Toronto and Montreal

MEAT CUTTERS.

German, 15 per cent.
American discount, 33⅓ per cent.
Gem .....each 1 15

NAIL PULLERS.

German and American	0 85	2 50
No. 1.....	0 85	
No 1573.....	0 75	

NAIL SETS.

Square, round and octagon, per gross	3 38
Diamond	1 00

PICKS.

Per dozen	6 00	9 00

PLANES.

Wood bench, Canadian discount 40 per cent.
American discount 50 per cent.
Wood, fancy Canadian or American 37½ to 40 per cent.
Stanley planes, $1.55 to $3 60, net list prices.

PLANE IRONS.

English ....per doz.	2 00	5 00

Stanley, 2⅜ inch, single 24c., double 39c.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.
Button's imitation....per doz. 5 00 9 00

PUNCHES.

Saddler's .....per doz.	1 00	1 85
Conductor's..... "	3 00	15 00
Tinners', solid.....per set	....	0 72
" hollow.....per inch	....	1 00

RIVET SETS.

Canadian, discount 35 to 37½ per cent.

RULES.

Boxwood, discount 70 per cent.
Ivory, discount 20 to 25 per cent.

SAWS.

Atkins, hand and crosscut, 25 per cent.
Disston's Hand, discount 12½ per cent
Disston's Crosscut ....per foot 0 35 0 55
Hack, complete.....each 0 75 2 75
" frame only.....each 0 50 1 25

S. & D. solid tooth circular shingle, concave and band, 50 per cent; mill and ice, drag, 30 per cent.; cross-cut, 35 per cent.; hand saws, butcher, 40 per cent.; buck, New Century, $6.25; buck, No. 1 Maple Leaf, $5.25; buck, Happy Medium, $4.25; buck, Watch Spring, $4.25; buck, common frame, $4.00.

Spear & Jackson's saws—Hand or rip, 26 in., $12.75; 28 in., $14.25; panel, 18 in., $8.25; 20 in., $9; tenon, 10 in., $9.90; 12 in., $10.90; 14 in., $11.50.

SAW SETS.

Lincoln and Whiting	4 75
Hand Sets, Perfect.....	4 00
X-Cut Sets. "	7 50

Maple Leaf and Premiums saw sets, 40 off.
S. & D. saw swages, 40 off.

SCREW DRIVERS.

Sargent's .....per doz.	0 65	1 00
North Bros., No. 30 ..per doz.		16 80

SHOVELS AND SPADES.

Bull Dog, solid neck shovel (No. 2 pol.). $18 50
(Hollow Back) (Reinforced S Scoop.)
Moose..... $17 50 ..... $16 30
Bear..... 15 00 ..... 15 30
Fox..... 12 50 ..... 14 30
Black Cat.... 10 00 ..... 13 30
Canadian, discount 45 per cent.

SQUARES.

Iron, discount 20 per cent.
Steel, discount 65 and 10 per cent.
Try and Bevel, discount 50 to 52½ per cent.

TAPE LINES.

English, ass skin .....per doz.	2 75	5 00
English, Patent Leather	5 50	9 75
Chesterman's .....each	0 90	2 85
" teel.....each	0 80	8 00

TROWELS.

Disston's, discount 10 per cent.
S. & D., discount 35 per cent.

FARM AND GARDEN GOOD

BELLS.

American cow bells, 63⅓ per cent.
Canadian, discount 45 and 50 per cent.
American, farm bells, each .. 1 35 3 00

BULL RINGS.

Copper, $1.30 for 2½-inch, and $1.70

CATTLE LEADERS.

Nos. 32 and 33 .. ...per gross 7 50 8 50

BARN DOOR HANGERS.

	doz.	pairs.
Steel barn door.....	8 00	10 00
Stearns wood track	4 50	6 00
Zenith.....	....	9 00
Acme, wood track	5 00	6 50
Atlas.....	5 00	6 00
Perfect	8 00	11 00
New Milo.....	....	6 50
Steel, covered.....	4 00	11 00
" track, 1 x 3-16 in(100 ft)	....	3 75
" " 1½ x 3-16 in(100 ft)	....	4 75
Double strap hangers, doz. sets....		6 40
Standard jointed hangers, "		6 40
Steel King hangers "		6 25
Storm King and safety hangers		7 00
" " rail.....		4 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

HARVEST TOOLS.

Discount 60 per cent.
S. & D. lawn rakes, Dunn's, 40 off.
" sidewalk and stable scrapers, 40 off.

HAY KNIVES.

Net prices.

HEAD HALTERS.

Jute Rope, ¾-inch....per gross	9 00
" " ⅞ " .... "	10 00
" " 1 " .... "	12 00
Leather, 1-inch .....per doz.	4 00
Leather, 1¼ " ..... "	5 20
Web..... "	2 45

HOES.

Garden, Mortar, etc., discount 60 per cent.
Planter..... per doz. 4 00 4 50

HORSE NAILS.

'C' brand, 40, 10 and 7½ per cent. off list { Oval
M.R.M. Co. brand, 55 per cent. { head

HORSESHOES.

F.O.B. Montreal

M.R.M. Co. brand, base.....	3 65

Add 15c. Toronto, Hamilton, Guelph.

HORSE WEIGHTS.

Taylor-Forbes, 3½c. per lb.

SCYTHES.

Per doz. net.....	6 25	9 25

SCYTHE SNATHS.

Canadian, discount 40 per cent.

SNAPS.

Harness, German, discount 25 per cent.
Lock, Andrews' 4 50 11 00

STALL FIXTURES.

Warden King, 35 per cent.

WOOD HAY RAKES.

Ten tooth, 40 and 10 per cent.
Twelve tooth, 45 per cent.

HEAVY GOODS NAILS, ETC.

ANVILS.

Wright's, 80-lb. and over.....	0 10½
Hay Budden, 80-lb. and over	0 09½
Brook's, 80-lb. and over	0 11½
Taylor-Forbes, handy	0 05

VISES.

Wright's.....	0 13½
Brook's.....	0 12½
Pipe Vise, Hinge, No. 1.....	3 50
" " " No. 2.....	5 50
Saw Vise.....	4 50 5 00

Blacksmiths' (discount) 60 per cent.
" parallel (discount) 45 per cent.

BOLTS AND NUTS

	Per cent.
Carriage Bolts, common ($1 list	
" " ⅜ and smaller..	60, 10 and 10
" " 7-16 and up	55 and 5
" " Norway Iron ($3 list)	50
Machine Bolts, ⅜ and less	60 and 10
Machine Bolts, 7-16 and up....	55 and 5
Plough Bolts	55 and 10
Blank Bolts.....	55
Bolt Ends.....	55
Sleigh Shoe Bolts, ⅜ and less ..	60 and 10
" " " 7-16 and larger	50 and 5
Coach Screws, conepoint.....	70 and 5

Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb off.
Stove Rods per lb., 5½ to 6c.
Stove Bolts, 75 per cent.

WROUGHT IRON WASHER.

Canadian make discount 40 per cent.

CHAIN.

Proof coil, per 100 lb., 5-16 in., $4.40; ⅜ in., $3.90; 7-16 in., $3.70; ½ in., $3 50; 9-16 in., $3 45; ⅝ in., $3 35; ¾ in., $3.20; ⅞ in., $3.10; 1 in., $3.10.
Halter, kennel and post chains, 40 to 40 and 5 per cent.

Cow ties	40 p.c.
Tie out chains	65 p.c.
Stall fixtures	35 p.c.
Trace chain	45 p.c.

Jack chain iron, discount 35 p.c.
Jack chain, brass, discount 40 per cent.

PRESSED SPIKES.

Pressed spikes, ⅝ diameter, per 100 lbs., $3.1

NAILS.	Cut.	Wire.
2d.....	3 80	3 30
3d.....	2 95	2 95
4 and 5d.....	2 70	2 70
6 and 7d	2 60	2 60
8 and 9d	2 45	2 45
10 and 12d	2 40	2 40
16 and 20d.....	2 35	2 35
30, 40, 50 and 60d (base)	2 30	2 30

F.o.b. Montreal. Cut nails, Toronto 20c. higher.
Miscellaneous wire nails, discount 75 per cent
Coopers' nails, discount 40 per cent.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, discount 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 27½ p c.
Copper Burrs only, discount 15 per cent.
Extras on Coppered Rivets, ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 4c. per lb.

SCREWS.

Wood, F. H., bright and steel, 87½ per cent.
" R. H., bright, dis. 82½ per cent.
" F. H., brass, dis. 80 per cent.
" R. H., " dis. 75 per cent.
" F. H., bronze, dis. 75 per cent.
" R. H., " dis. 70 per cent.
Drive Screws, dis. 87½ per cent.

Bench, wood .....per doz.	3 25	4 00
" iron ..... "	4 25	5 00

Set, case hardened, dis. 60 per cent.
Square Cap, dis. 50 and 5 per cent.
Hexagon Cap, dis. 45 per cent.

MACHINE SCREWS.

Flat head, iron and brass, 35 per cent.
Felister head, iron, discount 30 per cent.
" " brass, discount 25 per cent.

TACKS, BRADS, ETC.

Carpet tacks, blued	80 and 5
" " tinned.....	80 and 10
" " (in kegs).....	40
Cut tacks, blued, in dozens only	75 and 10
" ¼ weights	60
Swedes cut tacks, blued and tinned—	
In bulk.....	80 and 10
In dozens	75
Swedes, upholsterers', bulk	85 and 12½
" brush, blued and tinned bulk	70
Swedes, gimp, blued, tinned and japanned.....	75 and 12½
Zinc tacks	35
Leather carpet tacks.....	40
Copper tacks.....	37½
Copper nails	42½
Trunk nails, black	65
Trunk nails, tinned and blued ..	65
Clout nails, blued and tinned ..	65
Chair nails.....	35
Patent brads.....	40
Fine finishing.....	40
Lining tacks, in papers.....	10
" " in bulk.....	15
" " solid heads, in bulk	75
Saddle nails, in papers.....	10
" " in bulk.....	15
Tufting buttons, 22 line in dozens only	60
Zinc glaziers' points	5
Double pointed tacks, papers..	90 and 10
" " bulk....	40
Clinch and duck rivets.....	45

Cheese box tacks, 85 and 5; trunk tacks, 80 and 10.

CUTLERY AND SPORTING GOODS.

AMMUNITION.

B. B. Caps Dominion, 50 and 5 and 25 per cen
American $2.00 per 1000.
C. B. Caps American, $2.60 per 1000

CARTRIDGES.

Rim Fire Cartridges, Dominion, 50 and 5 p.c.
Rim Fire Pistol, discount 30 and 5 per cent., American.
Central Fire, Military and Sporting, American, add 10 per cent. to list. B.B. Caps, discount 40 per cent., American.
Central Fire Pistol and Rifle, list net Amer.
Central Fire Cartridges, pistol and rifle Dominion, 30 and 5 per cent.
Central Fire Cartridges, Sporting and Military, Dominion, 15 per cent., American 10 per cent. advance on list.
Loaded and empty Shells, Crown, 25 and 5; Sovereign, 25, 10 and 10; Regal, 25, 10 and 5; Imperial, 25, 10 and 5. American 20 per cent. discount. Rival and Nitro, 10 per cent. advance on list.
Empty paper shells Dominion, 25 off and empty brass shells, 55 per cent. off. American, 10 per cent. advance on list.
Primers, Dom., 35 per cent.; American $2.05

Wads.	per lb.
Best thick brown or grey felt wads, in ½-lb. bags	$0 70
Best thick white card wads, in boxes of 500 each, 12 and smaller gauges	0 29
Best thick white card wads in boxes of 500 each, 10 gauge.....	0 35
Thin card wads, in boxes of 1,000 each, 12 and smaller gauges	0 20
Thin card wads, in boxes of 1,000 each, 10gauge.....	0 25

Chemically prepared black edge grey cloth wads, in boxes of 250 each— Per M.

11 and smaller gauge	0 60
9 and 10 gauges.....	0 70
7 and 8 "	0 90
5 and 6 "	1 10

Superior chemically prepared pink edge, best white cloth wads in boxes of 250 each—

11 and smaller gauge	1 15
9 and 10 gauges	1 40
7 and 8 "	1 65
5 and 9 "	1 90

SHOT.

Common, $6.50 per 100 lb.; chilled, $7.50 per 100 lb.; buck, seal and ball, $8.50 net list. Prices are f.o.b. Toronto, Hamilton, Montreal, St. John and Halifax. Terms, 2 p.c. for cash in thirty days.

RAZORS.

	per doz.	
Elliot's	4 00	18 00
Boker's	7 50	11 00
" King Cutter	13 50	18 50
Wade & Butcher's.....	3 60	10 00
Wilkinson's.....	....	12 50
Lewis Bros.' "Klean Kutter"	8 50	10 50

Cl auss Razors and Strops, 50 and 10 per cent.

We make Electric Fixtures, Sockets, and Cut-Outs

Munderloh & Co

Electrical Supplies of all kinds. MONTREAL.

No Waste Circulation in HARDWARE AND METAL. Try the "want columns" and see.

PLATED GOODS

Hollowware, 40 per cent. dis. ount
Flatware, staples, 40 and 10, fancy 40 and 5 per cent.

SHEARS.

Clauss, nickel, discount 60 per cent.
Clauss, Japan, discount 67½ per cent.
Clauss, tailors, discount 40 per cent.
Seymour's, discount 50 and 10 per cent.

TRAPS (steel.)

Game, Newhouse, discount 30 and 10 per cent
Game, Hawley & Norton, 50, 10 & 5 per cent.
Game, Victor, 70 per cent.
Game, Oneida Jump (B. & L.) 40 & 2½ p. c.
Game, steel, 60 and 5 per cent.

SKATES.

Skates, discount 37½ per cent.
Mic Mac hockey sticks, per doz 4 00 5 00
New Rex hockey sticks, per doz 6 25

HOUSE FURNISHINGS.

APPLE PARERS.

Woodyatt Hudson, per doz., net 4 50

BIRD CAGES.

Brass and Japanned, 40 and 10 p. c.

COPPER AND NICKEL WARE.

Copper boilers, kettles, teapots, etc., 30 p.c.
Copper pitts, 33⅓ per cent.

ENAMELLED WARE.

London, White, Princess, Turquoise, Onyx, Blue and White, discount 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial Crescent, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Japanned ware, discount 50 per cent.
Hollow ware, tinned cast, 35 per cent. off.

KITCHEN NOVELTIES.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 80
Duplex mouse traps, per doz		0 65
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 60
Vegetable slicers, per doz		2 25
Universal meat chopper No. 0, $1; No. 1, 1.15.		
Enterprise chopper, each		1 30

LAMP WICKS.

Discount, 60 per cent.

LEMON SQUEEZERS.

Porcelain lined..... per doz.	2 20	5 60
Galvanized..... "	1 87	3 85
King, wood..... "	2 75	2 90
King, glass..... "	4 00	4 50
All glass ..... "	0 50	0 90

PICTURE NAILS.

Porcelain head.....per gross	1 35	1 50
Brass head..... "	0 40	1 00

Tin and gilt, picture wire, 75 per cent.

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 92
Common, plain.....	4 50
" plated	5 50
Asbestos, per set.....	1 25

TINWARE.

CONDUCTOR PIPE.

½-in. plain or corrugated., per 100 feet, $3.30; 3 in., $4.40; 4 in., $5.80; 5 in., $7.45; 6 in., $9.9 .

FAUCETS.

Common, cork-lined, discount 35 per cent.

EAVETROUGHS.

10-inch .....per 100 ft. 3 30

FACTORY MILK CANS.

Discount off revised list, 40 per cent.
Milk can trimmings, discount 25 per cent.

LANTERNS.

No. 2 or 4 Plain Cold Blast....per doz.	6 50	
Lift Tubular and Hing. Plain, "	4 75	

Better quality at higher prices.
Japanning, 50c. per doz. extra.

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, discount 40 per cent
Zinc and tin, discount 50 per cent
Coppered oilers, 20 per cent. off.
Brass oilers, 50 per cent. off.
Malleable, discount 25 per cent

PAILS (GALVANIZED).

Dufferin pattern pails, 40 10 and 5 per cent.
Flaring pattern, discount 40, 10 and 5 per cent.
Galvanized washtubs 40 10 and 5 per cent

PIECED WARE.

Discount 40 per cent off list, June, 1899.
10-qt. flaring sap buckets, discount 40 per cent.
6, 10 and 14-qt. flaring pails dis. 40 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Creamery cans, discount 40 per cent.

STAMPED WARE.

Plain, 75 and 12½ per cent. off revised list.
Retinned, 72½ 10 and 5 per cent. revised list.
papering, 10c.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks	8 00

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch..... " "	7 50

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 32
7-inch..... "	1 48

Polished, 15c. per dozen extra.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Per doz.....	3 00	15 00

Clauss, discount 35 per cent.

WIRE.

BRIGHT WIRE

Discount 62½ per cent.

CLOTHES LINE WIRE.

7 wire solid line, No. 17, $4.90; No. 18, $3.00; No. 19, $2.70; 8 wire solid line, No. 17, $4.45; No. 18, $2.80. No. 19, $2.50. All prices per 1000 ft. measure. F.o.b. Hamilton Toronto, Montreal.

COILED SPRING WIRE.

High Carbon, No. 9, $2 55, No. 11, $3.20; No. 12, $2.80.

Copper and Brass wire, discount 45 per cent.

FINE STEEL WIRE.

Discount 30 per cent List of extras: In 100-lb. lots: No. 17, $5 — No. 18, $5.50 — No. 19, $6 — No. 20, $6.65 — No. 21, $7 — No. 22, $7.30 — No 23, $7,65 — No. 24, $8 — No. 25, $9—No. 26, $9.50—No. 27, $10—No. 28, $11—No. 29, $12—No. 30, $13—No. 31, $14—No. 32, $15—No. 33, $16—No. 34, $17. Extras net—tinned wire, Nos. 17-25, $2—Nos. 26-31, $4—Nos. 32-34, $6. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c. —in ½-lb. hanks, 38c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

GALVANIZED WIRE.

Per 100 lb.—Nos. 4 and 5, $3.70 — Nos. 6, 7, 8, $3.15 — No. 9, $2.50 — No. 10, $3.20 — No. 11, $3.25—No. 12, $2.65 —No. 13, $2.75—No. 14, $3.75—No 15, $4.30 —No. 16 $4.30 from stock. Base sizes, Nos. 6 to 9, $2.35 f.o.b. Cleveland. In carlots 12½c. less.

LIGHT STRAIGHTENED WIRE.

Gauge No.	Over 20 in. per 100 lbs.	10 to 20 in.	5 to 10 in
0 to 5	$0.50	$0.75	$1.25
6 to 9	0.75	1.25	2 00
10 to 11	1.00	1.75	2 50
12 to 14	1.50	2.25	3.50
15 to 16	2.00	3.00	4.50

SMOOTH STEEL WIRE.

No. 0-9 gauge, $2.25; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No 14 gauge. 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 7 c. extra. Add 60c. for coppering and $2 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire $1.25, special hay baling wire 30c., best steel wire 75c., bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

POULTRY NETTING.

2 in mesh w. g., discount 50 and 10 per cent. All others 50 per cent.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, $1.62½, per 100 sq. ft.; in 50-ft. rolls, $1.67½, per 100 sq ft.
Terms, 2 per cent. off 30 days.

WIRE FENCING.

Galvanized barb.....	2 95
Galvanized, plain twist	3 30
Galvanized barb, f.o.b. Cleveland,	$2.70 for

small lots and $2.60 for carlots.

WOODENWARE.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 30 and 30 per cent; f.o.b. Ottawa, Kingston and Montreal, 40 and 15 per cent. discount, Taylor-Forbes, 30 and 30 per cent.

CLOTHES REELS.

Davis Clothes Reels, dis. 40 per cent.

LADDERS, EXTENSION.

Waggoner Extension Ladders, dis. 40 per cent.

MOPS AND IRONING BOARDS.

"Best" mops.....	1 25
"900" mops.....	1 25
Folding ironing boards.....	12 00 16 50

REFRIGERATORS

Discount, 40 per cent.

SCREEN DOORS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style.....per doz.	7 25
Common doors, 2 or 3 panel, grained only, 4-in., style .....per doz.	7 55
Common doors, 2 or 3 panel, light stair per doz.....	9 55

WASHING MACHINES.

Round, re-acting per doz.	60 00
Square "	63 00
Eclipse, per doz	54 00
Dowswell "	39 00
New Century, per doz	75 00
Daisy.....	54 00

WRINGERS

Royal Canadian, 11 in., per doz. ...	34 00
Royal American, 11 in. .. .	34 00
Eze, 10 in., per doz	35 75

Terms, 2 per cent., 30 days.

MISCELLANEOUS.

AXLE GREASE.

Ordinary, per gross	6 00	7 00
Best quality	10 00	12 00

BELTING.

Extra, 60 per cent.
Standard, 60 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10 p.c.
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 75c.; cut laces, 80c.

BOOT CALKS.

Small and medium, ball .....per M	4 25
Small heel ..... "	4 50

CARPET STRETCHERS.

American .....per doz.	1 00	1 50
Bullard's..... "		6 50

CASTORS.

Bed, new list, discount 55 to 57½ per cent.
Plate, discount 52½ to 57½ per cent.

PINE TAR.

½ pint in tins .....per gross ...	7 80
" " ..... " ...	9 60

PULLEYS.

Hothouse .....per doz.	0 55	1 00
Axle..... ..... "	0 22	0 33
Screw .... "	0 22	1 00
Awning ..... "	0 35	2 50

PUMPS.

Canadian cistern	1 40	2 00
Canadian pitcher spout	1 80	3 16

ROPE AND TWINE.

Sisal.....	0 10½
Pure Manilla	0 15½
"British" Manilla.....	0 12
Cotton, 3-16 inch and larger... .. (21	0 23
" 5-32 inch 0 25	0 27
" ⅛ inch 0 25	0 28
Russia Deep Sea	0 16
Jute.....	0 09
Lath Yarn, single	0 10
" double	0 10½
Sisal bed cord, 48 feet.....per doz.	0 65
" " 60 feet..... "	0 80
" " 72 feet..... "	0 95

Twine.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply	0 25
" " 4-ply	0 29
Mattress twine per lb.	0 33 0 45
Staging " "	0 27 0 35

SCALES.

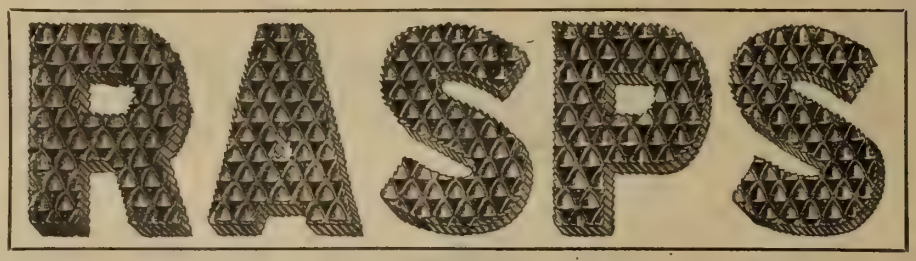
Gurney Standard, 40 per cent.
Gurney Champion, 50 per cent.
Burrow, Stewart & Milne—
Imperial Standard, discount 40 per cent.
Weigh Beams, discount 40 per cent.
Champion Scales, discount 50 per cent.
Fairbanks standard, discount 35 per cent.
" Dominion, discount 55 per cent.
" Richelieu, discount 55 per cent.
Warren new Standard, discount 40 per cent.
" " Champion, discount 50 per cent.
" Weighbeams, discount 35 per cent.

STONES—OIL AND SCYTHE.

Washita .....per lb.	0 25	0 37
Hindostan ..... "	0 06	0 10
" slip ..... "	0 18	0 20
" Axe..... "	....	0 10
Deer Creek..... "	....	0 10
Deerlick .... "	....	0 25
" Axe ..... "	....	0 15
Lily white ..... "	....	0 42
Arkansas..... "	....	1 50
Water-of-Ayr ..... '	....	0 10
Scythe .....per gross	3 50	5 00
Grind, 40 to 200 lb., per ton....	20 00	22 00
" under 40 lb., "	....	24 00
" 200 lb. and over	....	28 00

KEARNEY & FOOT

The Best Rasp Made



The Rasp that sells

MADE BY

Nicholson File Co., Dominion Wks. **Port Hope, Ont.**

Wrought Iron Pipe and Cast Iron Fittings

Our Stock in these lines is complete. Can fill all orders promptly. Be supplied before the Fall rush commences.

WM. STAIRS, SON & MORROW, Limited, HALIFAX, N.S.

INDEX TO ADVERTISERS.

A

Alabastine Co 48
Armstrong Mfg. Co 58
Atkins, E. C., & Co..... 15
Atlas Mfg. Co..... 51

B

Banwell Hoxie Wire Fence Co 19
Barnett, G. & H. Co....outside back cover
Batty Stove Co. 39
Belleville Rolling Mills 17
Birkett, Thos. & Son Co 1
Bowser, S. F., & Co..... 48
Brandram Henderson 47
Brantford Roofing Co. 9
Burr Mfg. Co 12

C

Cameron & Campbell. 55
Canada Foundry Co 12
Canada Horse Nail Co. 4
Canada Iron Furnace Co..... 39
Canada Paint Co..... 42
Canada Paper Co 12
Canadian Bronze Powder Works..... 44
Canadian Buffalo Forge Co..... 59
Canadian Fairbanks Co 58, 60
Canadian Heating & Ventilating Co.. 21
Canadian Oil Co. 49
Canadian Rubber Co....outside back cover
Canadian Sewer Pipe Co..... 39
Caverhill, Learmont & Co.. 7
Chicago Spring Butt Co..... 11
Clauss Shear Co..... 63
Cluff Bros..... 57
Consolidated Plate Glass Co..... 40
Consumers' Cordage Co..... 10
Contract Record 18
Copp, W. J..... 35
Covert Mfg. Co 9
Crain, Rolla L., Co..... 1
Cumming Mfg. Co..... 4

D

Davenport, Percy P..... 12
Davidson, Thos., Mfg. Co..... 4
Dieckmann, Ferdinand..... 41
Dominion Cartridge Co. 19
Dorken Bros..... outside front cover
Dowswell Mfg. Co 9

E

Eadie, H. G..... 39
Emlyn Saw Bench 14
English Embrocation Co..... 72
Enterprise Mfg. Co. of Akron, Ohio inside back cover
Enterprise Mfg. Co., of Pa..... 18
Erie Specialty Co.....inside back cover

F

Fenner, Frederick 44
Forman, John 10
Forwell Foundry Co 58
Fox, C. H..... 42
Frothingham & Workman 6

G

Galt Art Metal Co..... 51
Gibb, Alexander..... 42
Gibsone, J. B..... 13
Gilbertson, W., & Co..... 39
Glauber Brass Co..... 58
Greening, B., Wire Co..... 72
Gutta Percha and Rubber Mfg. Co.... outside back cover

H

Hamilton Rifle Co..... 13
Hanover Portland Cement Co 12
Harrington & Richardson Arms Co 21
Harris, J. W., Co..... 49
Heinisch, R., Sons Co..... 17
Hobbs Mfg. Co 14
Howland, H. S., Sons & Co..... 5
Hutton, Jas., & Co..... 17
Hyde, F. & Co 13

I

Imperial Varnish and Color Co..... 43
International Portland Cement Co.... 12

J

Jamieson, R. C., & Co..... 44
Jardine, A. B., & Co. 39
Jenkins Bros..... 11
Johnson's, Iver, Arms and Cycle Works 42
Joy Mfg. Co..... 20

K

Kemp Mfg. Co..... 22
Kerr Engine Co..... 60

L

Lamplough, F. W. & Co..... 20
Leslie, A. C., & Co.outside front cover, 39
Lewis Bros., Limited 3
Lewis, Rice, & Son.....inside front cover
Lockerby & McComb..... 15
London Foundry Co..... 11
Louden Machinery Co. 18
Lucas, John 45
Ludger Gravel Co 42
Lufkin Rule Co.. .....inside back cover

Mc

McArthur, Alex., & Co 62
McArthur, Corneille & Co. 48
McCaskill, Dougall & Co..... 44
McDougall, R., Co..... 59

M

Martin-Senour Co 45
Maxwell, David..... 68
Metal Shingle and Siding Co..... 60
Metallic Roofing Co 37
Mitchell, H. W 42
Montreal Rolling Mills Co 51
Moore, Benjamin, & Co. 50
Morrison, James, Brass Mfg. Co..... 52
Morrow, John, Machine Screw Co 17
Mueller, H., Mfg. Co 59
Munderloh & Co..... 65

N

Newman, W., & Sons 13
Nicholson File Co.. 66
North Bros. Mfg. Co..... 7
Nova Scotia Steel and Coal Co..... 39

O

Oakey, John, & Sons..... 39
Ontario Lantern & Lamp Co. 72
Ontario Steel Ware Co..... 16
Ontario Tack Co..... 39
Ontario Wind Engine and Pump Co .. 13
Orford Copper Co..... 39
Oshawa Steam & Gas Fitting Co..... 58
Owen Sound Wire Fence Co..... 11

P

Paterson Mfg. Co..... 64
Pearson, Geo. D., & Co..... 42
Pelton, Godfrey S 44
Penberthy Injector Co..... 61
Peterborough Lock Co..... 9
Peterborough Shovel & Tool Co. 18
Phillips, Chas. D 51
Phillips, Geo., & Co..... 53
Pink, Thos 2

R

Ramsay, A., & Son Co..... 45
Reid, David 35
Robertson, James Co....inside back cover
Roper, J. H 19
Round, John, & Son..... 10

S

Salyerds, E. B. 11
Samuel, M. & L., Benjamin, & Co..... 2
Scott, Bathgate & Co..... 42
Seymour, Henry T., Shear Co..... 17
Shantz, I. E., & Co..... 58
Sharratt & Newth 58
Shirreff Mfg. Co..... 14
Sherwin-Williams Co..... 38
Shurley & Deitrich 8
Silica Barytic Stone Co..... 15
Spear & Jackson 17
Stairs, Son & Morrow..... 66
Standard Ideal Sanitary Co..... 52
Standard Paint and Varnish Works... 44
Stanley Works..... 10
Steel Trough and Machine Co..... 17
Stephens, G. F., & Co..... 34
Sterne, G. F., & Son 58
Still, J. N., & Co. 11

T

Taylor-Forbes Co.....outside front cover
Telford & Chapman..... 15
Thompson, R. & S. H., Co.outside back cover
Toronto and Belleville Rolling Mills... 13
Turner Brass Works 60

V

Vickery, O..... 58

W

Wallace Barnes Co 44
Western Assurance Co 22
Western Wire Nail Co .....
Winnipeg Paint and Glass Co 35
Wright, E. T., & Co 12

CLASSIFIED LIST OF ADVERTISEMENTS.

Auditors.
Davenport, Percy P., Winnipeg.

Babbitt Metal.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Montreal.
Robertson, Jas. Co,, Montreal.

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Canadian Bronze Powder Works, Montreal.

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Ramsay, A., & Son Co., Montreal.

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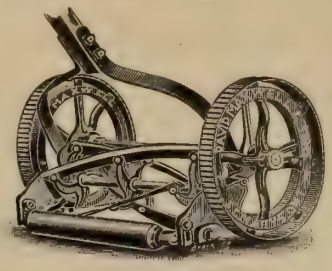
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More sold in the Dominion than all others oombined

In 8 sizes, churning from ½ to 30 gallons.
IMPROVED STEEL FRAME. PATENT FOOT and LEVER DRIVE. PATENT STEEL ROLLER BEARINGS

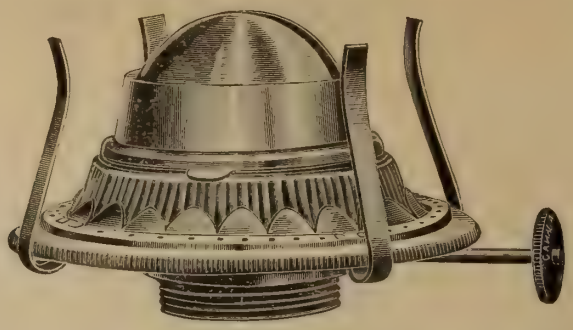
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MAXWELL LAWN MOWER



Made in 4 different heights of wheel and widths, ranging from 8 to 25-in. in plain or ball bearings as required. Improved for coming season. Not equalled anywhere for clean cutting, durability and finish.

DAVID MAXWELL & SONS
ST. MARY'S, ONT.



Buy Canadian made goods and get the best.

Banner Burners, Canada Burners, King Glass Cone Burners.

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ONTARIO LANTERN & LAMP CO., Ltd.
HAMILTON, ONT.



Trade Mark

"LION" BRAND

PUTZ TRIPLE EXTRACT

METAL POLISH

LIQUID and PASTE

For polishing all kinds of metals "Lion" Brand Putz Triple Extract Metal Polish has no equal. Gives a lasting lustre. Put up in liquid and paste form. Has a ready sale. If not in stock send a postal for exceptional terms. Something that will give you handsome profits.

English Embrocation Co.,
Montreal, Quebec

Perforated Sheet Metals

IN

Brass, Copper, Steel, Etc.

All sizes of perforations and thickness of metals for

Miners' Use
Grain Cleaning Machinery
Bee Keepers
Malt Kiln Floors, Etc.

The B. GREENING WIRE CO.
LIMITED
Hamilton, Ont. Montreal, Que.

FOR A CHEAP SAW MILLS
AND GENERAL FACTORY

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THERE IS
NOTHING TO BEAT

Fleur de Lis

ANTI-FRICTION METAL



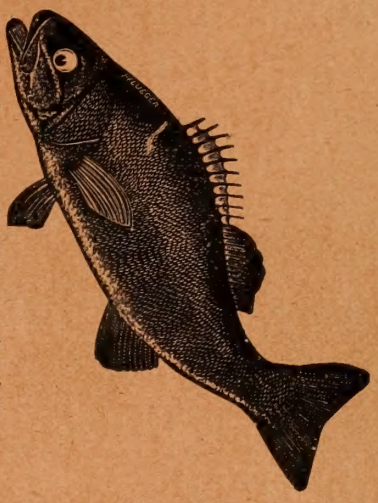
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Try it and save money.

The Jas. Robertson Co., Limited

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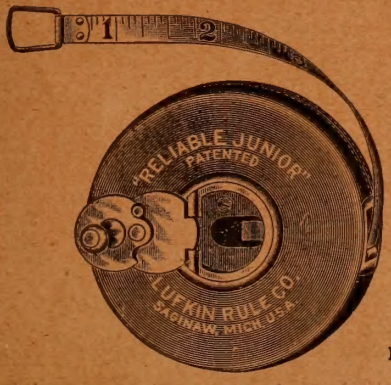


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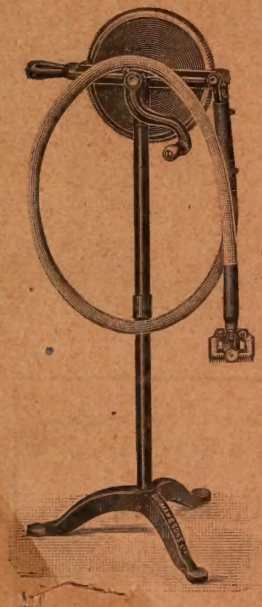
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